

# FLATBED FORUM



A bi-monthly newsletter for small business owners in flatbed transportation.

VOLUME 2, ISSUE 2

1.15.2019

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## Load Board Update by Andrew Krupa, CRST Malone Director of Operations

If you have been reviewing the Malone load board this week you have noticed a new suite of available loads for your review. These are loads available from our sister flatbed company BESL Transfer...based here in Cincinnati, Ohio.

Malone has been working with the CRST IT group for several weeks now to make this a reality. There were a few major administrative hurdles that had to be crossed to get this done, and there will be a few administrative hiccups to work through in the weeks to come, but it marks a major milestone in the process of aligning the Malone and BESL Transfer organizations. This comes on the heels of the management structure alignment that took place earlier this month when Chris Deschaine was named President of both Malone AND BESL Transfer. There will be other structural alignments in 2019 between both companies, but this was a priority for Malone and BESL Transfer so that drivers FROM BOTH COMPANIES could see the scope of the available loads out there through our sister companies. This should be a net positive development for contractors at both companies, and for the customers of both companies, as loads that might have been previously unavailable to contractors now become viable possibilities.

One of our biggest initiatives in 2019 is to make a larger variety of loads available to our contractors so that they can choose what fits best for their individual businesses. Making loads from our sister company more visible to Malone contractors is just one part of that initiative. The 2<sup>nd</sup> and larger part is our effort to actively secure new business from not only our existing customer base, but also from new customers. We are in the middle of multiple bids from major customers, and with those customers that do not utilize the bid process we are in active negotiations about freight rates and truck capacity. The payoff for these efforts should begin to show up on our loads boards in February and March. We will share some of those results in later issues of the Flatbed Forum.

To quote CRST International CEO Hugh Ekberg..."Despite what may be reported in the national media the underlying fundamentals of the American economy are very strong, and we are expecting a strong year in 2019."

The future for our company continues to be bright.

## Customer Service Update—Texas Inbound Rates by Stephen Lutz

The Malone management team has been conducting an ongoing review of daily truck layovers in the US since December, and we have noticed a couple of ongoing trends that are causing financial hardships for our contractors and, the company as a whole. Here they are:



- The high demand for inbound loads to the state of Texas is creating an over abundance of available truck power within the state of Texas. In short the excess of available trucks within Texas is outpacing our available customer base in Texas, and so drivers are forced to wait (layover) a day or more in hopes of finding a re-load back out of Texas.
- The vast majority of trucks laying over in Texas are not Texas residents. Most are coming from other parts of the country particularly the Southeast and Midwest.
- There is no standardization for inbound rates to Texas. We have seen examples of rates inbound to Texas, from high demand outbound markets, that were well below market averages. This becomes a severe problem for contractors who do not have the experience to recognize these below standard rates, and in some cases are agreeing to do loads that do not support the unproductive lost time after delivery as they struggle to find loads outbound from Texas.

Moving forward, we are being proactive about reviewing inbound loads to Texas to ensure they are appropriate and will set our contractors up to succeed. Specifically we are reviewing rates to make sure they will justify any potential layover or deadhead for a reload.



## Safety Update by Ray George, Director of Safety

In November 2017 Malone was able to go under threshold for the first time in the Unsafe BASIC. This was due in large part to zero tolerance for speeding as seen in SpeedGauge. Zero tolerance for speed violations greater than 15 MPH and speeding in work/construction zones. Zero tolerance for use of a cell phone. Zero tolerance for non-use of a seat belt in a CMV.

Since July 1 we have had the following unsafe violations:

- 9 cell phone violations – 6 since Nov. 30. FMCSA considers this such an egregious event directly tied to accident prevention and safety that they assess a 30 point value to it without an out of service order!
- 3 seat belt violations
- 12 speeding 6-10
- 6 speeding 11-14
- 2 speeding in a work/construction zone

These are all preventable violations that are based on driver behaviors. We need to eradicate this epidemic of unsafe acts before our Unsafe score rises above threshold again. Let's be sure we're constantly improving our behavior and our resolve to eliminate use of cell phones, always wear our seat belt every time the tires roll, and that we have a zero tolerance for speeding in a CRST Malone truck.

## Powered by Your Benefits

One of the greater challenges of being a contractor is the high cost of Benefits for you and your Family. At Malone, we have partnered with your choice of vendors to help you with your Benefit needs.



Malone has partnered with American Transportation and [Driver Benefits Center](#) and True Choices. Both offer ACA Compliant Medical, Limited Medical, Accident, Critical Illness, Disability, Life, Vision, Dental and Much More!!!!

### American Transportation and Driver Benefits Center

Call 833-843-6248 for more information

True Choices

Call 800-877-9637 for more information

## Proud to be a Part of Malone

There is always one item that is consistent when it comes to Small Business Owners in trucking, Pride in their trucks and Pride in the carrier they represent. Malone is looking for our Contractors to join us this year and represent us at the Trucking Trade Shows across the country this year. In 2018, Malone had the honor to be accompanied by its contractors at every show appearance last year and even ended up with awards in Pride and Polish competitions.

Malone will be appearing at each of the following Trucking Trade Shows:

- |                                  |   |                       |
|----------------------------------|---|-----------------------|
| <b>Mid-America Trucking Show</b> | <b>March 28<sup>th</sup>-30.</b>              | <b>Louisville, KY</b> |
| <b>Iowa 80 Jamboree</b>          | <b>July 11<sup>th</sup>-14<sup>th</sup>,</b>  | <b>Walcott, IA</b>    |
| <b>Great American Truck Show</b> | <b>August 22<sup>nd</sup>-24<sup>th</sup></b> | <b>Dallas, TX</b>     |



## How to Register on the Comdata Cardholder Website



Manage your funds with the click of a mouse. Comdata Cardholder Web Services is an online, self-service web site that will allow you to easily monitor and manage your Comdata card account. Once you have registered and created a profile, you will be able to access the Cardholder Website to:

- Enroll to receive text messaging alerts of your balance and usage
- Check your account balance
- Print account statements – fuel transactions without having to keep a hard copy of fuel purchases
- Transfer money into your bank account –
- Dispute a transaction – example: fuel or ATM

Follow these 3 Easy Steps to Get Started Today!

### 1. Registration

- Go to [www.cardholder.comdata](http://www.cardholder.comdata)
- First time users must register and create a profile. Click on the “Cardholders Register Here” button on the left side of the page or the “Are You A New User? Click here to register” link below the “LOG IN” button to register as a new user.

### 2. Account Activation

- Enter your Comdata Card Number from the front of your card.
- Enter your company provided Activation Code—Settlement card activation code is your owner id with an “O” for Owner and fuel card is your driver id with a “D” for Driver. All letters must be upper case.
- Click Next

### 3. Account Profile

- A **user name** of your choice (up to 16 letters and numbers and is not case sensitive)
- Email address
- Desired Password, re-enter password (Passwords are case sensitive and must be 8-20 characters in length with at least 1 letter and 1 number).
- Choose your **security question** by clicking on the down arrow on the right.
- Place the answer to your security question in the security answer field.
- Click **Submit**

If you have any questions or just need help, contact the Accounting or Contractor Settlements Teams at the Vestavia office, (205) 978-7475 or (800) 366-6350.



## Broker Load Impact on Your Revenue in January 2019 by Maria Gilbert, Pricing Manager

As we head into February, the flatbed rates remain steady. While the average flatbed rate per mile nationwide is \$2.38, CRST Malone’s average rate per mile is \$2.47. What I want to stress here is that looking back at January 2019, *our average broker rate per mile is only \$1.91* whereas **direct shipper freight averages \$2.51 per mile** – that’s a \$0.60 per mile difference. To put this in better perspective the CRST Malone fleet ran an average of 582 miles per load and 1.98 loads each week per truck for a total of 1,152.36 miles/week in January:

### Your Linehaul Revenue on Broker Loaded Freight Given Average LOH and Average # Loads/Week:

1,152.36 miles x \$1.91/mile = \$2,201.01 Linehaul Revenue/week  
\$2,201.01 Linehaul Revenue x 4 week/month = **\$8,804.03 Linehaul Revenue/Month**

### Your Linehaul Revenue on Direct Shipper Freight Given Average LOH and Average # Loads/Week:

1,152.36 miles x \$2.51/mile = \$2,892.42 Linehaul Revenue/week  
**\$2,892.42 Linehaul Revenue x 4 week/month = \$11,569.69 Linehaul Revenue/Month**

**The difference in taking brokered loads throughout the month versus taking direct shipper freight is staggering costing you an average of \$2,765.66 per month.** When you add into this the number of loads that are being taken into areas with a less than average # of flatbed loads per truck causing you to layover one, two, maybe even three days – you must then add in the loss of potential daily revenue anywhere from \$550.00 to \$1,000.00 per day. These areas, especially AZ, CA, OK and TX are averaging anywhere from 13-18 layovers each day due to the reduction in # of loads per truck in those areas. Whereas if you’re taking loads out of AL, IL-Chicago area, IN, and OH you’re almost guaranteed a load, and a higher paying direct shipper load at that.

Keep these numbers in mind as we move into February and never hesitate to contact your fleet manager or customer service for rate guidance and assistance in moving into a better area. Should you have any questions or wish to discuss this further, don’t hesitate to reach out to me directly at [flatbedforum@crst.com](mailto:flatbedforum@crst.com).

Stay safe, warm and weather aware out there this month!



## Welcome the Newest Small Business Owners and Driver Team Members to CRST Flatbed!

We extend our sincere appreciation to the newest Small Business Owners and Drivers for choosing CRST Flatbed as their team. When choosing CRST Flatbed these SBO's and Drivers have chosen quality freight at above average rates, customer service, reliability and support to be the backbone of their business!

Valynn Lage, Jan. 14  
Dean Strohl, Jan. 16  
Stanford Womack, Jan. 16  
Jeffrey Kruger, Jan. 23  
Trayland Dunlap, Jan. 23  
Billy Gober, Jan. 31  
Nathaniel Smith, Jan. 31

Antonio Robinson, Jan. 16  
Dwight Ford, Jan. 16  
Bryan Tiller, Jan. 17  
Je'Tavious Turner, Jan. 23  
Jacob O'Dell, Jan. 24  
Jeremy McLain, Jan. 31  
Paolo Perez, Jan. 31

Danny Gipson, Jan. 16  
Jeffrey Stanley, Jan. 16  
Darrell Williams, Jan. 23  
Joseph Ray, Jan. 23  
Patrick Mfoungui-Limgna, Jan. 24  
Kelly Levan, Jan. 31  
Tristan Ray, Jan. 31

Darren Maples, Jan. 16  
Mark Carter, Jan. 16  
Francis Hogaboom, Jan. 23  
Russell Miller Sr., Jan. 23  
Johnnie O'Dell, Jan. 24  
Michael Kasher, Jan. 31

### Our Agents and Owners would like to Welcome their new drivers:

Andre Gilpin, Jan. 16 (BRAM)  
Anthony Reed, Jan. 31 (BRAM)

Dondi Stone, Jan. 16 (BRAM)  
Corrie Long, Jan. 31 (BRAM)

Patrick Murray, Jan. 17 (BRAM)

Terrell McFadden, Jan. 23 (BRAM)



# Nascar Cup Series 2019 Schedule

DATE	RACE	LOCATION	TIME(ET)	T.V.
Feb. 10	Advance Auto Parts Clash	Daytona International Speedway	3:00 PM	FS1
Feb. 14	Can-Am Duel	Daytona International Speedway	7:00 PM	FS1
Feb. 17	Daytona 500	Daytona International Speedway	2:30 PM	FOX
Feb. 24	Folds of Honor QuikTrip 500	Atlanta Motor Speedway	2:00 PM	FOX
Mar. 3	Pennzoil 400	Las Vegas Motor Speedway	3:30 PM	FOX
Mar. 10	TicketGuardian 500	ISM Raceway	3:30 PM	FOX
Mar. 17	Auto Club 400	Auto Club Speedway	3:30 PM	FOX
Mar. 24	STP 500	Martinsville Speedway	2:00 PM	FS1
Mar. 31	O'Reilly Auto Parts 500	Texas Motor Speedway	3:00 PM	FOX
Apr. 7	Food City 500	Bristol Motor Speedway	2:00 PM	FS1
Apr. 13	Toyota Owners 400	Richmond International Raceway	7:30 PM	FOX
Apr. 28	GEICO 500	Talladega Superspeedway	2:00 PM	FOX
May 5	Monster Energy at Dover	Dover International Speedway	2:00 PM	FS1
May 11	Monster Energy at Kansas	Kansas Speedway	7:30 PM	FS1
May 18	Monster Energy Open/All Star	Charlotte Motor Speedway	6:00 PM	FS1
May 26	Coca-Cola 600	Charlotte Motor Speedway	6:00 PM	FOX
June 2	Pocono 400	Pocono Raceway	2:00 PM	FS1
June 9	FireKeepers Casino 400	Michigan International Speedway	2:00 PM	FS1
June 23	Toyota/Save Mart 350	Sonoma Raceway	3:00 PM	FS1
June 30	Overton's 400	Chicagoland Speedway	3:00 PM	NBCSN
July 6	Coke Zero 400	Daytona International Speedway	7:30 PM	NBC
July 13	Quaker State 400	Kentucky Speedway	7:30 PM	NBCSN
July 21	New Hampshire 301	New Hampshire Motor Speedway	3:00 PM	NBCSN
July 28	Gander Outdoors 400	Pocono Raceway	3:00 PM	NBCSN
Aug. 4	GoBowling at the Glen	Watkins Glen International	3:00 PM	NBCSN
Aug. 11	Consumers Energy 400	Michigan International Speedway	3:00 PM	NBCSN
Aug. 17	Haas Pro Shops NFA	Bristol Motor Speedway	7:30 PM	NBCSN
Sep. 1	Bojangles' Southern 500	Darlington Raceway	6:00 PM	NBCSN
Sep. 8	Big Machine Brickyard 400	Indianapolis Motor Speedway	2:00 PM	NBC
Sep. 15	South Point 400 - Round of 16	Las Vegas Motor Speedway	7:00 PM	NBCSN
Sep. 21	Federal Auto Parts 400 - Round of 16	Richmond Raceway	7:30 PM	NBCSN
Sep. 29	Bank of America 500 - Round of 16	Charlotte Motor Speedway	2:30 PM	NBC
Oct. 6	Dover 400 - Round of 12	Dover International Speedway	2:30 PM	NBCSN
Oct. 13	Alabama 500 - Round of 16	Talladega Superspeedway	2:00 PM	NBC
Oct. 20	Hollywood Casino 400 - Round of 16	Kansas Superspeedway	2:30 PM	NBC
Oct. 27	First Data 400 - Round of 8	Martinsville Speedway	3:00 PM	NBCSN
Nov. 3	AAA Texas 500 - Round of 8	Texas Motor Speedway	3:00 PM	NBCSN
Nov. 10	Can-Am 500 - Round of 8	Phoenix International Raceway	2:30 PM	NBC
Nov. 17	Ford EcoBoost 400 - Championship	Homestead-Miami Speedway	3:00 PM	NBC



Thank you to Cory Molzahn of Truck M8701 for providing this month's cover truck! Cory has been with Malone since 4/27/2011. Would you like your truck to be the newsletter cover truck? Send us a picture of your truck and trailer, sideview, loaded or empty to flatbedforum@crst.com! #GFLATOUT

Is there information you would like to see in the newsletter? Anything that would be beneficial to you or your family? Send requests, comments and suggestions to flatbedforum@crst.com. We're looking forward to hearing from you!

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