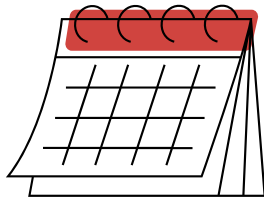


ADMIRAL MERCHANTS NEWSLETTER

MAY 8, 2026 | VOLUME 20



Mark Your Calendars



IMPORTANT DATES:

- SAVE THESE DATES!
 - **May 12-14, 2026:** CVSA International Road Check.
 - **August 22, 2026:** Driver Appreciation BBQ in London, OH.

CURRENT TRUCK COUNT:
360

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 and
Instagram &
Follow us on TikTok

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

March Top Contractors

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

Top 5 Teams

1. Daniel & Tracy Hawkins
2. Dawn & Glenn Creason
3. Ron Kent & Ruby Woods
4. Dan Scheppard & Jesse Williams
5. Lorna and Kevin Waldrip

Top 5 Specialized

1. Jim Murphy
2. Michael Hendrix
3. Nick Antonioli
4. Dennis W. Smith
5. Dale Becklin

Top 10 Flats and Step Decks

- | | |
|---------------------|-------------------|
| 1. Nicholas Collins | 6. Tommy Toledo |
| 2. Gary Dodds | 7. Richard Brent |
| 3. Ronald Baird | 8. Erik Poulsen |
| 4. Jacob Mullins | 9. Todd Evans |
| 5. Dean Murphy | 10. Jermaine Cain |

March 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. T&M Transportation, Agent 2248
6. Robert M. MacKay Co., Agent 3168
7. A Dispatch Service, Agent 2609
8. Nick Abdallah, Agent 4179
9. Allan Brown, Agent 4007
10. Shannon Sisk, Agent 3274

April Top Contractors

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

Top 5 Teams

1. Daniel & Tracy Hawkins
2. Dawn & Glenn Creason
3. Lorna and Kevin Waldrip
4. Valerie & Robert Kuhn
5. Tim Vigil & Shawn Rose

Top 5 Specialized

1. Kevin Vogt
2. Jim Murphy
3. Nick Antonioli
4. Dennis W. Smith
5. Michael Hendrix

Top 10 Flats and Step Decks

- | | |
|---------------------|--------------------|
| 1. Nicholas Collins | 6. Dean Murphy |
| 2. Gary Dodds | 7. Charles Roberts |
| 3. Ronald Baird | 8. Matthew Baab |
| 4. Richard Brent | 9. Jermain Cain |
| 5. Erik Poulsen | 10. Dan McCumbers |

April 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. T&M Transportation, Agent 2248
6. TW Logging, Agent 4177
7. Robert M. MacKay Co., Agent 3168
8. Allan Brown, Agent 4007
9. A Dispatch Service, Agent 2609
10. Nick Abdallah, Agent 4179

March Contractor of the Month

Norm Berkebile is the March Contractor of the Month.

If you've been around Norm, you already know why he stood out. He's always willing to jump in and help, whether it's a small thing like fixing a light, lending a hand, or just making sure another driver is taken care of. That kind of attitude goes a long way in this industry and is something that not only stands out to peers but all those who work with Norm. This reputation led to Norm getting the nickname "Harbor Freight" for his ability to always have the right tool or part to help those fellow drivers in need.

He's also done a great job representing Admiral Merchants, especially this past weekend at the Mid-America Trucking Show in Louisville, Kentucky. Taking the time to show up, help out, and promote what we do and who we are says a lot. Norm's experience and knowledge is something you can always rely on.

We appreciate everything you do and the example you set for the rest of the fleet.
Well deserved.



April Contractor of the Month

April's Contractor of the Month is Chris Field.

In just over two years with Admiral Merchants, he has quickly built a reputation as a reliable, self-sufficient professional who consistently gets the job done right. He represents Admiral with pride, most recently at the Mid-America Trucking Show in Louisville, KY, and at our annual awards banquet in Indianapolis, IN. His strong work ethic, professionalism, and positive attitude make him a pleasure to work with and if you've ever had a conversation with him, you know it's rare he won't leave you with a good laugh.

When he's not on the road, he values his time at home with family and loved ones. His wife Miranda, who is also an agent at Admiral, share in the industry making it truly a family-driven commitment. A well-deserved recognition for a standout member of the fleet.



In Memoriam

Kenneth Lee Hare

1965 – 2026

Kenneth “Ken” Lee Hare passed away on April 16, 2026, with his family, Felicia and Alex, by his side. He was born in Ontario and lived in New Brunswick. Ken will be missed by his family, friends, and coworkers.

Norma Winkler

1938 – 2026

Long-time agent Norma Winkler passed away on April 22, 2026. She was born on July 24, 1938, in McKeesport, Pennsylvania, and lived much of her life in the Pittsburgh area. She is survived by her son, three daughters, 14 grandchildren, and 23 great-grandchildren.



Remembering Jerry and Marci Ketterer

Dear Members of the Admiral Merchants Motor Freight Community:

Admiral received notice that Jerry and Marci Ketterer, valued members of the Admiral family for more than 20 years, lost their lives in a single-vehicle accident on May 5, 2026. In the world of independent owner-operators, a 20-year relationship is several lifetimes. Very few people spend that kind of time in this business, and even fewer earn the level of respect Jerry and Marci earned over the course of their careers. At this point, we know very little about the accident itself. The state patrol is still investigating the potential cause of the crash and members of their families have been notified.

Over the years, Jerry and Marci handled some of the most important and complicated freight movements our company has undertaken. They were also mentors to many new contractors entering the business. But they had one condition: the people they mentored had to care about doing the job the right way. In Jerry and Marci's minds, the right way was rarely the easy way. The phrase that keeps coming to mind for me is "old school." They were professionals in every sense of the word. They believed this work mattered. They believed contractors should take pride in what they do and that customers, agents, dispatchers, and fellow contractors deserve professionalism and respect. Jerry expected people to know their jobs, do them well, and take responsibility for their work.

Jerry always said: "Brian, driving with Admiral is as close as I want to get to having my own authority."

Jerry and Marci valued their independence. They valued their relationship with Admiral because we respected that independence while providing the support and partnership they wanted. Over the years, they built strong relationships throughout our network. Every agent who put Jerry and Marci under a load knew the freight would be delivered professionally and on time. More recently, they worked closely with Larry, Renee, Charlie, and Carl at LDM, and I know those relationships meant a great deal to them. Like all of us, Jerry and Marci were human. But they were also among the very best people I have had the privilege to work with in this industry. They represented a level of commitment, professionalism, toughness, and pride that is becoming increasingly rare in the trucking industry today.

They will be deeply missed by all of us.

If the family makes memorial or service information available, we will share it with the Admiral community. Please keep Jerry and Marci, along with all who knew and cared about them, in your thoughts and prayers. And in their memory, let us all commit ourselves to looking out for one another and to doing this job safely every day.

Thank you for all you do.

Sincerely,

Brian P. Short
President & CEO



Admiral Fuel Program Update

As part of our continuing efforts to help our contractors be successful, we work with our Fuel Vendors on a regular basis to ensure we have the best pricing we can. So far this year we've met with several of our providers, and I'm happy to say they are all committed to maintaining our long-standing relationship and are improving discounts where possible.

In April our contractors saved a total of \$200,592 by using our discounts!

As an example, TA-Petro continues to offer us cost-plus/retail-minus discounts at many of their locations and Love's is now offering a similar discount at 23 of their locations. Be sure to use the FuelBook app to plan your fuel purchases along your route to take advantage of these great savings! Link to the FuelBook app: <https://www.fuelbook.com/download>

Starting this month, we'll also be publishing a list of the Top 50 Contractors with the Highest Average Discount per Gallon; the list for April is below. These 50 contractors had an Average Discount of \$0.813/gallon; the Average Discount across all contractors was \$0.509/gallon. Check with your Fleet Coordinator to find out what your Average Discount was like last month, and how you might make improvements going forward.

Name	Average Discount per Gallon	Name	Average Discount per Gallon
Todd Rupp	\$ 1.026	Rick Robinett	\$ 0.782
RALPH BAIRD	\$ 1.026	CHARLES STUMP	\$ 0.778
John Wayne	\$ 0.973	Brian King	\$ 0.772
Dawn Creason	\$ 0.972	John Martin	\$ 0.769
Kris Smith	\$ 0.972	Walter Kubiak	\$ 0.763
Roger Rice	\$ 0.939	Pierce Kidd	\$ 0.763
Donald VanGelderren	\$ 0.939	Oscar Flores	\$ 0.760
Waldrip	\$ 0.922	Ricky Kesner	\$ 0.758
Joe Sweat	\$ 0.917	Marion Days	\$ 0.755
Oscar Lockerbie	\$ 0.915	Steve Pedersen	\$ 0.752
Joel Strand	\$ 0.892	WAYNE SCHAFFER	\$ 0.746
AJ Grooms	\$ 0.886	Jason Whitaker	\$ 0.744
Michael and Carole Jones	\$ 0.873	David Riggle	\$ 0.741
Daniel McCumbers	\$ 0.856	BRIAN W CISLER	\$ 0.740
Todd Allen Evans	\$ 0.852	Jimmy Loggains	\$ 0.739
Michael Tiff	\$ 0.848	RYAN BRYDEN	\$ 0.738
Alan Beauchamp	\$ 0.844	Hugh Leroy	\$ 0.736
CLARENCE E WINGET	\$ 0.819	Gary Fellure	\$ 0.733
JULIO MADRID 1	\$ 0.802	Travis Keith	\$ 0.732
John Palmore	\$ 0.802	Dan Wacker	\$ 0.730
Daniel Faccin	\$ 0.798	Harlan Becraft	\$ 0.725
HOWARD HUMPHREY	\$ 0.796	Burnett	\$ 0.723
Tonya Jarrett	\$ 0.792	Jennifer Cowan	\$ 0.720
Jim Crowl	\$ 0.790	Carma Knowles	\$ 0.717
William Curtis	\$ 0.783	Alfonso DN Fleites	\$ 0.715

Great job managing your expenses!

Remember, a dollar saved on fuel is a dollar kept in your pocket.

And in a pennies business, every dollar counts.

CSA Scores

February, March, April

Basic	Through 2/27/26	Through 3/27/26	Through 4/24/26	Thresholds	Basic Status
Unsafe Driving	42%	43%	37%	60%	
Hours-of-Service (HOS) Compliance	77%	74%	72%	60%	Alert
Driver Fitness	56%	57%	58%	75%	
Controlled Substance and Alcohol	2%	2%	2%	75%	
Vehicle Maintenance	73%	75%	80%	75%	Alert
Hazardous Materials (HM) Compliance	0%	0%	0%	80%	
Crash Indicator	53%	63%	60%	60%	Alert
Insurance/ Other	N/A	N/A	N/A	N/A	

Safety Update

April Roadside Inspections:

Clean Roadside Inspections: 13
Level 1 (Full) / Level 2 (Walk-around) / Level 3 (Driver only)

Level 1: \$75

Level 2: \$50

Level 3: \$25

Clean inspections:

1. KROLPI- 7358 (Level 1)
2. CINCAD- 7384A (Level 2)
3. HENDMI- 7768 (Level 2)
4. DODDGA- 8056 (Level 2)
5. ANDRGA- 6837D (Level 3)
6. FORTRI- 7982 (Level 3)
7. CRANDA- 7822 (Level 3)
8. WILLDE- 6401 (Level 3)
9. CAINJE- 6884A (Level 3)
10. DUNNDA- 7396 (Level 3)
11. GRIMTH- 6059A (Level 3)
12. JOHNJI- 7823 (Level 2)
13. MOODCL- 5836 (Level 3)
14. JOHNCH - 6424 (Level 3)

April top 3 Violations:

- 1) Lighting
- 2) Lighting
- 3) Lighting

Turn signals inoperable

Identification lamp inoperable

Headlamps fail to operate on low and high beam

Tail lamp inoperative



Safety Update

2026 CVSA INTERNATIONAL ROADCHECK

Be Prepared: May 12-14

What to do before the inspection:

- Ensure all required documents are up to date
- Confirm your ELD is working properly
- Perform a thorough pre-trip inspection

This year's focus areas:

- Cargo securement
- ELD tampering and falsification

Cargo Securement Reminders:

- Use extra tie-downs to prevent movement
- Secure all equipment, including:
 - Tarps, chains, tie-downs

Inspection Tips:

- Check all tie-downs for wear and damage
- Make sure chains, straps, and attachments are in good condition
- Verify load is secure

Be prepared. Stay safe. Stay compliant.

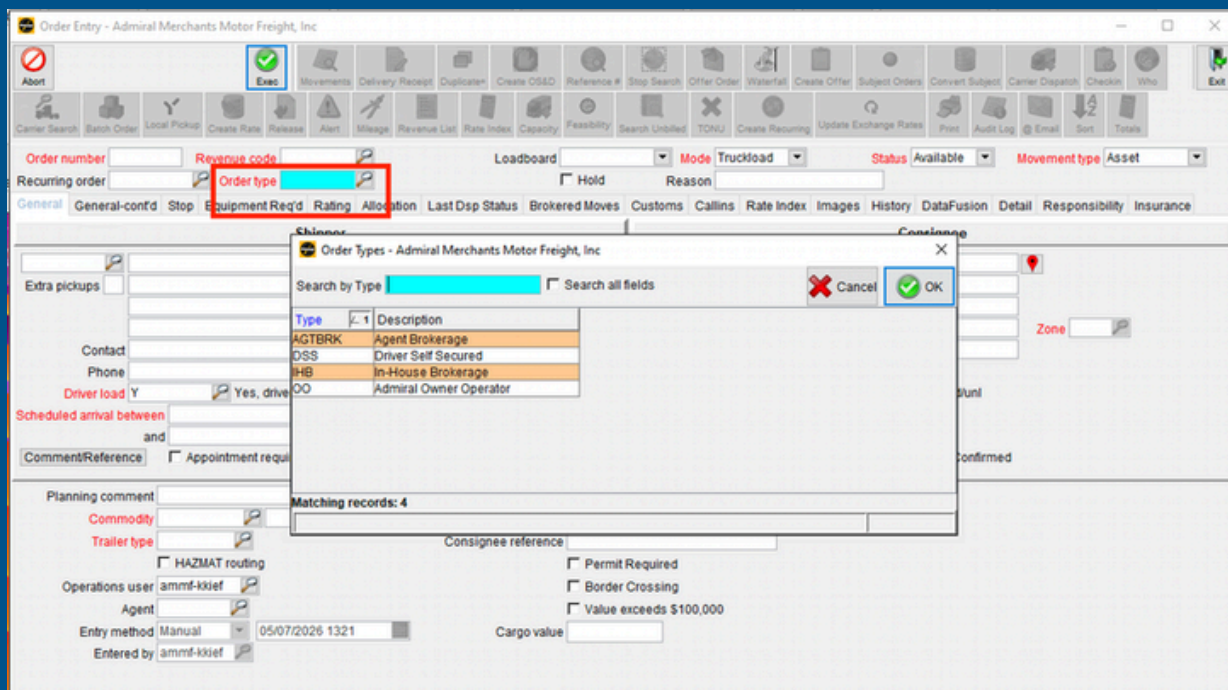
Exciting Order Entry News

New Update: Agents – You no longer need to update the Order Entry Screen in 3 different places to distinguish the difference between loads for our Owner Operators and Brokerage (Order Type, Movement Type and Allocation).

Moving forward, the 3 fields will automatically update if you simply select the correct Order Type. This also means, if you need to change an Order from an OO to Brokerage or vice versa, you only need to update the Order Type field as well.

See screenshot below as a refresher. The field with the red box is the only one needing updates moving forward.

Thanks Tim Neid for saving us all a few clicks!



Awards Meeting – 2026

This year, Admiral's Annual Awards Banquet was held in Indianapolis, IN from April 10-12. This year's theme was "Driving for a Better Tomorrow" and we celebrated the following Award Categories:

- Ira Payne Service Award
- Million Mile Award
- Tom Seitz Million Dollar Agents
- Terry Bramer Circle of Excellence
- Contractor of the Year
- Bill Bolish Employee of the Year



Awards Meeting – Indianapolis

Ira Payne Service Award:

Tad Karas
Jerry Ketterer
Marcy Ketterer
Thom O'Donnell

One Million Mile Award:

Jeff Gregg
Dennis Harlan
Oscar Lockerbie
Jeffrey Smith

Tom Seitz Million Dollar Agents:

Platinum Level

LDM Enterprises: Larry Morris, Renee & Mike Reid

Gold Level

Dustin D. Cole Specialized LLC: Dustin & Melissa Cole
Gary & Tammy Fellure
Ivy Rose Equestrian: Mary Ellen Donnelly
Robert M. Mackay Co.: Tim Mackay & Jesse Norris
Monds Trucking LLC: Gary Monds
STN Transport: Allan Brown, Jennifer & Ryan Broomfield
T&M Transportation: Tammy & Fred Haase
Trucking Agents: Seth King & Travis Smith
Wild Rover Freight: Justin Fritz

Silver Level

Nick Abdallah
ADS-A Dispatch Service: Brad Tolles
Integrity Group Holdings: Chris & Anna LaRoche
K & L Dispatch: Ken Ledman
P. S. Leidy Trucking LLC: Pam Cramer
Seay Trucking Company, Inc: Donna, Dustin & Megan Seay
Singleton Transport Services: Don Singleton
Sparkman Trucking: Harold & Debra Sparkman
TEC Logistics: Tom Campos
Tommy Strickland: Tammy May
TW Logging: Jeanne Wray

Terry Bramer Circle of Excellence:

Platinum Level

Craig Avery
Ronald Baird
Lynn Krenik & Norman Berkebile
Nola & Sherwood Brown
Dawn & Glenn Creason
Tracy & Danny Hawkins
Ron Kent
Amber & Joshua McKinney
James H. Murphy
Debora & William Ramsey
Malissa & Mario Salas
Cheryl & Timothy Shull
Lorna & Kevin Waldrip

Gold Level

Adam Cincinat
Jennifer Cowan
Mike Dubinsky
Chris Field
Tejinder Gill
Jeff Jarrett
Tammy Collins & Steven Johnston
Kathy Cohan & Oscar Lockerbie
Dan McCumbers
Dean Murphy
Thomas Noviski
Erik Poulsen
Roger Rice
Rick Robinett
Dennis Wayne Smith
Robert Sulzbach
Janett Swearingin & Timothy Vigil

Awards Meeting – Indianapolis

Terry Bramer Circle of Excellence:

Silver Level

Travis Anderson
Galen Andrews
Robert Andrews
Nick Antonioli
Dale Becklin
Marek Byra
Jermaine Cain
Robert Carter
Brian Cisler
Nicholas Collins
James Crowl
Allen Daniels
David Everett
Blair Flux
Jeff Gregg
Tommy Grimes
Brandon Harvell
David Johnson
Jimmy Johnson
Cody Kent
Teresa & David Kern
Marci & Jerry Ketterer
Pierce Kidd
John Legler
Patrick Maher
Kevin Milks
Mark Miller
Daniel Milinovic
Guy Scott Monger
Roy Morgan
Jody Morrow
Niels Mortensen
Jacob Mullins
David Oakes
Wes Rams
Brian Riley
Lawrence Reddick
Kiimberly & Christopher Riddle
Tracy Rolf

Silver Level Cont.

Todd Rupp
Chris Stuckey
Charles Stump (Jake to accept)
Mark Suver
Joe Sweat
Michael Tiff
Glenn Toews
Barry Wayt
Lucy & James Wilborn
Darrell Wright

Contractor of the Year

Brandon Harvell

Bill Bolish Employee of the Year

Cha Lao

Agent-Contractor Council

Chris & Anna LaRoche
Gary Monds
Niels Mortensen
Tom Quinton
Dennis Wayne Smith
Harold Sparkman

Sponsors

Backstory Insurance
Disa Global Solutions, Inc
Hudson Insurance Group
Intact Insurance
JMC Advertising Specialties
Loves
Solera/Omnitracs

Awards Meeting – Indianapolis

Terry Bramer Circle of Excellence Award Winners in Attendance



Tom Seitz Million Dollar Agents Award Winners in Attendance



Awards Meeting – Indianapolis

One Million Mile Award Winners



Brandon Harvell – Contractor of the Year



Agent and Contractor Council



Awards Meeting – Indianapolis



Awards Meeting – Employee of the Year

Bill Bolish Employee of the Year: This person is nominated by the Admiral Team and with the final selection made by Brian Short.

We are pleased to announce that Cha Lao, Settlement Specialist is our 2025 Bill Bolish Employee of the Year.

When Cha joined the Admiral team in December 2021, he quickly learned the Settlement process and became a familiar & trusted voice on the phone for our contractors.

So much so, he was selected to be one of the Key Members for the McLeod system which required many weeks of additional training, setting up the system to match Admiral's settlement process and helping to determine best practices going forward.

At the time of switch-over, Cha quickly helped get Settlements back on track after our initial hurdles. He stayed late many nights with Patty to make sure our contractors were paid as quickly as possible.

He continues to be a reliable source of information on the McLeod system, finding new and better ways to get our contractors paid quickly & accurately, processing 41% of EFS settlement uploads in 2025.



Awards Meeting

Admiral Staff in Attendance



2026 Qualifications:

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

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

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.

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

Fee's on Rate Confirmations

Please read the Entire rate confirmation carefully!

Some brokers have on their rate confirmation \$50.00 - \$500.00 fees for things such as: Late Delivery, No check-in calls. cancelling the load, not wearing PPE, not accepting tracking, etc.

2) Any physical defects seen on the freight prior to departing must be noted. Driver is responsible to have shipper write/make a note on the Bill of Lading. Carrier is responsible for freight damage in transit. Early or late delivery will result in a 15% deduction from the rate unless authorized in writing by management.

When any changes or corrections are made to a rate confirmation, please remember to request a revised rate confirmation from your customer to support your revision.

DO NOT assume that your customer agrees to your revision until you get the acknowledgment in writing. Verbal communication is not a viable rate confirmation and collecting dollars owed per the verbal agreement is close to impossible.

Also, when billing for detention and layovers, please make sure that information is noted on the rate confirmation with the name and number of the person who authorized these additional charges.

Large OD Loads

Moving OD loads for a Broker

Brokered Load Policy: Oversize Load Approval Process

Policy Purpose: To ensure safety, compliance, and internal accountability when booking brokered loads that exceed standard dimensions.

Policy Overview: All brokered loads that meet or exceed any of the following dimensions require prior approval before booking:

Length: 100 feet or longer

Width: Over 14 Feet

Height: Over 14 Feet

1. Pre-Approved Drivers Only. These loads must only be offered to drivers on the Pre-Approved Driver List. The list can be accessed on the Admiral website (admiral.ammf.com), under the “Permit Department” tab labelled “EXCESS DIMS.”

2. Obtain Prior Approval Before confirming or booking the load, approval must be obtained from one of the following team members: Approval may be requested via email or phone to one of the following individuals and must be documented.

Emma Horvath: 612-843-8270, Megan Erickson: 612-843-8273, Doug Milroy: 612-843-8165

3. Insurance will NOT exceed cargo value of more than \$100,000 and will not be available to obtain more with payment.

This final rule will apply for any loads broker or customer over 15 Tall:

4. Any loads that are 15 feet tall and higher will be required to get route surveys east of the Mississippi (this is Admiral’s Policy even if the state doesn’t require it)

Reminders:

Do not post brokered loads on the load board.

Any deviation from this policy may result in compliance review or disciplinary action as in no oversize or overweight loads for 6 months and if that happens beyond our knowledge, you can be cancelled as an agent or contractor.

DO NOT HAUL

The following commodities are not to be hauled without Express Written Permission from a Director or Vice President at Admiral Merchants Motor Freight.

Any Contractor or Agent who accepts any commodity on this list and attempts to transport or broker such commodities will be responsible for 100% of any claim made against the shipment or load.

- Jet Engines
- Hazardous Waste and Medical Waste
- Livestock or Animals
- Refrigerated and/or Perishable items
- Alcoholic Beverages or Cigarettes
- Antiques, Artwork, Oriental Carpet, Currency/Coins
- Loose Household Goods
- Consumer Electronics
- Hot Tubs
- Bees
- Christmas Trees, Flowers, Nursery Items

When in Doubt??? Call – Operations (612) 843-8273, Claims (612) 843-8191
We will make every reasonable accommodation to ensure our Contractor and Agent partners are successful.

Thank you,
Bill Sullivan (612) 843-8231
Director of Claims

CONTACTS

SALES

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

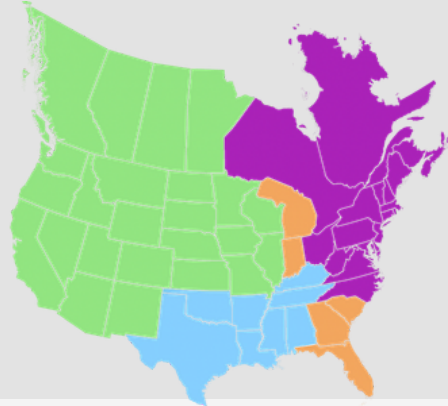
Karen Kieffer (Central & SE): 612-843-8199

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

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

Brandon Pesta: 612-843-8134

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

