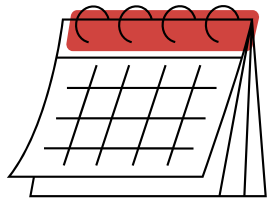


# ADMIRAL MERCHANTS NEWSLETTER

FEBRUARY 28, 2025 | VOLUME 12



## Mark Your Calendars



### UPCOMING EVENTS:

- March 27-29, 2025. MATS Louisville Truckshow. Contact Mike Baron (mbaron@ammf.com) if you'd like tickets!
- April 11-13, 2025: Admiral Awards Banquet. Grand Hyatt Nashville.

CURRENT TRUCK COUNT: 420

Download the Fuel App to  
see current Fuel Discounts:  
Code 8500



Please leave a positive  
review on Google!



Make sure to "Like"  
us on Facebook

Admiral Merchants Motor  
Freight, Inc  
215 South 11th Street  
Minneapolis, MN 55403

# January Top Contractors

*Please note monthly totals are cumulative, not computed individually each month.*

## Top 10 Teams

1. Tracey & Martha Avery
2. Nola & Sherwood Brow
3. Jennifer Cowan & Kayla Armstrong
4. Erika & Greg Permenter
5. Malissa & Mario Salas
6. Carol & Jack Stevens
7. Beverly & Harold Weatherly
8. Cindy Jones & Deusibon Dielce
9. Kathy Cohan & Oscar Lockerbie
10. Lorna & Kevin Waldrip

## Top 10 Individual

1. James Murphy
2. Tejinder Gill
3. Richard Robinett
4. Patrick Mashburn
5. Michael Hendrix
6. Ronald Kent
7. Michael Ferrell
8. Dale Becklin
9. David Screws
10. Michael Potter

# January Top 10 Agents

*Please note monthly totals are cumulative, not computed individually each month.*

1. LDM Enterprises, Agent 2048
2. Allan Brown, Agent 4007
3. Gary Fellure, Agent 3017
4. T&M Transportation, Agent 2248
5. Dustin D Cole, Agent 4189
6. Integrity Group Holdings, Agent 3603
7. Monds Trucking, Agent 4138
8. Wild Rover Freight, LLC, Agent 3452
9. Trucking Agents, 3631
10. TEC Logistics, Agent 2198



## January Contractor of the Month

### Jeff Smith

Congratulations to Jeff Smith on being our January Contractor of the Month. Jeff has been with Admiral since November of 2010. This recognition is a testament to Jeff's hard work, professionalism, and dedication to delivering top-notch service. Not only does Jeff consistently meet the demands of the job, but he also exemplifies what it means to represent Admiral Merchants with integrity and pride. His work ethic and positive attitude set an incredible example for everyone around him and we're incredibly proud to have him on the team. We look forward to seeing all the continued success! Keep up the amazing work and thank you for all you do.

*Congratulations!*

# January CSA Scores

BASIC	Through 11/29/24	Through 12/27/24	Through 1/31/25	Thresholds	BASICs STATUS
Unsafe Driving <sup>1</sup>	38%	35%	33%	60%	
Hours-of-Service (HOS) Compliance	65%	66%	63%	60%	Alert
Driver Fitness	<5 HM veh. Insp.	<5 HM veh. Insp.	<5 HM veh. Insp.	75%	
Controlled Substances and Alcohol	0%	0%	0%	75%	
Vehicle Maintenance	82%	81%	80%	75%	Alert
Hazardous Materials (HM) Compliance	0%	0%	0%	80%	
Crash Indicator <sup>2</sup>	44%	50%	45%	60%	
Insurance / Other	N/A	N/A	N/A	=	

## CARB Registration Reminder (California Legal)

- **Annual Registration & Fee:** You must register your vehicle in the Clean Truck Check (CTC-VIS) database.
- **Emissions Testing:**
  - 2025 & 2026: Most vehicles will require semi-annual emissions testing (twice per year).
  - 2027 & Beyond: Vehicles with On-Board Diagnostic (OBD) systems will require quarterly testing (four times per year).

If you have questions about whether you are properly registered, please call the help line below.

 **CARB Registration Link:**

[https://ssl.arb.ca.gov/trucrs\\_reporting/login.php](https://ssl.arb.ca.gov/trucrs_reporting/login.php)

 **CARB Clean Truck Check Database Registration:**

<https://webapp3.aqmd.gov/CTC-VIS>

 **Help Line: 866-634-3735**

# A Note from Operations...

Just a friendly reminder, that the Operations After Hours phone is for Emergencies only. Please make sure you are calling in for advances during normal business hours 7am to 5:30pm CST Monday through Friday. If you are picking up a load over the weekend, please call on Friday to get your advance.

Please also make sure you are looking at any Permits you receive through our Permit Department also during business hours to ensure you have everything you need while the states are still open and available.

## Permit Updates:

- **New Important Oversize Permit Restriction:** In MO on I-155 both directions to Tennessee border, no more than 10 feet wide or over 80,000lbs gross from 2/17 – 4/7
- **If you are using a Pilot Car company,** please let us know as soon as possible, and make sure they are on the Preferred Pilot Car list. Also, when you are working with Pilot Car companies, please make sure to get all rates in writing via email or text message to ensure there are no unexpected costs/charges.
- **If you are over 8' 6" wide, over 13'6" tall, over 75' long and over 80,000 lbs gross weight** (regardless of cab card registration weights), you are **REQUIRED** to get a permit. **Please do not travel without an oversize or overweight permit!!** If you have any questions regarding when a permit is needed, please call the Permit Department at 612-843-8270.
- **If you have any tractor or trailer plate changes,** please make sure to let the Permit Team know so they can update their forms to order your permits correctly.
- **If you have ordered permits on a load and the load cancels,** please email [permits@ammf.com](mailto:permits@ammf.com) to let them know the load is cancelled or call them at 612-843-8270.

# Agents – Need Help Finding a Truck?

We have had a great response lately covering loads in our Operations Department. If you have loads that you are struggling to cover, email Megan at [merickson@ammf.com](mailto:merickson@ammf.com) and she will communicate it with the fleet.

## **Please send an email in this format:**

- Agent Name and Phone Number
- Type of Trailer Needed: Flat/Step/RGN?
- Commodity:
- Weight:
- Pick Up Location & Date:
- Delivery Location & Date:
- Rate:
- Additional Info: Tarps needed, ramps, etc.?

## **Mentors Wanted!**

If you are interested in being a part of Admiral's Mentorship Program, please email Megan at [merickson@ammf.com](mailto:merickson@ammf.com). We are in need of just a few more Drivers (and maybe a few Agents) to help out our new contractors and drivers while they are signing on and even after they get moving. We would like to start providing a Mentorship list to all new drivers when they come on because sometimes everyone just needs a little helping hand to get going.



**WE WANT YOU!**



# Admiral Awards Banquet



It's official! Our 2025 Awards Banquet will take place at the stunning Grand Hyatt Nashville, located at 1000 Broadway, just five blocks from 5th and Broadway and the iconic Ryman Auditorium. The event will be held April 11-13, 2025, and we can't wait to celebrate with all our qualifying Agents and Drivers.

This year has been a testament to resilience and determination. In a challenging market, you've risen to the occasion and found success. In 2024, 77 trucks qualified, compared to 83 in 2023, showcasing the incredible efforts of our Drivers. For Agents, 22 qualified this year, compared to the exact same number last year—a reflection of their unwavering commitment and skill in navigating a tough industry. To qualify, Agents must achieve at least \$1 million in Line Haul, and Drivers need at least \$200,000 in Line Haul with no accidents or violations.



For those attending, truck parking has been secured just 2 miles from the hotel in a gated, secure lot (formerly a TA), reserved for April 10-13. A shuttle service will be available to make transportation between the lot and the hotel easy. The Grand Hyatt also welcomes pets, so feel free to bring your furry friends along.

We're thrilled to finally share the details and look forward to celebrating your hard work and success in Nashville.



# Awards Meeting Criteria

## We want to see YOU at the Awards Banquet in 2026! Here's How to Qualify:

### **Terry Bramer Circle of Excellence and Tom Seitz Million Dollar Agent Criteria**

We are announcing the Criteria for Terry Bramer Circle of Excellence and Tom Seitz Million Dollar Agents.

#### **Terry Bramer Circle of Excellence Revenue Criteria: Single Driver**

Platinum Level	\$335,000 Line haul revenue
Gold Level	\$250,000 Line haul revenue
Silver Level	\$200,000 Line haul revenue

#### **Terry Bramer Circle of Excellence 2023 Revenue Criteria: Teams**

Platinum Level	\$385,000 Line haul revenue
Gold Level	\$310,000 Line haul revenue
Silver Level	\$255,000 Line haul revenue

Terry Bramer Circle of Excellence will recognize those drivers attaining the line haul revenue criteria listed within a 12-month period (calendar year) while operating according to Admiral's safety standards and in compliance with federal and state laws and regulations and company policies.

This includes:

- No serious company policy violations.
- The cost of all preventable accidents combined must be below \$1,000 total.
- The cost of all cargo claims combined must be below \$1,000 total.
- No pending claims.
- No more than one out of service, no more than one moving violation, and be in good standing in all areas of safety and compliance.
- Satisfactory CSA scores.
- Not placed on a final warning for any reason during the calendar year.

#### **Tom Seitz Million Dollar Agent Criteria**

Platinum Level will be awarded to those agents producing \$5,000,000 or more.

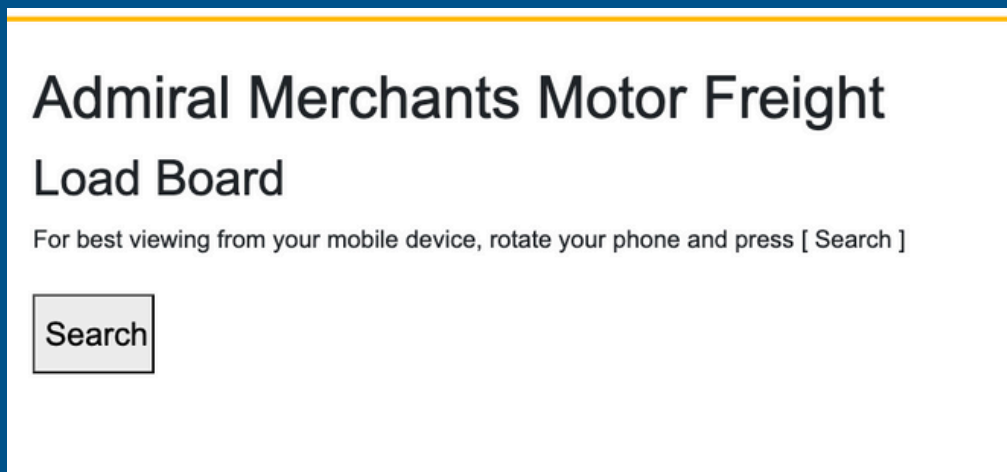
Gold Level will be awarded to those agents producing \$2,000,000 – \$4,999,999.

Silver Level will be awarded to those agents producing \$1,000,000 – \$1,999,999

**We're excited to announce a major milestone in our McLeod rollout—our online load board is now live! 🎉 This is a game-changer for both Contractors and Agents.**

- ✓ **For Contractors:** You can now easily find available loads directly through the load board and see all your options in a web-based portal—giving you more control and visibility.
- ✓ **For Agents:** You can quickly confirm if your load is on the board, and best of all—you no longer have to manually remove loads from load boards once they're covered. Now, when you pre-assign a driver, the system automatically removes the load from the board. Less manual work, more efficiency! Go to the help center on the Admiral website to see how to make sure your loads are entered correctly for the new load board!

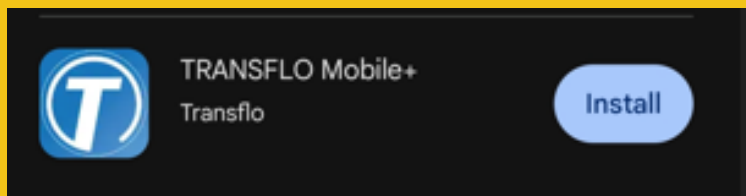
**To access the load board go to [admiral.ammf.com](http://admiral.ammf.com), log-in and click on Truck Management. From there you will see an option to click "search" which will refresh the load board. Continue to refresh it to see updates throughout the day!**



# Drivers - Update on Sending in Paperwork

We understand that sending paperwork in through Sidekick (McLeod app) has created many issues. We have made the decision to go back to using Transflo Mobile+ to send in documents. If you do not already have it or using it, you can download the app onto your phone (see app image below).

The preferred method for sending in paperwork is Transflo Mobil+ - please note there will not be a fee for using this app like there was previously.



Once you download the app, it will ask you for the Fleet Code, please enter in AMMF then enter in your information, your driver code, and once you confirm, you will receive an email to verify your email address for Transflo.

You will then be able to "Scan Documents" by taking a photo of your documents and uploading. \*\* As a friendly reminder, the first document you want to "Scan" is your Trip Report. Attached is the document, so please download and print some off for future use.

If you use Transflo at the Truck Stops, you can continue to do this, there are no changes to this method.

If you do not want to use Transflo Mobile+, the other option to send in paperwork is to email PDF documents to [tripdocs@ammf.com](mailto:tripdocs@ammf.com).

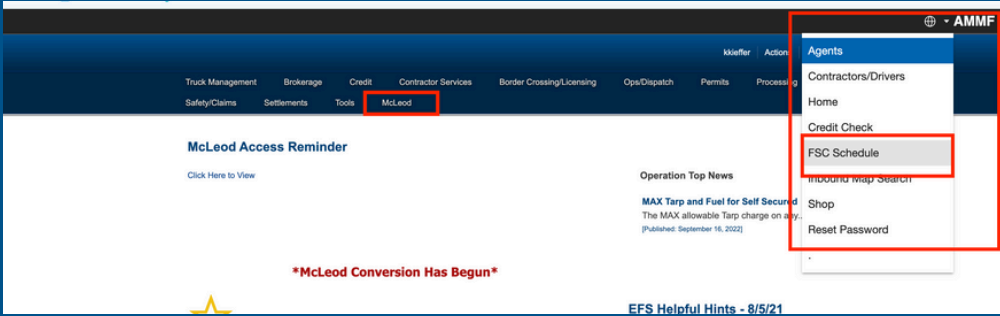
Thank you for your patience and understanding through this process.

# Is the old website still online?

**Yes! Continue to use it for resources!**

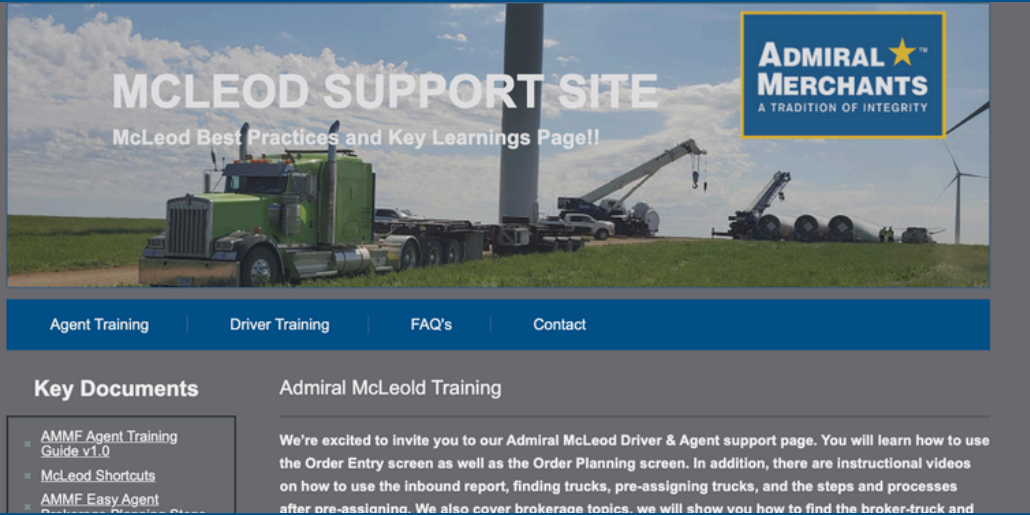
## Fuel Surcharge:

You can still find the FSC schedule updated here.



## McLeod Resources and Training:

We've included an entirely new section called "McLeod" (circled above) for you to use as a resource with training files and updates.



# Additional Training Opportunities

**We're here to help you learn the system.**

**Go to the McLeod Tab on the website ([admiral.ammf.com](http://admiral.ammf.com)) for the agent training guide and all short videos.**

Currently our video database includes the following:

- Navigating and Entering Orders for the New Load Board
- Entering a Recurring Order
- Entering an Order
- Duplicating an Order
- Voiding an Order
- Putting an Order on Hold
- Adding a Stop
- Requesting Permits
- Requesting High-Value Insurance
- Adding and Updating a Location
- Order Planning Screen
- Pre-assigning an Order
- Pre-assigning an Order on Hold
- Sending Information to a Driver
- Finding Trucks Using the "Find Near" Button
- Entering a Brokerage Order

We are planning to continue adding short videos to the website in addition to holding customized in-person trainings sessions. Please send over topics and ideas to: [salesteam@ammf.com](mailto:salesteam@ammf.com).

# CONTACTS

## SALES

Tim Burke (West & W. Canada): 612-843-8201

Karen Kieffer (Central & SE): 612-843-8199

Larry Nestor (NE& E. Canada): 612-843-8197

Brandon Pesta: 612-843-8198

Group Email: SalesTeam@ammf.com



## OPERATIONS

Ops Phone: 612-843-8273

Group Email: Ops@ammf.com

After Hours Ops Emergency: 612-865-4411

After Hours Claims Emergency: 612-991-5923

## MORE SUPPORT

Billing: 612-843-8112

Credit: 612-843-8277

Claims: 612-843-8191

Contractor Services: 612-843-8275

Permits: 612-843-8270

Safety: 612-843-8276

Settlements: 612-843-8263

