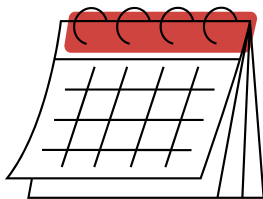


ADMIRAL MERCHANTS NEWSLETTER

MARCH 13, 2026 | VOLUME 19



Mark Your Calendars



IMPORTANT DATES:

- SAVE THESE DATES!
 - **March 26-28, 2026:** Mid-America Trucking Show
 - **April 10-12, 2026:** Award's Banquet in Indianapolis, IN. Invites have been sent!
 - **August 22, 2026:** Driver Appreciation BBQ in London, OH.

CURRENT TRUCK COUNT: 369

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 5 Teams

1. James & Lucy Wilborn
2. Dawn & Glenn Creason
3. Mario & Malissa Salas
4. Kevin & Lorna Waldrip
5. David & Teresa Kern

Top 5 Specialized

1. Nick Antonioli
2. David Lawrence Sr.
3. Kevin Vogt
4. Donald Linnehan
5. Lee Crumbley

Top 10 Flats and Step Decks

- | | |
|---------------------|---------------------|
| 1. Timothy Vigil | 6. Nick Collins |
| 2. Michael Hendrix | 7. Timothy Shull |
| 3. Gary Dodds | 8. Richard Brent |
| 4. Patrick Mashburn | 9. James Murphy |
| 5. Oscar Lockerbie | 10. Charles Roberts |

January Top 10 Agents

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

1. LDM Enterprises, Agent 2048
2. Monds Trucking, Agent 4138
3. Gary Fellure, Agent 3017
4. Dustin D Cole, Agent 4189
5. Ivy Rose, Agent 3429
6. Robert M. MacKay Co., Agent 3168
7. T&M Transportation, Agent 2248
8. Shannon Sisk, Agent 3274
9. Nick Abdallah, Agent 4179
10. A Dispatch Service, Agent 2609

February Top Contractors

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

Top 5 Teams

1. Dawn & Glenn Creason
2. Daniel & Tracy Hawkins
3. Mario & Malissa Salas
4. James & Lucy Wilborn
5. Kevin & Lorna Waldrip

Top 5 Specialized

1. David Lawrence Sr.
2. Ron Kent
3. Nick Antonioli
4. John Legler
5. Kevin Vogt

Top 10 Flats and Step Decks

- | | |
|--------------------|------------------|
| 1. Timothy Vigil | 6. Gary Dodds |
| 2. Michael Hendrix | 7. Dennis Smith |
| 3. James Murphy | 8. Roy Murphy |
| 4. Jennifer Cowan | 9. Timothy Shull |
| 5. Nick Collins | 10. Mark Harlan |

February Top 10 Agents

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

1. LDM Enterprises, Agent 2048
2. Monds Trucking, Agent 4138
3. Gary Fellure, Agent 3017
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9. Shannon Sisk, Agent 3274
10. Ivy Rose, Agent 3429

January Contractor of the Month

Nick Antoniulli is our January Contractor of the Month.

Nick has earned this recognition through consistent performance and a strong work ethic in all market conditions. Even when Canadian freight has been limited, he stays proactive in finding ways to remain loaded and keep moving. Since joining Admiral in 2022, Nick has built a reputation for being dependable, steady, and easy to work with for both agents and office staff.

Nick's trucking experience began on his family farm at age 17, and by 21 he was already running cross-border freight. Today he brings that same work ethic to Admiral, taking pride in running hard for his family while representing the professionalism our network values.



Nick Antoniulli

February Contractor of the Month

February's Contractor of the Month is Oscar Flores.

Oscar stood out this month after stepping in to help recover and deliver a critical load for one of our agents. When another driver experienced a breakdown, Oscar helped recover the freight and assisted in repairing an air leak so the driver could get back on the road.

What made the moment stand out was that Oscar stepped up without asking about pay or compensation. His focus was simply on helping solve the problem and making sure the load was delivered. His willingness to jump in when it matters most reflects the kind of teamwork that keeps freight moving.



Oscar Flores

In Memoriam

In Memory of JT Dunham

It is with great sadness that we share the passing of JT Dunham, a beloved member of the Admiral family, who passed away on February 25.

JT spent more than a decade as a driver with Admiral before transitioning off the road and continuing his career in the Robert MacKay Agency, where he worked for more than 14 years alongside Tim and Jesse.

JT's dedication, experience, and positive presence made him a tremendous asset to the team and to everyone who had the opportunity to work with him over the years.

He will be greatly missed by the entire Admiral crew. Our thoughts are with JT's family and friends during this difficult time.



CSA Scores

December, January, February

Basic	Through 12/26/25	Through 1/30/26	Through 2/27/26	Thresholds	Basic Status
Unsafe Driving	36%	42%	42%	60%	
Hours-of-Service (HOS) Compliance	68%	73%	77%	60%	Alert
Driver Fitness	<5 HM veh. Insp.	<5 HM veh. Insp.	56%	75%	
Controlled Substance and Alcohol	0%	2%	2%	75%	
Vehicle Maintenance	74%	71%	73%	75%	
Hazardous Materials (HM) Compliance	0%	0%	0%	80%	
Crash Indicator	68%	63%	53%	60%	
Insurance/Other	N/A	N/A	N/A	N/A	

Safety Update

CSA: The HOS BASIC Increase

We have worked very hard to reduce our measure and percentile ranking – with inconsistent results. In January of 2025 we had a measure of 0.18 and a percentile ranking of 63%, only 3 % over the FMCSA threshold of 60%. Over the rest of the year however, the measure increased to between 0.20 and 0.23. From January through December of 2025, we added an unacceptable number of points and violations. As of January 2026, our measure was 0.23 and the percentile ranking was 73%. The biggest problem we had was with log falsifications – especially due to improper use of Personal Conveyance. PC cannot be used to extend your day or add more hours. It is designed to be used for personal travel from a truck stop to a hotel restaurant or grocery store – and back to the truck stop. It cannot be used to continue driving if a truck stop is closed or there is no parking. It cannot be used to take your tractor or trailer to a mechanic. It cannot be used to drive from your last delivery to your home. Please help us reduce our scores and get under the threshold for the HOS BASIC.

STAY
SAFE

Safety Update

DVIR – How to Comply

Regulations require drivers to complete an inspection of their equipment daily and note any defect, either minor or major, on their Driver Vehicle Inspection Report. Drivers must also list any defect reported to them during a roadside inspection or post-accident inspection on the DVIR.

The following steps are required if you find equipment violations or if an inspector finds equipment violations during a roadside inspection:

- Note the defect on the DVIR. See specific information listed below.
- Violations not designated as out of service must be corrected within 15 days or before your next trip, whichever occurs first. Continue to mark the minor defect on the DVIR until the repairs are made and that the presence of the defect does not render the vehicle unsafe from operation.
- Submit a copy of the signed roadside inspection along with any repair receipts to the safety department so we can sign off on it and return to the issuing state.
- Out of service violations must be certified as repaired before leaving the inspection site.
- Note the repair(s) on the appropriate Quarterly Maintenance form.

ELD exempt drivers:

The DVIR is located at the bottom of the paper log. Fill out the information asked for and check the appropriate boxes. Enter the details of the defect in the Remarks box. Make sure the form is signed and dated. Even though you sign and date the top of the log, a signature is required on the DVIR. They are two separate documents put on the same page for your convenience.

Omnitracs ELD drivers:

Vehicle Inspection Report instructions are attached to this email. If you already completed one DVIR for the day and new defects were reported on a roadside inspection you will need to complete a New VIR and note the defects. You are set up to close out the open VIR once the repair is made. Tap on the open VIR and update to close out. If the ELD malfunctions, you will have to complete a paper DVIR located on a paper log and submit with your trip paperwork.

Permit Update

Permit Ordering Update

The online permit application via the Admiral website (PRAS) is no longer available and supported. This ordering option has been removed from the website.

Going forward, please use the email link sent via McLeod. In order to get this link, a driver must be assigned to the load and the permit required button must be checked. If you are not receiving a link (or it has expired) please give us a call and we can resend it to you. You can also still place your order over the phone if that is your preference.

Please let us know if you have any questions or issues.

Awards Banquet Info

Our Annual Awards Banquet will be held in Indianapolis, Indiana, April 10–12. Invitations have been sent and hotel rooms are being reserved. We are excited to see everyone and look forward to a great weekend together.

The Agent & Driver Council will also be meeting that weekend.

If you have ideas, suggestions, or topics you would like discussed, please feel free to reach out to a member of the council, your freight coordinator, or your sales representative ahead of the event.

Agent and Contractor Council

We want to share a quick overview of our Agent and Contractor Council, as some drivers and agents may not be familiar with this program.

The council is a small group of volunteer agents and drivers who help bring real-world feedback to leadership. The goal is simple: to make sure the voices, concerns, ideas, and experiences of agents and drivers are heard and represented in company discussions and decisions. The council meets twice per year, one in-person at the Awards Banquet and once virtually in the fall.

Council members help by:

- Sharing feedback, concerns, and ideas they hear from others in the field
- Providing input on business and operational changes
- Offering perspective before and after key meetings and decisions
- Serving as a communication bridge between leadership and agents and drivers

If you ever have a concern, question, suggestion, or even a compliment that you would feel more comfortable sharing through a peer, these council members are available to listen and help represent those voices. Their role is to bring that feedback forward so it can be discussed and addressed.

The council will meet again at the Awards Banquet in Indianapolis on April 10 and will be prepared to represent feedback from across our agent and driver network.

2026 Council Members



Contractors Wayne Smith, Freight Coordinator: Tony Tom Quinton, Freight Coordinator: Bonnie Niels Mortensen, Freight Coordinator: Kory

Agents Chris & Anna LaRoche, Harold Sparkman & Gary Monds

We appreciate the time and commitment of those who serve on the council and the value they bring to communication, alignment, and improvement across the company.

Awards Meeting Criteria

Qualifications:

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 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

Matching Admiral Contractors and Agents Facebook Group

Earlier this year, many of you participated in our Agent and Driver Survey. One of the most common suggestions was creating a simple place where agents with direct shipper freight and contractors looking for loads could connect more easily.

To support that idea, we created the Matching Admiral Contractors and Agents Facebook group.

Agents can share available freight, and contractors can post where they are empty, where they are headed, and the type of equipment they have available. The goal is to make it easier for everyone in the Admiral network to connect and keep trucks moving.

We will continue to monitor the group and encourage both agents and contractors to join and actively participate so it becomes a useful resource for the network.



Credit Department

Do I have the Right Customer Number?

Having the correct customer number is key to Admiral getting paid for the work we all did. We are focusing on the two ways to look up a customer number in McLeod.

1. Looking up the Bill-To Customer in Order Entry.

Code	Name	City	State
4968	TUCKER CO WORLDWIDE *	HADDONFIELD	NJ
36122	VENTURE WORLDWIDE INC *	NAPLES	FL
51176	VIN WORLDWIDE TRANSPORT	ISELIN	NJ
38383	WORLDWIDE AIRCRAFT RECOVE.	BELLEVUE	NE
37419	WORLDWIDE EXPRESS *	DALLAS	TX
31305	WORLDWIDE HOLDINGS & LOGI...	ELIZABETH	NJ
21806	WORLDWIDE LOGISTICS PARTN...	CRYSTAL LAKE	IL
32054	WORLDWIDE LOGISTICS SOLUTI...	GROVEPORT	OH
42359	WORLDWIDE PIPE & SUPPLY *	PASADENA	TX
34436	WORLDWIDE SPECIALTY LOGISI...	PACE	FL

In this example, we are looking for customers who use Worldwide in their name. LME lists all customers who have Worldwide in their name. It is important to know the customer's billing city and state to select the correct customer in this case.

2. Looking up the Motor Carrier Code in the Customer file for a Broker.

Code		Balance		Orders billed	
Name		High balance		Orders paid	
Address 1		Total past due		Average bill	
Address 2		Last ship date		Average pay days	since
City/State		Last bill date		Motor carrier code	
Zip code		Last payment		DOT number	

In this example, the Motor Carrier Code appears in blue. Type the MC# in this field. You do not need to enter any preceding zeros. This is most accurate way to look up the customer number for the broker you are working with

Credit Department

Do I have the Right Customer Number?

3. Looking up the customer record using their Name, City, State, or Zip Code.

The image shows a screenshot of a customer record search form. The form is divided into three main sections. The left section contains search criteria: Code (highlighted in cyan), Name, Address 1, Address 2, City/State, and Zip code. The middle section contains financial and operational data: Balance, High balance, Total past due, Last ship date, Last bill date, and Last payment. The right section contains order and payment information: Orders billed, Orders paid, Average bill, Average pay days, Motor carrier code, and DOT number. Three black arrows point from the search criteria section to the Name, City/State, and Zip code fields, indicating that these fields are used for searching.

In this example, we can enter full or partial names, cities, or zip codes to locate a customer with those criteria. If entering the full name, LME will return only those customers with an exact match.

One of the most powerful search tools is the wild-card search. This is done by simply placing an asterisk (*) in front of and/or after the word or partial word you are searching for. For example, the search Worldwide* will give me all customer names that start with Worldwide, but if I search *Worldwide* I will receive all customer names that have Worldwide anywhere in the name. The Wild-Card search works in any field in LME.

Using these search techniques, you will find the correct customer for the trip you are working with.

Thanks for all you do!
Karen Preusser

CONTACTS

SALES

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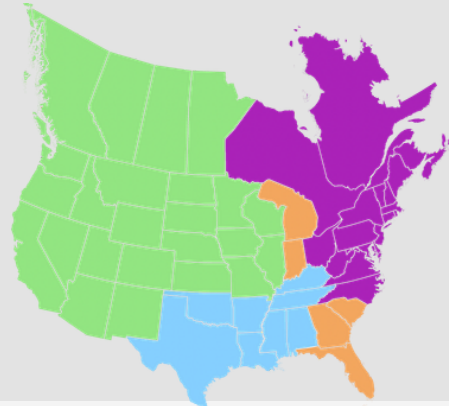
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David Phillips (South Central): 612-843-8203

Brandon Pesta: 612-843-8134

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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

