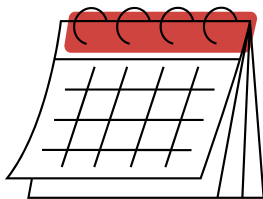


ADMIRAL MERCHANTS NEWSLETTER

SEPTEMBER 19, 2025 | VOLUME 15



Mark Your Calendars



IMPORTANT DATES:

- September 14-20 - Happy National Truck Driver Appreciation Week
- October 25 - Driver BBQ in London, Ohio
- SAVE THE DATE! Weekend of April 10th 2026 - Location TBD. Check with your FC or Sales Rep for your YTD Linehaul.

CURRENT TRUCK COUNT: 386

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

August Top Contractors

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

Top 10 Teams

1. Tracy & Danny Hawkins
2. Amber & Josh McKinney
3. Cindy Jones & Deusibon Dielce
4. Lynn Krenik & Norm Berkebile
5. Cheryl & Timothy Shull
6. Lorna & Kevin Waldrip
7. Tammy Collins & Steven Johnston
8. Dan Scheppard & Jacob Williams
9. Malissa & Mario Salas
10. Debora & William Ramsey

Top 10 Individual

1. Tejinder Gill
2. James Murphy
3. Thomas Noviski
4. Billy Miles
5. Mike Dubinsky
6. Ron Kent
7. Erik Poulsen
8. Robert Sulzbach
9. Dan McCumbers
10. Patrick Mashburn

August 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. Monds Trucking, Agent 4138
6. Wild Rover Freight, LLC, Agent 3452
7. Dustin D Cole, Agent 4189
8. Trucking Agents LLC, Agent 3631
9. A Dispatch Service, Agent 2609
10. Robert M. MacKay Co.

August Contractor of the Month

lease join us in congratulating **Mark Suver** for being our August Contractor of the Month. His consistency, reliability, and unwavering commitment to safety make him a true asset to our team. Whether it's delivering on time or going the extra mile without being asked, he shows up every day ready to do the job right and he does it with professionalism and pride.

When he's not behind the wheel, he spends his well-earned time off camping and enjoying some much-deserved rest and relaxation with his wife. It's that balance of hard work and quality time that makes him the kind of contractor we're proud to recognize.

Congratulations again Mark and thank you for everything you do!



Mark Suver

Driver Appreciation Week

Thank You, Drivers!

As we close out Truck Driver Appreciation Week (September 14–20), we want to take a moment to say a heartfelt thank you to all of our drivers.

We appreciate everything you do, from keeping freight moving safely and on time to representing Admiral Merchants with professionalism on the road. Your commitment to safety, communication, and reliability keeps our customers happy and our business strong.

Thank you for the long hours, the early mornings, the late nights, and the dedication you show every single day. We're proud to have you on the Admiral Merchants team!



FMCSA Eliminating MC Numbers

What You Need to Know:

As of October 1, 2025, the FMCSA will no longer issue MC numbers. This is primarily a fraud prevention measure. In the past, carriers could obtain multiple MC numbers under one DOT number, which created opportunities for multiple fraudulent activities.

Here's what this means for us:

- No action required for our trucks: All of our trucks already have valid DOT numbers, so we are in compliance.
- No impact on insurance: Current insurance policies use both MC and DOT numbers, so no changes are needed.
- Credit checks for broker carriers in McLeod:
 - Agents will continue using MC numbers when checking broker credit in McLeod.
 - McLeod has a field for DOT numbers, and that is likely where we will transition in the future, but for now nothing changes.

Code	10556	Active	Balance	Orders billed	Category	BKR	Broker Custom
Name	MCW INDUSTRIAL TRANSPORT *		High balance	Orders paid	Prev. code		
Address 1	PO BOX 816		Total past due	Average bill	Bridge acct.		
Address 2			Last ship date	Average pay days	since:		Currency U.S. Dollar
City/State	MARSHALL	MI	Last bill date	Motor carrier code	277491	Insurance date	
Zip code	49068		Last payment	DOT number		Date added	03/20/2024

For more details and official FMCSA guidance, visit:

➔ <https://www.fmcsa.dot.gov/registration/modernization-faqs>

Bottom line: No immediate changes to your day-to-day process — just be aware that MC numbers are being phased out for new applicants starting October 1.

Operations Update

Driver Settlements in your Sidekick App!

We have made some updates to the Sidekick App – and you now should be able to access your settlement information under the Pay tab at the bottom of the app. This will only show up if you are the contractor or owner of the truck.

You will see that they all say \$0.00, don't panic! You can then click on that specific date of payment and then it will bring up your settlement statement for that payment. At the top, if you click on Pending it will show your current monthly deductions. If you have any questions regarding your deductions or anything on your settlement statement, please contact Settlements directly at 612-843-8263.

Pay	
PAID	PENDING
3 CHECKS FOUND <u>SINCE MAY 11, 2025</u>	
Check #D0016331 05/30/2025	\$0.00
Check #D0016180 05/28/2025	\$0.00
Check #D0015457 05/19/2025	\$0.00

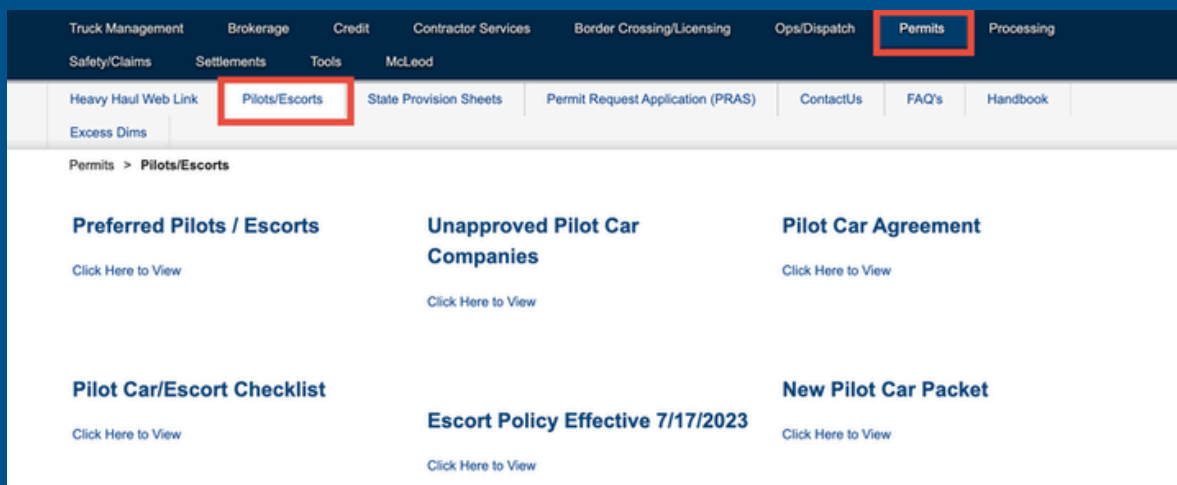
Permit Updates

Reminder: Use Approved Pilot Cars & Escorts

When arranging pilot cars or escorts, please make sure you're using approved providers found by using the following steps:

- i. Log in to the Admiral website
- ii. Go to Permits > Pilots & Escorts
- iii. Review the Approved and Unapproved Pilot Car List

If you'd like to use a company not listed as approved, you must first contact permits@ammf.com to request approval.



The screenshot shows the Admiral website's navigation menu with 'Permits' highlighted. Below the menu, the 'Pilots/Escorts' page is displayed, featuring several links for viewing approved and unapproved pilot car companies, pilot car agreements, checklists, and policy updates.

Truck Management	Brokerage	Credit	Contractor Services	Border Crossing/Licensing	Ops/Dispatch	Permits	Processing
Safety/Claims	Settlements	Tools	McLeod				
Heavy Haul Web Link	Pilots/Escorts	State Provision Sheets	Permit Request Application (PRAS)	ContactUs	FAQ's	Handbook	
Excess Dims							

Permits > Pilots/Escorts

Preferred Pilots / Escorts Click Here to View	Unapproved Pilot Car Companies Click Here to View	Pilot Car Agreement Click Here to View
Pilot Car/Escort Checklist Click Here to View	Escort Policy Effective 7/17/2023 Click Here to View	New Pilot Car Packet Click Here to View

Sending Rate Cons to Drivers

Agents: Remember to send the Breakdown

Agents – please remember to send rate breakdowns to your drivers. It's important that they have a clear breakdown (fuel, tarp, etc.) so they know the detail when calling in for fuel advances. Please call your salesperson if you need assistance with this!

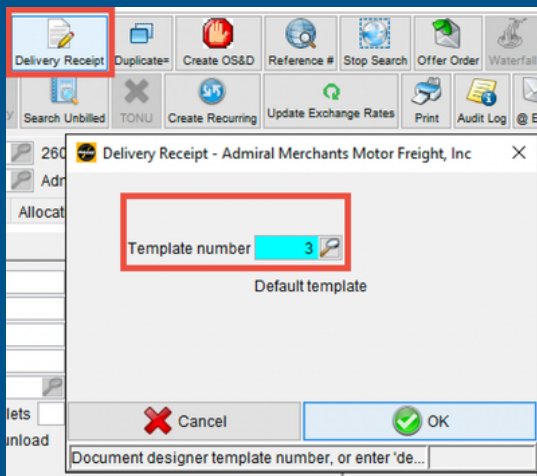
You can send this information two ways:

1) Email the Rate Con from the Order Entry Screen

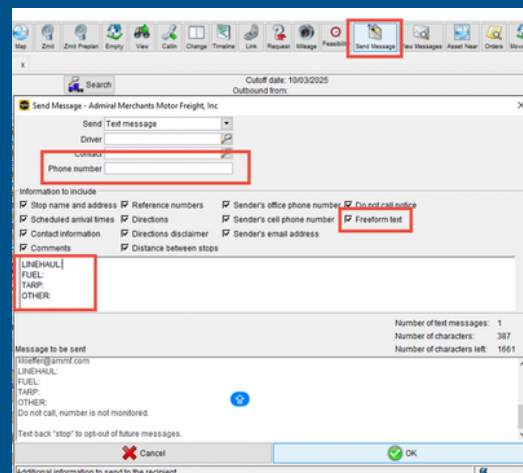
- Go to Order Entry (where you enter orders).
- Click Delivery Receipt and select #3.
- Click Email (uncheck Print) and send to yourself or the driver's email.
- Always review the Rate Con before sending to ensure accuracy

2) Text (or email) the Driver from the Order Planning Screen

- Pre-assign the order in Order Planning.
- Click the load, then select Send Message from the top toolbar.
- Double-check the driver's cell number.
- Choose Freeform text and add the rate to the pre-set message.
- This method sends all load details in a neat, concise format.
- Tip: Test it by sending a message to yourself to see how it looks.



Option 1



Option 2

Important Border Crossing Info

Reminder – Border Crossing & In-Bond Loads

We are seeing ongoing issues with incomplete paperwork and missing information when drivers cross the border. This creates delays and risks large fines. All In-Bond loads must be cleared within 48 hours of port arrival.

If you have an In-Bond load Call 612-843-8138 or email llantto@ammf.com with:

- Truck # and Trip #
- Date & time of port arrival
- Copy of the bond (7512 form) and manifest

This information allows us to match and close the bond on the Border website within the required 48 hours.

Drivers:

In-bond clearance is done electronically and is your responsibility.

Loads cannot be cleared before delivery because Customs requires the exact time and date of arrival. The items they require are:

- Bond (7512 form)
- Manifest (ACE or ACI)
- Any other paperwork related to the bond
- Truck #, Trip #, and date & time of port arrival

Important Notes:

1. Bonded paperwork is required for audits and is the only way to identify the bond in the Customs portal.
2. Call the Border 1 hour prior to arrival or fines may be assessed.
3. Be sure to scan all border crossing papers, bonds, manifests, etc. into billing for payment.

Agents:

1. If dispatching a load that crosses the border, the Admiral driver is responsible for setting up paperwork with a 3rd party processor if the customer has not already done so.
2. Please email any bond paperwork you have, along with the Trip # and driver name, to llantto@ammf.com.
3. If you know a load will be In-Bond, call or email with the Trip # and Truck # so it can be tracked.
4. Important Note: Our Admiral Bond can only be used for our fleet, not for broker carriers.

Moving OD loads with 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

Booking Procedure for Oversize Brokered Loads:

- 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

Reminders:

- Do not post brokered loads on the load board.
- Any deviation from this policy may result in compliance review or disciplinary action.

Credit Update

Broker Rate Confirmations

When signing a broker Rate Confirmation, you must be aware of what you are signing. Too often we see signed rate agreements accepting additional liabilities for which we have no protection. Please make sure you read every word of the Rate Confirmation before signing, failure to do so can result in some nasty surprises.

Provisions to watch out for include consignee chargebacks for missed appointments with delivery dates and times, language making you responsible for lumpers and pallets, original documentation requirements and pick up and delivery dates we could not legally run.

Please do not fall into the trap of signing without reading each paragraph carefully. Our goal is a Rate Confirmation that protects all parties' interests in an even-handed and concise manner and offers both carriers and brokers a starting point for doing business.



CSA Scores

August			
Basic	Through 8/30/25	Thresholds	Basic Status
Unsafe Driving	36%	60%	
Hours-of-Service (HOS) Compliance	70%	60%	Alert
Driver Fitness	<HM veh. Insp.	75%	36%
Controlled Substance and Alcohol	0%	75%	36%
Vehicle Maintenance	70%	75%	36%
Hazardous Materials (HM) Compliance	0%	80%	36%
Crash Indicator	71%	60%	Alert
Insurance/Other	N/A		

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 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 Breakdown:
- Additional Info: Tarps needed, ramps, etc.?

HELP!

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 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

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

