

Driver of the Month
Motor Carriers of
Montana

Robert Ellinger

Sammons Trucking

August 2009

Robert Leroy Ellinger, "Sparky" has been an Owner/Operator with Sammons since 1996. Since that time he's received thirteen annual safety awards, a Safe Operator of the Month award, ten silver fleet awards, a high miler award and two million mile awards. Sparky has been driving for 40 years and has over 6 million total miles, 2 ½ of which have been with Sammons Trucking. The only accidents/incidents he's been involved in were non-preventable, and out of twenty-seven Level 1-3 roadside inspections, he's only had one out of service. Sparky is continuously improving his knowledge of the trucking industry and has completed first aid/CPR courses and hazardous materials training. Sparky and his wife, Joan, live in Hamilton, MT and have four grown children: Brian, Shane, Boyd and Brad. Sparky is Vietnam Veteran, US Navy "CT" and after serving our country he started his trucking career in the oil fields of ID, NM, WY and UT. He is a "highway hero" and has assisted many truckers and stranded motorists over the years. Sparky is always the first one to ask if we need anything from him, and he always has his paperwork to us in a timely manner. Sparky is true professional on the road – it's people like him that improve the image of truck drivers everywhere. Sammons Trucking appreciates his dedication and is very proud to have him on our team!



Ron Jenkins 1693
1/6/1947 - 8/23/2009

I want to thank everyone at Sammons for the beautiful card I received. It meant the world to me to know that all of you knew what a wonderful and funny man my husband Ron was. It is such a shame that he was never able to get to your office to meet all of you. He spoke very highly of how you all treated him. He really loved working for you as this was one of the few companies that really treated their people as people and not just trucks to deliver their freight.

Love Maria Jenkins



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Recession and Freight

By: Tim Burke

90 percent of the economists are indicating that the long and deep recession we've been in is over. This news is well received. They also report that the recovery will be longer than the recession of the early 2000's and mid 1990's. This is the non-positive. We continue to keep clients informed of our availability and services. Many of you know that while our miles per truck have increased minimally, the rate per mile is lagging that positive trend. We also continue to pressure the clients and shippers for better dollars. Those "wins" have been distant, but as capacity tightens, rates will rise.

We continue to keep our ear to the CSA2010 move which will be rolling strong in July 2010. The FMCSA has decided to share the individual driver score with Carriers starting this December. We'll see what twist this makes in the Carrier selection... Jury is still out. If you have any questions, please send Phil's way.

With schools back in session for almost a month and the weather changing, please keep following distances in mind and do what you do best. Please drive safely. We continue to work for the best on all fronts.

Thanks.



Reminder

If you have been on will call, please remember to call in to the Settlements office to insure your card is activated once you have been pre-dispatched on a load. This is a safety measure for you and for Sammons Trucking.

Agent Focus Jeff Haase Agent 790

This month's agent spotlight features Jeff Haase who is based in Monmouth, Illinois. Jeff joined the Sammons team in May 2002 as an agent and also leased on three trucks. As his agency grew, he downsized to one truck that is still leased to Sammons.

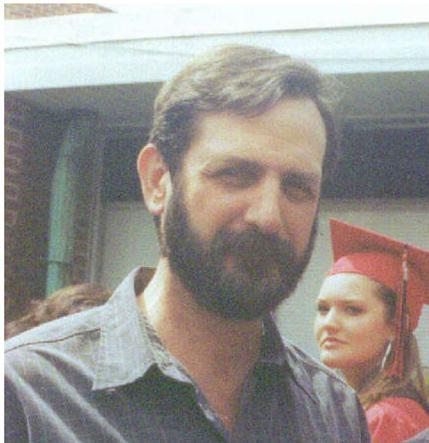
Machinery and tanks out of Illinois and Iowa for step decks and RGN's are his primary customer lanes but also does plastic pipe for flats out of Missouri and LTL's across the country.

However, no matter where you may land, if you need help, Jeff is more than willing to look for freight for you. Jeff puts the contractors at Sammons first. He doesn't believe just any load should be booked because it will move a truck. Being a truck owner himself he pushes for the best possible rates and knows if the contractor is making money and happy with his loads, he in turn, will also do well.

Jeff's number is 309-734-7148. If you haven't had the opportunity to work with him, please feel free to give him a call.

Dave Major

Manager of Heavy Haul Services



Safety Focus

By: Phil Hinshaw

MARTIN YNIGUEZ, 1347, called me on September 15th with a question on a stationary generator that he was asked to haul. It was attached to a platform with the bottom being a diesel fuel tank fully loaded with red dyed diesel fuel. Martin wondered if this was legal to haul as a non-placarded load. I confirmed with the Helena FMCSA office that this could not be hauled with fuel. (the exception to this is for self-propelled equipment with internal combustion engines which allow partially filled tanks w/o placards). This is found in 173.220 which allows drivable equipment to be **exempted** from having to have placards and hazmat endorsements on CDLs.

Martin turned back the generator. Later that day he was stopped and given a level 1 inspection. He asked the inspector what would have happened if he had the generator with its full fuel tank on. He was told that he would have been placed out of service, fined and then have to have the diesel removed prior to him being allowed to proceed. It is a good thing that Martin was paying attention.

Kudos

Dave Nash, 1519, transmission went out on his load from Baggs, WY to Williston, ND.

Don Best, 1599, was able to deliver the load for the customer.

Dave wants to thank Don for the help and all at Sammons who made it happen.