

W  
h  
a  
t  
'  
s  
  
N  
e  
w  
s



**UTi** A UTi Worldwide Company

**SAMMONS TRUCKING**

January 2011

Volume 1, Issue 2



uDrove Leverages Smart Phone Technology for Sammons Contractors

uDrove® is a revolutionary new paperwork replacement system that Sammons' contractors are testing. Using the functionality of your smart phone, uDrove replaces in-cab paperwork and delivers the data instantly to your home office – allowing you to manage your business faster, smarter and more cost effectively!

According to recent studies, this year, the demand for smart phone applications for business purposes is going to rise more than 70%. In the next five years an estimated 67% of U.S. residents are expected to carry a smart phone. The barriers to smart phones becoming an individual's main computing device are falling.

With the new uDrove® application, you can easily track information on an iPhone®, BlackBerry® or Android™ smart phone to replace most all of the mandatory paperwork. uDrove provides a simple, easy to use tool that allows you to keep a logs, track mileage for tax purposes, record fuel and business expenses and even complete a vehicle inspection and proof of delivery.

uDrove delivers real benefits for the Sammons owner/operator:

- **Driver Logs** – Easily indicate and change duty status at the touch of a button creating a computer-assisted driver log. Available driving hours are continuously calculated and displayed, with a warning as you approach an hours violation.

- **Mileage Tracking** – Using the phone's GPS, automatically document miles by beginning location, travel routes and state mileage for easy fuel tax recording. No more odometer readings at the state borders.
- **Proof of Delivery** – Record instant, indisputable confirmation for every delivered load, including time and location. Data is instantly available and can speed up your settlement.
- **Fuel and Business Expenses** – Provides ability to capture fuel purchase data, photograph receipts, and easily view a summary on the web account to assist in generating tax reports. Track business expenses, including time and location, ensuring that records are categorized, totaled and easily assessable to your bookkeeper.
- **Vehicle Inspections** – Electronically record and submit DVIR inspections instantly, even snap a picture of any defect.
- **Electronic Records** – Data can be stored electronically for paperless filing and easy retrieval months or even years later.
- **Fuel Tax and Registration Data** – Summarizes and calculates fuel and mileage data needed for tax and registration filings. Track tax liability on a daily basis.

Ask the Missoula office today about how you can get signed up with uDrove and start saving time and money and reduce all of the hassle associated with managing all of that paperwork. Learn more at: [www.uDrove.com](http://www.uDrove.com).



**Inside this issue:**

Recession Proof	2
Referral Bonus	2
Agent Focus	3
Profit Bonuses	3
Christmas Donations	4
Keegel Memorial	4

## Stay in Recession Mode

By: Tim Burke, President

A German philosopher named Nietzsche said, "That which does not kill us only makes us stronger". Owner/Operators who endured the recession have indeed become stronger. If you are one of them then you should feel really, really proud of your accomplishment. During the recession it was nearly impossible to increase revenue so you had to figure out more ways to decrease your costs, and you did it. Because of their hard work and smart cost management, net income for Owner/Operators fell less than 10% in the last two

years while net income for publicly traded trucking companies fell about 50% at the same time! Fuel has been on the increase for the last 12 months so don't forget the valuable lessons learned about managing costs. In the coming months you should be able to increase your net income greatly as revenue increases while you continue to manage your costs like you did during the recession.

As always, please continue to drive safely in the New Year.

## Referral Bonus Increase for 2011

By: Joe Vandenburg, Manager of Recruiting

We are now offering a **\$1,000** referral bonus for referring a new Owner Operator and **\$500** for a Lease Purchase contractor. Last year Sammons paid out

\$17,000 in referral bonuses and with your help maybe we will triple that in 2011. Make sure your name or truck number is included in the application. Let me know how I can help.

## Specialized Carrier and Rigger Association Scholarships

SC&RA Foundation scholarship applications are now available online to Sammons employees or independent contractors including: children, grandchildren, stepchildren and spouses of SC&RA member company employees are all eligible for one year scholarships. To obtain a scholarship application, please visit the SC&RA Foundations website at [www.scranet.org/foundation](http://www.scranet.org/foundation).

Any questions may be directed to Matt Beahr, Foundation Manager at (703) 698-0291. Applications must be post-marked by Monday, January 31st, 2011 and received no later than Thursday February 10th, 2011.

Please note official transcripts are required and will need to be sent along with the application.

The foundations has awarded

nearly \$250,000 in scholarships and grants to students attending four-year colleges/universities and individuals attending technical colleges or trade schools.

The scholarships awarded are up to the amount of \$3000 and grants are up to \$1500 each.

All applicants will be notified of their status in March 2011.

"A man who believes he can do something is probably right, and so is the man who believes he can't"

Anonymous



# Agent Focus

## Duane Webb # 316

### Oak Grove MO (816) 625-0881

Duane Webb has been representing Sammons for three years. Duane handles flatbed, stepdeck and heavy haul freight. His primary focus is in and around the Kansas City area but on occasion does have loads inbound to Kansas City. His main commodities at this time are waste water treatment equipment, forklifts, small cranes, stationary fuel

tanks and airport ground equipment.

Duane is always on the prowl for new customers and is more than willing to pursue any and all leads that are sent his way. He truly enjoys working with the Owner/Operators at Sammons as he has found them to be courteous, dependable, professional and more than willing to go the

extra mile to get the job done for his customers. Duane himself was an Owner/Operator for over 20 years and definitely understands the issues that our Owner/Operators face each and every day. If you happen to be in the Kansas City area or headed in that direction, please give Duane a call and he will do everything he can to help you.



**Nothing can stop the man with the right mental attitude from achieving his goal: nothing on earth can help the man with the wrong mental attitude.**

**Thomas Jefferson**

## Gross Profit Bonus Payments Up

By: Jim Bendickson, CFO

During 2010, Sammons' *gross profit bonus* program paid 90 operators a total of \$94,000 in bonuses! That's an average of just over \$1,000 for each successful operator.

CONGRATULATIONS to all who have operated successfully -- despite *very* challenging times for trucking.

Sammons first created this program as an incentive for heavy-haul operators. Because of the program's effectiveness, we discontinued the old high-miler bonus program in 2010 for flatbed and stepdeck operators, and replaced it with the *gross profit bonus* program.

To qualify for a *gross profit bonus*, an operator must (1) be active at Sammons and in good standing; (2) generate at least \$30,000 in gross profit during the 12 months preceding their license renewal (gross profit = billed revenue (excluding permits/escorts revenue) less truck earnings and licensing (if any) paid by Sammons); and (3) re-license their truck with the intent of continuing as a Sammons operator through the next license year.

A gross profit bonus rewards not only working hard, but working *smart*. As volume and profitability improve, your bonus increases. Based on the table below, an operator with \$32,000 gross profit for a year will earn a bonus of 2.5% of gross profit, or \$800. An operator with \$46,000 gross profit will earn a bonus of 3.25%, or \$1,495. There is no limit on the bonus amount you can earn.

Thanks to all who continue to operate successfully and safely. As the economy continues to improve, more operators will earn a gross profit bonus. Please visit with Teresa Minick at any time to find out your progress toward a *gross profit bonus* for the current year.

**GROSS PROFIT BONUS TABLE**

FROM	TO	BONUS %
\$ 30,000	\$ 34,999	2.50%
\$ 35,000	\$ 39,999	2.75%
\$ 40,000	\$ 44,999	3.00%
\$ 45,000	\$ 49,999	3.25%
\$ 50,000	\$ 54,999	3.50%
\$ 55,000	\$ 59,999	3.75%
\$ 60,000	+	4.00%

***OPERATOR SUCCESS = SAMMONS SUCCESS!***



## SAMMONS TRUCKING

P.O. Box 16050  
3665 W Broadway St  
Missoula, MT 59808

Phone: 800-548-9276  
Fax: 406-549-4989  
E-mail: [sammons@sammonstrucking.com](mailto:sammons@sammonstrucking.com)

North America's  
**S**uperior **T**ransportation **C**hoice

[www.sammonstrucking.com](http://www.sammonstrucking.com)



Sammons' Christmas elves were very busy last month -- raising funds and assembling gift bags for needy families in Missoula. This is the third consecutive year Sammons has taken on this charity event. Area school supervisors helped identify underprivileged families appropriate to receive the bags. In the office, we held 50/50 drawings to raise funds for the project, and many Sammons employees donated food items. In the end, thirty families received large bags of cereal, peanut butter, jelly, pancake mix, syrup, juice, cookies and even games. Fund raising went so well that we were able to include a WalMart gift card in each gift bag. Thanks to everyone who helped make this charity event a huge success!



## Pete Michael "Mike" Keegel 6/15/44 - 12/14/10

Pete Michael "Mike" Keegel, age 56, of Oskaloosa, passed away Tuesday, December 14, 2010, at the Monroe County Hospital in Albia.

Mike was born on June 15, 1944 in Monroe County to Case and Ruth (Carlson) Keegel. He attended and graduated from Albia High School Class of 1972. After high school Mike worked for Chamberlain Manufacturing, until he began driving truck. Mike drove a truck for most of his life.

Mike enjoyed being outdoors, riding horses and mules on trail rides, wagon rides with a team of mules; he also enjoyed spending time with family and friends

Mike is survived by a special friend, Leona Gravitt of Oskaloosa; his children, Heather Goemaat and Mike Peterson of Bussey, Terry Keegel and his wife Dawn of Lovilia, Chris Selvy and Amber Carlson of Lovilia, and Casey Reece; his mother, Ruth Keegel of Albia; 11 grandchildren, Caden, Steven, Aaron, Seth, Abby, Landrie, Cheyenne, Sierra, Skylar, Gage, and Savannah. Mike is also survived by 2 brothers, Jim Keegel and his wife Deb of Bussey, Warner Keegel and his wife Sharron of Columbia, and Carol Reed and her husband Don of Albia; Uncle Art Carlson of Albia; and several nieces, nephews, and a host of friends.

Mike is preceded in death by his father, Case; grandparents; 1 sister-in-law Donna Keegel, and many uncles and aunts.

A memorial has been established to the Family.