

# Dairy Transportation, Looking Forward

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## Overview

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- Workforce
- Regulations

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## DFA

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- 73 contract haulers
- 18 self haulers
- 7 customer haulers
- 1 DFA-owned hauling entity with 7 depots across the Northeast
  - Northeast Logistics
- Quality of life - plant inefficiencies
  - DFA is looking at their own plants
  - Looking at optimization, how do we use technology to improve process

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## Feed

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- Nature of the business, allows them to have better quality of life.
- Good retention of drivers for local deliveries
- Challenges for longer hauls
- Use of AI to assist with scheduling but not sure how applicable that is across the board.
- Commodity business, need to work smarter, stay competitive
- Need systems that work, both environmental-friendly, but must be economically viable
- 100 loads of grain and feed/day

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## Upstate Niagara

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- 16 contract milk haulers - multi-generational businesses
- moving milk in NY, PA, OH, VT and NH
- Load sizes vary dramatically (82K lbs. in NY) - different in all other states.
- Deploying technology for drivers (hand helds vs paper)

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## Farm Hauling, Milk and Feed

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- Labor Challenge
- Weight times at plants
- Price is set which makes investment challenging

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## Workforce Creativity, Innovation, working to address Driver Shortages

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- Driver shortages across all industries
  - Impact of driver shortages on our business
  - Milk and other ag products are perishable
- Need more creative workforce recruitment
  - Assistance with education in more rural areas
  - Work with BOCES
    - Funding for equipment and instructors
    - Placement will be hard due to not being able to insure drivers under 21
    - How do we ensure we have trainees. Can local companies sponsor students.
    - How can we work on test-taking? Takes too long. Seasonality challenges for farms.
    - Sponsorship for rural areas
- Issues with insurance coverage

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## Weight Limits Across State Lines

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- Milk moving across state lines. DFA ENY hub hauls milk to 5 states.
- NYS has good process for weight limits, overweight permits. Set trucks up to haul heavier loads. Safety features making them safer on the roads. Less trucks on the road.
- If trucks are loaded and get rerouted, this is a challenge.
- Continue to work with NE Commissioners to help open markets
  - Need to adopt NY's weight policy, need other states to step up. Safer trucks, more axels, better brakes, heavier as we transition to EV
  - TANY suggestion: can we tie into federal pilot program for NE

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## Road Closures

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- Our collective efforts have improved NYS's process, but still need more collaboration across state lines
- Example of how to educate communities on impacts of road closures for farms (ALNYE)
- Safety issues with hauling milk (Keith and Barney)
- NYS Thruway closed, forced traffic onto slower routes that are not as well maintained. More safety concerns.
- Opportunity: Can we develop a phased-in approach in to separate passengers and commercial vehicles?

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## ACT

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- What are you hearing?
  - Requirement may be on manufacturer, but requirements still exist.
  - Requirements on ordering trucks. 1 EV for every 10 diesel sold
  - Some companies are trying to purchase old trucks and rebuild them. Do maintenance inhouse and get a longer lifespan out to the trucks.
    - Sensors, clean diesel systems. Parts on back order for months. Need extra trucks due to parked trucks. Not excited about this regulation due to financial impact.
  - Not feasible for heavy haul/ OTR milk hauling
  - Geography and weather impact performance of EV
  - Lack of charger and super charger infrastructure
- Can you share what the budget and employee impact will be?
  - Budget
    - Can not keep up with maintenance
    - Can not keep parts on the road
    - Price of trucks
    - 2027 diesel trucks, mandatory expense for warrantee
    - 2 EV units to do same work as 1 diesel powered unit
    - **Cost prohibitive to run EV's hauling milk**
  - Workforce
    - Hire out
    - Do not have trained electricians. Do not have folks on board to maintain the trucks of the future
    - Lower pay load due to weight of the tractor (25% more trucks)

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# Closing Comments

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