

# SAMMONS TRUCKING



A UTi Worldwide Company

## SAMMONS SUMMER NEWSLETTER

July 2015

*The only place success comes before work is in the dictionary – Vince Lombardi*

### SAFE OPERATORS OF THE MONTH

Congratulations to these drivers on their hard work!

#### ***Billy Grayless December 2014***

Billy has been driving for Sammons Trucking since 01/18/2013 and runs coil loads from Kentucky to Ohio and Indiana. Billy drives unit 2363 a 2003 FRG CONV and pulls a 2006 TRK 46.

Originally from a small town in West Central Indiana, Billy and his wife Cassy currently reside in Ohio. Billy and Cassy have 4 children; 1 son who attends Ohio State University and 3 daughters who keep busy with school and sports, favoring Basketball and Soccer. Billy is also very active in his church and teaches Sunday school.

Billy's father was an Owner Operator so he grew up around trucks. Billy attended college and worked in management positions as well as running a farm – but his heart has always been in trucking. In his spare time (not much considering his busy kids!) he still likes to farm and be active in his church.

Billy's advice to new drivers: Be patient with shippers and receivers as well as other drivers on the road. Ask questions!!! After 20 years you still won't know it all! Find good mentors and people you can trust and use their knowledge and experience to help guide you. Great Job Billy!

### PERSONAL CONVEYANCE

•••

When a driver is relieved from work and all responsibility for performing work, time spent traveling to local restaurants or stores can be logged 'off duty' and driving done under personal conveyance. Short distances – less than 100 miles unless you are traveling home for personal reasons. If you have use personal conveyance to go home and then are dispatched on a load, you would begin logging the driving time from home to the load. Personal conveyance CAN NOT be used if you are pulling a loaded trailer, are on your way to pick up a load, are moving a truck as part of your job within the company, taking your truck/trailer to the shop for repairs or repositioning.

### *Jimmy Hill January 2015*

Jimmy started working for Sammons in February 2010. Jimmy drives a 2009 IHC CONV and pulls a 2012 TAL 48 RGN and drove 9115 miles in the month of January.

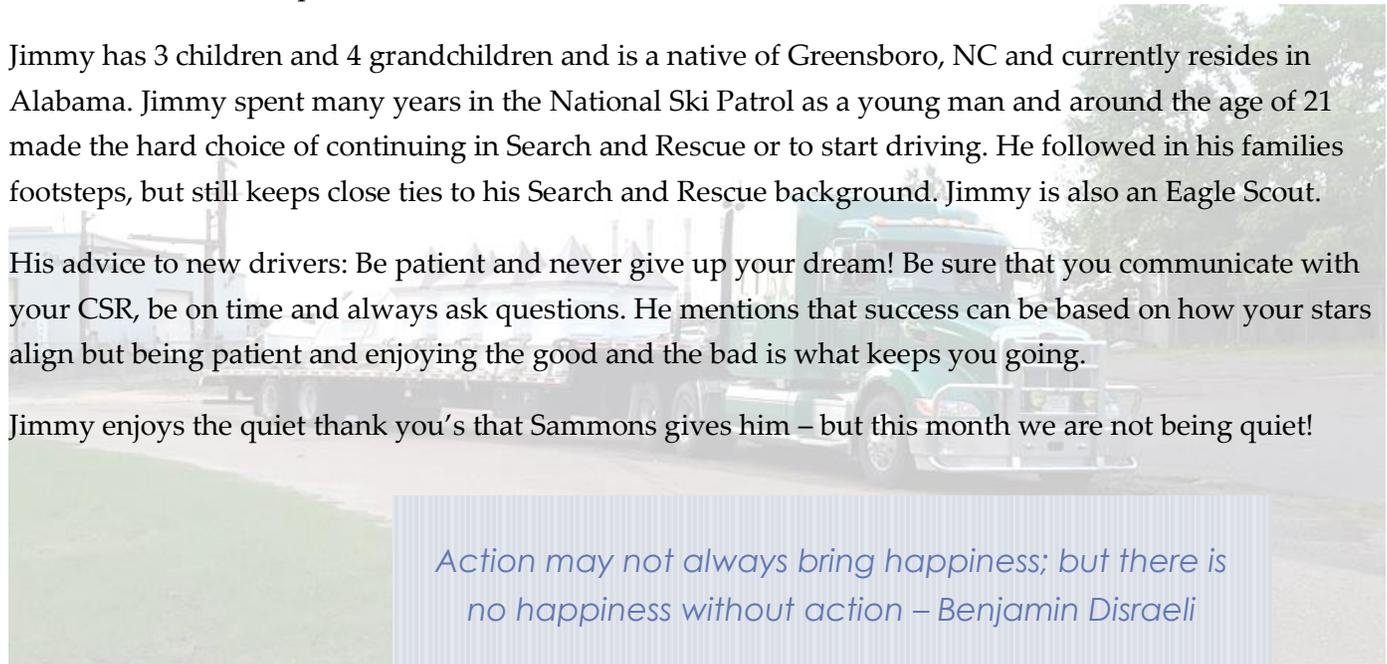
Jimmy got started in trucking because it was a family tradition; he is 4<sup>th</sup> generation or 5<sup>th</sup> if you consider horse and buggy! Jimmy chose to haul open deck freight because his family ran heavy haul and he likes the \$\$, but if he were to choose his favorite freight it would be either military or construction. Jimmy currently is part of Sammons lease purchase program and was previously an Owner Operator.

Jimmy has had some pretty memorable freight – working for Horseless Carriers he hauled Ferrari's and Maserati's. But his ultimate favorite was Sikorsky helicopter that he took from a museum in California to a museum in New Hampshire.

Jimmy has 3 children and 4 grandchildren and is a native of Greensboro, NC and currently resides in Alabama. Jimmy spent many years in the National Ski Patrol as a young man and around the age of 21 made the hard choice of continuing in Search and Rescue or to start driving. He followed in his families footsteps, but still keeps close ties to his Search and Rescue background. Jimmy is also an Eagle Scout.

His advice to new drivers: Be patient and never give up your dream! Be sure that you communicate with your CSR, be on time and always ask questions. He mentions that success can be based on how your stars align but being patient and enjoying the good and the bad is what keeps you going.

Jimmy enjoys the quiet thank you's that Sammons gives him – but this month we are not being quiet!



*Action may not always bring happiness; but there is no happiness without action – Benjamin Disraeli*

### *Carl Merrifield Jr February 2015*

Carl started working for Sammons in January 2007. Carl drives a 1999 IHC Conv and pulls a 2008 NEV 53 step deck. Carl drove 6,325 miles in the month of February and has driven a total of 596,533 since starting at Sammons!! Way to go!

Carl got his start in trucking when he ran into a friend of his at a diner one afternoon. His friend was pulling houses and he thought he would give it a try. Carl went and got his CDL and starting pulling houses. He worked in Wisconsin doing this for 10 years – but due to the recession and Hurricane Katrina the housing industry died and it was time to find something else. We are so happy he chose to join the Sammons Team! Carl prefers to haul machinery but said he enjoys just about anything. His favorite routes are the Northwest and Canada.

Carl and his wife Judy have 3 children and 5 grandchildren. In his spare time he enjoys construction and carpentry. For years he enjoyed woodworking with a good friend and since his passing he has carried on the tradition with his son. Now a days Carl spends most of his free time playing with his grandkids.

Carl's advice to new drivers: Make sure your home life is in order before you go on the road!

### ***Ken Misner March 2015***

Ken came to Sammons Trucking in March of 2008. He has worked long and hard to be in the place he is today.....he started with Flatbed and Step Deck trailers and has earned his right to pull his 2012 48' RGN. Ken pulls that trailer with is 2005 Peterbuilt. Ken has driven over 500,000 miles for Sammons and many, many more before coming here. He started his career in 87-88. After spending 6 years in the US Marines he decided that he would buy a truck and he's been driving ever since.

Ken is married to his wonderful wife Linda and has 2 children and 3 grandchildren. Ken stays out on the road quite a bit, but when he does get time at home he likes to work on his 2013 Boss Mustang and his 1972 Harley – even taking his Mustang to car shows when the weather is good!

Ken grew up in New York, farm country, not the big city!!! He likes to travel to Phoenix for the nice and dry weather but unfortunately not much freight out of there. He currently resides in North Carolina.

Kens advices for new drivers: Make sure your load is secure!!

### ***Phillip Clark April 2015***

Phil started at Sammons on April 20<sup>th</sup> 2010 and has driven over 300,000 since that time! He currently drives a 2008 Volvo and hauls a 2012 BWS 48DD. Phil started his career driving after he graduated from college, where he studied Management Information Systems (computer geek, in his words). Phil's families were all Owner Operators and he is carrying on the tradition, making them proud.

Phil got started pulling an RGN because of the challenge; he enjoys dealing with the end customer who seems to really appreciate you when you arrive with their equipment, much more personal and showing up at a warehouse with a van.....

Phil's motto for finding loads: 'if it fits, it ships' -- and to much surprise he LOVES running the Golden Triangle (CA, WA, UT, OR).

## 2290's due for O/O and Fixed LP



It's that time of year again and 2290 are due. We have emailed and mailed out authorization forms for you to sign should you want Sammons to apply for your 2290's for you. The fee will be \$550 + \$50 processing fee.

If you choose to file your 2290 yourself please make sure that that a copy is sent to either 406-829-4554 or [mso.licensing@sammonstrucking.com](mailto:mso.licensing@sammonstrucking.com)

## Recruiting



We hope you are all staying cool and healthy out there this summer! We'd like to introduce our newest member of the recruiting team Cassy Seidel, Cassy joins us from contractor services. We are very excited to have her be a part of our team! I also would like to thank everyone for all the well wishes on the birth of my son, Joshua. It means a lot to me that my Sammons family has been so wonderful to us!

We continue to work to grow the fleet and are currently at 304, we are working on getting more trucks in. Thanks to you spreading the word for us, we have been keeping those full running at about 99% filled. Our retention rate is staying steady at 22% turnover, which is an amazing number, considering that the industry average is 90%. The team work of our contractors and office folks is incredible, thus creating a great home for our contractors.

Just a reminder we still have a month left on our referral bonus for new Owner Operators and Lease Purchase contractors, please contact our department for more details.

Thank you all for what you do and remember to be safe out there, work hard and have fun!

-Katie

Phil and his wife Julie reside in Rock Island, IL where they enjoy camping and fishing in their spare time. Phil also enjoys riding his motorcycles. Phil has 3 children and 4 grandchildren also keeping him busy.

Advice for a new driver: Keep your mouth shut and your eyes open.

### *Brad Fick May 2015*

Brad started at Sammons Trucking on 5/7/2002 and has driven almost 900,000 miles!! After many years as an Owner Operator, Brad needed a new truck and made the decision to join our Lease Purchase program in March 2015. This was a huge decision for his family as they have never financed anything and takes pride in being able to pay for their needs in cash. A testament to that is Brad and his family built their current home with no financing, only money he brought home from his truck. It may have taken 4 years to build (yes the wife and kids put up with this...) but they do not owe a thing on the house and it was built with their hands. Brad is very proud of that.

Brad and his wife, Billie are the proud parents to two girls (17 and

*Everyone has been made for some particular work and the desire for that work has been put in every heart -- Rumi*

16 yrs.). They are very close and very much enjoying spending their time together. Billie home schools the girls and they are both on track to graduate early. In their free time they enjoy working with the cattle at the house and going to auctions. They also partake in their church activities.

Brad's advice for a new driver – Stay Busy, Stay Consistent and the money will come. Brad also said to remember to take advantage of your home time but be ready to get back to work. Maintain and keep your truck clean and organized.

## LET'S GIVE THEM A HAND



Congratulations to Robert Ellinger and Scott Cullen for bringing home 1<sup>st</sup> place in the Montana Truck Driving Championship June 20<sup>th</sup>, 2015 in Helena, MT. They both now qualify to compete in the National Truck Driving Championship August 11-16 in St. Louis, MO

## Meet the newest Sammons Employees!

Our newest employees were asked two questions: what's your favorite thing to do in the summer and what's your favorite brand of toothpaste. Here are some of their answers.

Enjoying the music in the area, floating the river, camping and enjoying time with family; spending time with grandchildren; outdoor activities with family, drinking coffee in the mornings on the weekend, travel. And the majority voted Crest as their favorite toothpaste!

Kimberly Nethercott, Brokerage Manager

Christina Terry, Licensing

Kellie Stults, Brokerage Dispatch

Dani Kinard, Accountant

Derek Wadman, Contractor Services

Michael Keith, CSR/Dispatcher

Kelly Wasson, Safety Coordinator

Michelle Oberhofer, Billing Clerk

Jessica McKinzie, Billing Clerk

Theresa Axelson, Billing Clerk

Marie Browne, Administrative Assistant

Billie Spahr, Brokerage AP

Cynthia Repp, OD/OW Permits

Sheila Sargent, OD/OW Permits

Nadine Branson, Maintenance Assistance

## A note from settlements.....

Hello and Happy Summer Everyone!

Here are a few friendly reminders from the settlement department.

When sending requests via e-mail, please be sure to use [mso.settlements@sammonstrucking.com](mailto:mso.settlements@sammonstrucking.com) to ensure all requests are handled in a timely manner.

If you haven't already checked out the Comdata **'FleetAdvance'** mobile app for Apple or Android smartphones, it would behoove you to do so. Not only can you check the balance (express cash side) of your card and transfer funds to a linked bank account. You can find Sammons negotiated fuel prices in your location or along your route. Making informed, smart fuel decisions will directly benefit your business.

Owner operators would be spending less money on fuel and bringing more money home. Lease purchase drivers would be spending less money on fuel and paying off their trucks faster. It's a win, win.

Remember the **'Fleet Advance'** mobile app is just one of the many resources available to Sammons contractors regarding fuel discounts.

A brief overview of the available discounts is below:

- \$0.15 off the cash price at both Pilot & Flying J's
- \$0.12 off the cash price at Love's
- Varying discounts at certain AmBest locations
- Varying discounts, daily at Perto, Sapp Bros & TA's

Feel free to check out the Sammons Trucking website to view the daily discounts at varying locations. You can always contact your Contractor Services Representative, the Maintenance Department or the Settlement Department if you don't have internet access.

Please call the Settlement Department at 1-800-548-8891 with any question regard the **'FleetAdvance'** mobile app or sign-on information/new account set up with Internet truck Stop.com as we are now managing those accounts.

Thanks for all you do and stay safe!

*Integrity is doing the right thing, even when no one is watching – C.S. Lewis*

## Permit Corner

By: Ada Kelley

### **THANK YOU!!!!**

I would like to thank you for being prepared when you call in to place your permit orders, having the routes state by state, overall dims and start dates ready. We all in the permit department appreciate it as it makes the ordering process much more seamless.

### **Permit Department Hours:**

The permit department hours and contact #.

Permit Department phone# 800-233-0625

Fax # 406-829-4553

The permit department phones are open from 6:00A.M to 5:00 P.M Monday thru Friday. There is someone here in the office until 6:00 P.M. M-F if you need assistance from 5-6 please call in to the permit # and the answering service will transfer you to who is still in the office.

If you have an emergency after normal business hours please call the on-call answering service and they will transfer you to who is on call.

Please use the above phone# not a permit clerk's direct line. If they are either out of the office or away from their desk no one will know that you have called.

### **Permit Routing:**

Please remember to read your permitted route and understand it prior to running. We don't want to see anyone get ticketed for being off route. If you have questions about a route on your permit please call the permit department and we will assist you.

### **Construction Season:**

Well it is that time of year again that we all prepare for construction. Please keep in mind that there will be many construction restrictions and re-routes. And due to some construction restrictions they may require you to obtain a pilot car.

### **City and County Permits:**

Please remember that a lot of states are requiring city and county permits. If you are an Agent, CSR, or Operator please be sure to check on these when quoting permits and ordering permits. If you have any questions please call the permit department and we will assist you in what you need.

## **Nevada Amber Light Permit:**

The new Nevada Amber light permits are in. Please call the permit department to have the Amber light permit sent to you.

## **Wyoming:**

Please remember to call the closest Port of Entry at least 1 hour prior to entering Wyoming and get your clearance #. If you are loading in Wyoming call the closest Port to where you are loading. Failure to call will result in a violation. We have had quite a few get warning violations lately. So we all need to remember to make that phone call.

## *Maintenance Reminders:*

**Maintenance recaps** are due by the 10<sup>th</sup> of the following month. If they are not received by then your settlements will be held. You can send them to [mso.repair@sammonstrucking.com](mailto:mso.repair@sammonstrucking.com), (we are working on the errors that some of you have experienced) [mso.maintenance@sammonstrucking.com](mailto:mso.maintenance@sammonstrucking.com), fax them to (406)728-4781, or send them via Rand McNally elog.

**DOT inspections** need to also be sent to one of the choices listed above and need to be in the Maintenance department **no** more than 10 days after you get one as we have to process and sometimes get them signed and back to the state you got them in. If you have repairs to do we need them signed off and receipts/invoices showing repairs done and in the maintenance department before that 10 day period also. The Safety Pays Program pays you for your clean DOT's so all the more reason to get them in right away ...if they come in after the 10 days we ask you to get them in they are considered late therefore forfeiting your \$\$\$\$\$, that also goes for multiple DOT's in a month....2 good ones and one bad= no \$\$\$\$ for that month.

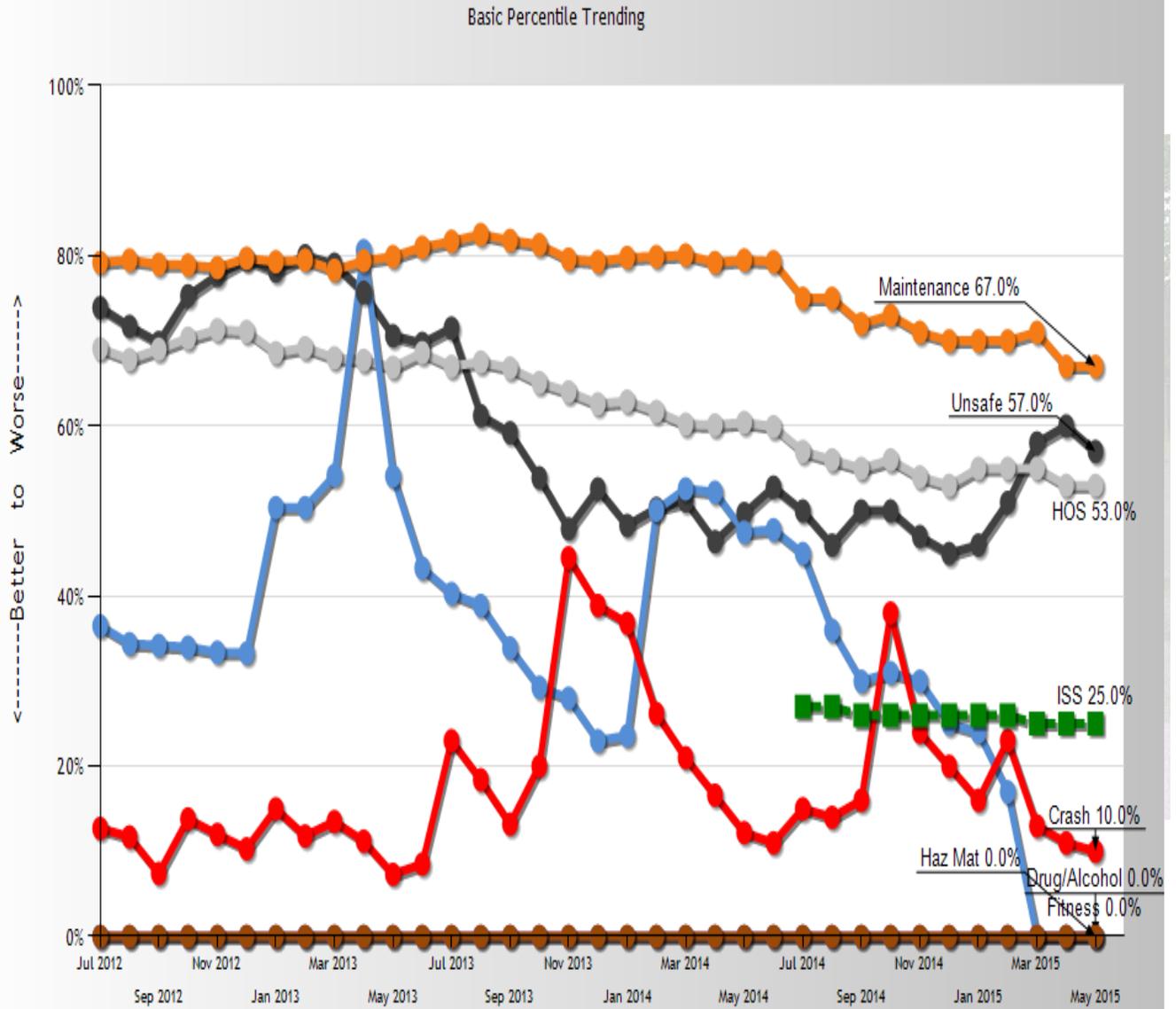
**Annual inspections** for drivers with a CSA score 10 and below in the maintenance portion, your tractors are once a year and trailers if owned by Sammons are every six months. Those who have CSA scores 11 and above are quarterly. We will do our best to remind you in advance to get them done in a timely manner.

**Truck PM's and Trailer Lubes** are to be done every 15,000 miles on most of you and 12,000 miles on a smaller group. Please try and keep track of when you get one so you are not surprised when I notify you when you get close. We want the trailers lubed at the same time you get trailer PM's done and keep invoices separate (tractor and trailer). Again we will give you a heads up when getting close whenever possible.

**After hours calls** for maintenance is for emergency calls only not truck washes and PM's, so plan during business hours as we can set some things set up in advance for you to get done after hours.

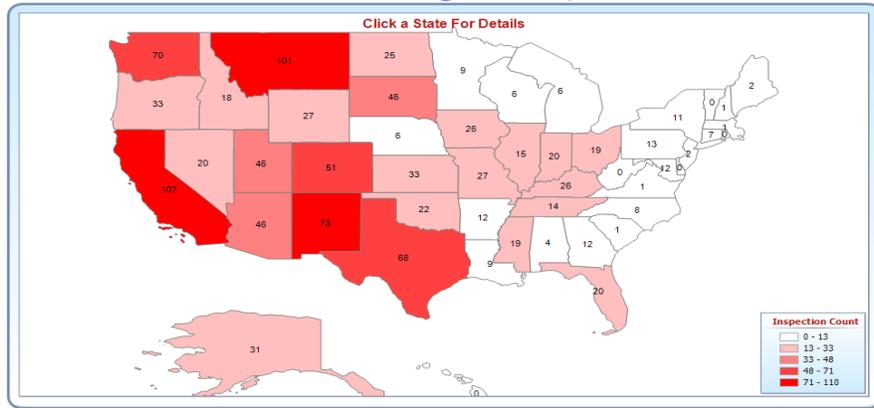
# CSA SCORE TRENDS FOR THE PAST 36 MONTHS

(DATE AS OF 5/22/15)

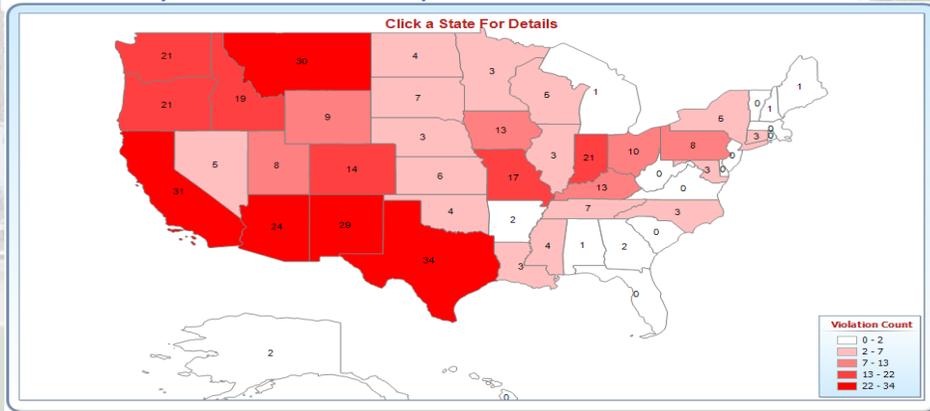


# Inspections by State (data as of 5/22/15)

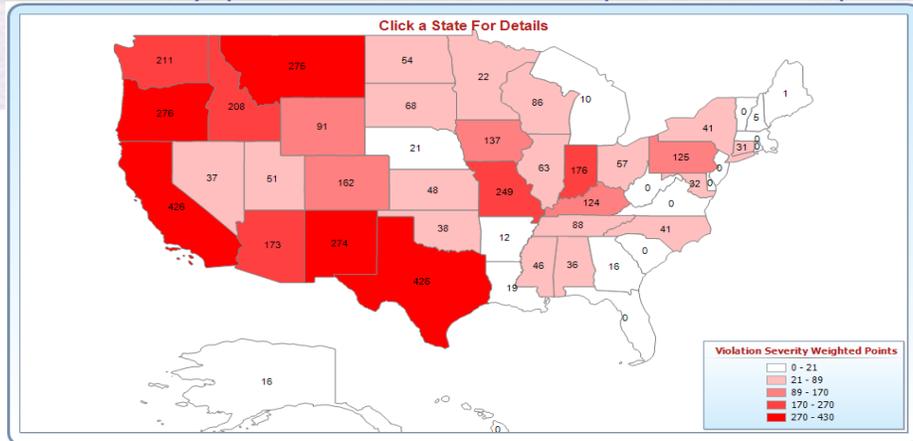
## Where do we get inspected?



## How many of those inspections result in violations?



## How many points do those inspections equal?



## NEW AGENT SPOTLIGHT: Non-Stop Logistics

Jennifer and I met at the age of 15 while we were freshman in high school. Her mom who currently works for us didn't really approve of me at first so she kicked Jennifer out her house. I was sneaking her out of the window every night anyways. So, she moved in with me and my parents. If not that first night then first thing the next morning Jennifer got pregnant. We were 15 then. Now my daughter Kayla is almost 18 and going to Texas A&M next year. We also have an almost 14 year old son Chance. My parents told me when they found out she was pregnant the first time if I was going to have kids I could support myself and my family and kicked us out. I took my pregnant wife and bought us a little mobile home and we continued to pursue flatbed and heavy haul loads helping keep every male in my family which drove a truck loaded and also finding as much freight as we could for other drivers. I had been to nearly every state in the U.S. riding in a big truck as a kid so I knew what it was like for the drivers. And knew what it was like for the family back home missing dad.

Jennifer and I both graduated high school a year early we walked across the stage together, our daughter Kayla got to see it!!

Jennifer had actually started helping my family and drivers find loads before I did. I began going and finding and wining and dining customers first thing and currently have thousands of customer contacts all over US, and especially in the south & TX after almost 20 years now and have an excellent reputation for our "Non-Stop" service second to none for all our customers and drivers. We specialize in construction and pipeline construction companies heavy haul machines and equipment with tons of flatbed and step deck construction "fall off" and crane mats. Also structural steel. Specialty pipe and steel. Tanks and vessels. And also have dedicated power only routes. Pretty much everything that pays. We keep our trucks loaded and rolling without fail!!!. We are very blessed and pride ourselves on giving our drivers the best service and freight that is out there and being there for them all times and finding them all the quality freight.



Sammons has given us a place to call home. They have all the support we could ever need and money to fund our freight volume. We love everyone here. We brought in customers and drivers like a madhouse and they have adapted and taken care of us beautifully. We had already been using Sammons trucks to load our freight for many years. Most Sammons drivers had probably hauled for us before we leased on. Then We Had a VERY terrible experience with a previous company they

attempted to steal all our customers and drivers so we finally got our customers & several of the drivers switched to Sammons as quick as we could. We couldn't be happier to be part of the family!

## Greetings from Contractor Services.....

Greetings from Contractor Services....

Very exciting news from the Lease Purchase front, in the months of April, May and June Sammons Trucking was able to hand out eight titles to new Owner Operators! Congratulations to the following contractors: Jimmy Hill, Jim Bender, Toby Fontenot, Louis Winger, Tim McCool, Mike Snitker, Kent Barton and Brian Broncheau. We are so happy to have you as part of the Sammons team and know you will have continued success as Owner Operators!

We are getting close to the end of our current promotion "Navigate the lower 48"!

If you still want to participate, please give us a call to go over your loaded states or should you have any questions, don't hesitate to give your Contractor Services Representative a call.



**Don't let someone else get your prize!!!!**

Be watching your email for upcoming promotions, we have more amazing prize offerings coming your way!

Bonnie Bunch                      406.327.2444

Derek Wadman                      406.327.2472

Kristen Lawrence                      406.327.2477

## *From Our President*



It's hard to believe that we are half way through 2015 already.

Despite a rather sluggish economy, Sammons has managed to stay on track along with all of UTi Distribution in meeting the majority our goals. As you all know, this has not come without challenges and change. We have all had to reevaluate how we operate on a day to day basis to meet these changes and sometimes it is not easy.

The biggest challenge we seem to face is the downward pressure on rates and thus less quality freight in the system. It is more important now than ever that we work to provide the best quality service to all customers whether they are direct, brokered or one time spot quote. Good customers will remember good service and will be there for us during both the good and not so good times.

We all need to keep positive and work with each other to keep the wheels turning. I encourage you to keep the faith. This somewhat challenging time will pass. It always does.

I would also like to welcome all the new contractors, agents and employees that have chosen to be part of our family. Like all families, we can be a bit dysfunctional at times but that's what keeps it interesting. Just know that we will continue to work hard to be the best support system we can for everyone.

Work hard, have fun and be safe!

Scott