

ADMIRAL MERCHANTS NEWSLETTER

MAY 21, 2024 | VOLUME 06



CURRENT TRUCK COUNT: 435

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

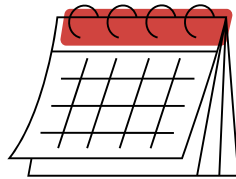


Please leave a positive
review on Google!



Make sure to "Like"
us on Facebook

Mark Your Calendars



- Agent McLeod Training Week of August 12-16th
- McCleod "Go Live" September 9
- Annual Driver Appreciation BBQ: Saturday, October 5th

April Top Contractors

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

Top 10 Teams

1. Lynn Krenik & Norm Berkebile
2. Cheryl & Tim Shull
3. Malissa & Mario Salas
4. Dawn & Glenn Creason
5. Tracy & Danny Hawkins
6. Janet Swearingin & Tim Vigil
7. Kim & Chris Riddle
8. Meghan Gray & Aaron Lockett
9. Janet & Larry Blevins
10. Sherry & Merle Brewer

Top 10 Individual

1. Lovepreet Singh
2. Sandeep Pannu
3. James Murphy
4. Thomas Noviski
5. Scott Hoare
6. Dan McCumbers
7. Deandre Broady
8. David Tidwell
9. Richard Brent
10. Cecil Mason

April 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. T&M Transportation, Agent 2248
4. Gary Fellure, Agent 3017
5. Dustin D Cole, Agent 4189
6. Integrity Group Holdings, Agent 3603
7. A Dispatch Service, Agent 2609
8. Monds Trucking, Agent 4138
9. Teleo Logistics, Agent 4156
10. Robert M MacKay Co, Agent 3168



April Contractor of the Month Jason Whitaker

Please join us in congratulating Jason Whitaker for being May contractor of the month. Jason has been with Admiral since March of 2004. In those 20 years of being with Admiral, Jason has won a safety award 19 times. Outstanding! It is critical for our contractors to hold a standard of having safe and well-maintained equipment not only for their own safety but also to keep Admiral's overall rating low. Holding this standard of safety will lead to more opportunities which leads to the overall success of Admiral and our contractors. Driving his 84' Peterbilt, Jason primarily runs for agents Don & Charlie. Consistency and service have made Jason a successful contractor and we are lucky to have had him as a contractor for such a long time. With the ever-changing market and external factors pulling contractors different ways, staying with one company for so long is exceedingly rare to see. We are happy to name Jason as Contractor of the Month and look forward to his future here with Admiral.

Unlock More Freight Opportunities with Your TWIC Card

As the volumes of cargo handled by our agents originating at ports continue to rise, having your own Transportation Worker Identification Credential (TWIC) card isn't just convenient—it's a game-changer. Why shell out \$50 to \$150 per hour on TWIC escorts when you can streamline your port access and save valuable time and money with your own card? It's valid for 5 years and priced at just \$125.25, making it a smart investment. Applying for your TWIC card is a breeze—simply complete your application online or visit an enrollment center for assistance.

**Head to TSA's TWIC website
here:**

**<https://www.tsa.gov/twic>
and seize more freight
opportunities today!**





We need your help to reduce our CSA Scores!

Safety scores are paramount in the success of any trucking company. Our CSA scores are carefully scrutinized by direct shippers and brokers alike when they are considering awarding us freight. Lately our scores have dropped, and in order to keep in competition with other carriers, we need to raise these scores. We can only do so much from the corporate office to raise our safety scores and the onus is on each individual driver to make sure their equipment is DOT compliant. Remember, one bad apple can ruin the whole bunch, so we need to be holding each other accountable.

We need drivers who see clearly noncompliant Admiral equipment to submit anonymous tips to resolveit@ammf.com. All that is required in the email is the driver's unit number and a brief description of why you think the equipment is noncompliant. We will then contact the potentially noncompliant driver and request pictures of the equipment in question. A manager will review the pictures and if we see potentially noncompliant indicators, an inspection will be required from a DOT approved inspector and a passing inspection will be required before another load can be pulled.

We appreciate all your efforts in keeping our scores up. We are all in this together and it is time to start holding each other to higher standards.

| BASIC | Through 2/23/24 | Through 3/29/24 | Through 4/26/24 | Thresholds | BASICs STATUS |
|-------------------------------------|------------------|------------------|------------------|------------|---------------|
| Unsafe Driving ¹ | 24% | 22% | 26% | 60% | |
| Hours-of-Service (HOS) Compliance | 70% | 69% | 64% | 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 | 83% | 84% | 83% | 75% | Alert |
| Hazardous Materials (HM) Compliance | <5 HM veh. Insp. | <5 HM veh. Insp. | <5 HM veh. Insp. | 80% | |
| Crash Indicator ² | 51% | 40% | 48% | 60% | |

Permitted Loads Over 15' Wide or 15' Tall

Friendly reminder that if you are looking to haul a load that is over 15 feet wide or over 15 feet loaded height, **you must be preapproved by the Permit Department and Operations prior to accepting the load.** Any permits required must be ordered through the Admiral Permit Department, and any pilot car must be on our approved list. There are no exceptions to these rules. The current approved lists can be found on the Admiral website under the Permits Tab, listed as Excess Dims and pilot/escorts. If your name (or pilot car company) is not on the list, it doesn't mean that you can't/won't be considered. If you would like to be added to the list, please email me at Permits@ammf.com so we can discuss with operations and add appropriately.

If you have any questions regarding this information, please contact the Permit Department at 612-843-8270 or Rob Zempel, Operations Manager, at 612-843-8134.

New Credit Application

The Credit Department has revamped the credit application we send out. The new application has been streamlined, however still has the important items needed in the event an account turns into a collection issue.

Also, we are no longer sending credit packets to customers during credit set up. Feedback told us the packet was overwhelming. We are only sending the credit application and once an account is set up, we then send the additional information previously included in the packet.



Dallas Awards Meeting Re-Cap

We had another great time at our Awards Meeting on April 12-13, honoring our top Agents and Contractors. In 2023, we had 106 award winners! We can't wait to see you next year at a brand new location! See below for this year's criteria and the following pages for the 2023 award winners and photos of the attendees!

2024 Awards Meeting Criteria

2024 Terry Bramer Circle of Excellence and Tom Seitz Million Dollar Agent Criteria

We are announcing the 2023 Criteria for Terry Bramer Circle of Excellence and Tom Seitz Million Dollar Agents.

Terry Bramer Circle of Excellence 2023 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 2023 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

2023 Award Winners

Terry Bramer Circle of Excellence

Platinum Level

Lynn Krenik & Norman Berkebile
Janet & Larry Blevins
Dawn & Glenn Creason
Tracy & Danny Hawkins
Gurpal Judge
Ron Kent
Amber & Joshua McKinney
James H. Murphy
Malissa & Mario Salas
Cheryl & Timothy Shull
Catalin Voicu
Lorna & Kevin Waldrip

Gold Level

Galen Andrews
Ronald Baird
Richard Brent
Jason Brewer
James Crowl
Mike Dubinsky
Matt Ford
Wanamona Gaynor
Joshua Guillory
Jeff Gregg
Tommy Grimes (Jerry Sakowski)
Scott Hoare
Teresa & David Kern
Marci & Jerry Ketterer
Oscar Lockerbie
Dan McCumbers
Billy D. Miles Jr.
Thomas Noviski
Rick Robinett
Joe Salge
Dennis Smith
Carol & Jack Stevens
David Tidwell
Glenn Toews
Lucy & James Wilborn

Silver Level

Travis Anderson
Sean Bezemer(
Jason Bialous
Wally Bialous
George Boehringer
Frank Bowers
Jermaine Cain
Adam Cincinat
Eileen & Darrell Carpenter
Phillip Clark
Nathan Crowe
Lee Crumbley
Frank & Nathan Desjarlais
Donald Farnsworth
Joseph Gotay
Mike Graham
Karel Gutierrez
Francis Hogaboom
Herbert 'Jamie' Jamerson
Cody Kent
Jay Krienke
Ronald Lafritz
Patrick Maher
Cecil Mason
Patrick Maher
Duane Mayer
Scott Monger
Dean Murphy
David Oakes
Tom O'Donnell
Joshua Pope
Wes Rams
Roger Rice
Mark Rix
James Roe
Todd Rupp
Jeffrey Smith
Diana & Ricky Stovall
Mark Suver
Janett Swearingin & Timothy Vigil
Christopher Warner
Mike Wendover

Tom Seitz Million Dollar Agents

Platinum Level

LDM Enterprises: Larry Morris

Gold Level

Gary & Tammy Fellure
Hawk Transportation Inc: Donna Dodson & Kelly Bradford
Integrity Freight Brokers Inc: Michelle & Steve Richardson
Monds Trucking LLC: Gary Monds
STN Transport: Allan Brown(Jennifer/Ryan Broomfield)
T&M Transportation: Tammy & Fred Haase

Silver Level

Nick Abdallah
ADS-A Dispatch Service: Brad Tolles
GMA Properties Inc: Gary Muth
Integrity Group Holdings: Chris & Anna LaRoche
Ivy Rose Equestrian: Mary Ellen Donnelly
P. S. Leidy Trucking LLC: Pam Cramer
Robert M. Mackay Co.: Tim Mackay
Seay Trucking Company, Inc: Donna, Dustin & Megan Seay
Singleton Transport Services: Don Singleton
Sparkman Trucking: Harold & Debra Sparkman
TEC Logistics: Tom Campos
Teleo Logistics LLC: Josiah Cree
Tommy Strickland: Tammy May
Trucking Agents: Seth King & Travis Smith
Wild Rover Freight: Justin Fritz

Ira Payne

Joe Barrett
Frank Bowers
James H. Murphy

Million Mile

Michael Tiff
Thomas Quinton

Agent-Contractor Council

Tammy & Fred Haase
Chris & Anna LaRoche
Harold Sparkman
Ron Kent
Duane Mayer
Dennis Smith

Contractor of the Year

Frank Bowers

Bill Bolish Employee of the Year

Megan Erickson



D A L L A S



Left to Right & Top to Bottom: Admiral Team; Employee of the year, Megan Erickson; Contractor of the Year, Frank Bowers; Agent & Driver Council Members; Award Winning Agents, Award Winning Contractors

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

