



# FLATBED FORUM

A newsletter for small business owners in flatbed transportation.

VOLUME 2, ISSUE 5

4.15.2019

## Top stories in this newsletter



**The Road Ahead is Full of Bountiful Freight**



**Tips to Control Toll Expenses**



**Software Updates to MCPs and IVGs**



**Contractor Spotlight James Harvey**



**Welcome to CRST!**



**SBO and Driver Team Member Anniversaries**

## The Road Ahead is Full of Bountiful Freight by Maria Gilbert, Pricing Manager

For most of our families, the pollen descending on their cars, runny noses and watery eyes are clear signs that Spring has officially Sprung. However, for us in the flatbed industry, the uptick in available freight and loads is a clear sign that the seasons have changed and we're about to be busier than we have been in months!



The good news: according to the DAT National Spot Rates index for the first week of April, the average flatbed rate per mile was \$2.39. However, CRST Malone's average rate per mile in the same time-period is \$0.10 per mile higher at \$2.49. Using our average of 1,186 loaded miles per truck in the first week of April, a Malone driver is averaging \$120.00 per week more than other contractors in the flatbed industry! When looking at that over the course of 52 weeks in a year, you're seeing an additional \$6,240 in your pocket simply running with Malone!

If there's a downside to this time of year, it's that you're busy. If you want to pocket additional funds to get you through some of the tighter winter months ahead, you're running hard and staying out on the road. To ease some of the time away from your families, Malone has been working hard on more regional freight opportunities. We started with some good opportunities out of AL/GA/FL and KY/IN/OH and we continue to add more regional freight as we bid new and existing customers this year. We've specifically added over 200 lanes for Owens Corning, over 100 lanes for Aleris and we were just awarded over 500 lanes for Louisiana Pacific – all out of and around these areas. Please reach out to your Customer Service Manager, Stephen Lutz at [slutz@crst.com](mailto:slutz@crst.com) or (205) 978-7492 or the Director of Customer Service, Andy Krupa at [akrupa@crst.com](mailto:akrupa@crst.com) or (319) 739-4985, if you're interested in running, or learning more about, these opportunities.

As always, we appreciate your input and we're available to answer specific questions you may have regarding customers, markets, rates, and so forth. Please don't hesitate to contact your Pricing team at [flatbedpricing@crst.com](mailto:flatbedpricing@crst.com).



## Truck Payoffs



**Congratulations** to the contractors below who paid off their truck!

W161- **Corpus Reyes** - Fleet Manager Josh Moore

W670- **Efern Holmes**- Fleet Manager Kayla Jackson

## TIPS TO HELP CONTROL TOLL EXPENSES

Tolls can cost you significant dollars. This won't come as news to our contractors who are encountering more and more toll roads as well as facing increasing costs of tolls and fines. We want to give you some helpful tips to help keep toll charges paid on time to avoid any "handling" or "administrative" fees that states tack on to the toll charge. With more of the toll roads becoming electronic-payment only roads, the states are capturing your vehicle on camera and billing you later, often at a higher price. The best way to control toll expenses is to get the most cost effective E-ZPass account or I-Pass account. Below are some options to look at and hopefully you will find this helpful in reducing toll fines and penalties.



**E-ZPass** is an electronic toll collection system that is used in the northeastern United States. A total of 14 states use the system to collect tolls automatically. Delaware, Illinois, Indiana, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, Virginia and West Virginia. For assistance with E-ZPass you can contact your local E-ZPass agency to open an account. To find a list of agencies you can go to [e-zpass.com/customer-service](http://e-zpass.com/customer-service). The customer service number for E-ZPass New York is (800)333-8655.

**I-PASS** is a prepaid electronic toll collection system that allows you to automatically pay tolls, eliminating the need to stop at plazas. The Illinois I-PASS can be used on the Indiana Toll Road and on any of the more than 20 U.S. tolls roads where E-ZPass is accepted, Delaware, Illinois, Indiana, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, Virginia and West Virginia. The I-Pass customer service number is (800)824-7277 Monday-Friday from 6:00 AM to 10:00 PM or [www.illinoistollway.com](http://www.illinoistollway.com).

**TxTag** is a prepaid account that allows you to pay the lowest toll rates in Texas and Kansas. Tolls are automatically deducted from your account when you use the toll roads. TxTag works on all toll roads in Texas and Kansas. You can sign up on line at [www.txtag.org](http://www.txtag.org) or at (888)468-9824 Monday-Friday 8:00 AM to 5:00 PM.

**RiverLink** offers you a couple ways to cover your tolls. If you travel around the country, you may wish to purchase a RiverLink E-ZPass transponder. This allows you to access the 16 state (Delaware, Illinois, Indiana, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, Virginia, West Virginia and Kentucky) E-ZPass system so you can keep on the move without stopping at toll booths. The cost for the RiverLink E-ZPass transponder is \$15.00. RiverLink also has a starter Kit that is available at Speedway locations throughout Kentucky and Indiana. The Starter Kit can be used only on the three Louisville Southern Indiana Ohio River tolled bridges. Customer Service (866)329-3970 or pay on line by plate number at [www.riverlink.com](http://www.riverlink.com). **To pay online, you will need license plate information (number and state), last 6 digits of the Vehicle Identification Number (VIN) and payment information. Payment options include credit card, debit card and ACH.**

**Illinois Tolls** can be paid on line that are within 7 days to avoid any administrative fees. The fees for late filing are \$20.00. To pay on line go to [www.getipass.com/searchbyplate](http://www.getipass.com/searchbyplate)

If you have any questions or need help getting started, you can contact Sandra Wright at (205)978-8710 or [swright@crst.com](mailto:swright@crst.com). We are here to help you find ways to cut cost and avoid the late fees while out on the road.



### Important Software Updates to MCPs and IVGs by Scott Burmester, Director of Operations - Birmingham

We recently experienced updates to our Omnictrac devices (MCP 110s, MCP 50s, and IVGs) in order to make those devices ELD compliant. These changes were congressionally mandated and puts us in compliance with the FMCSA. We recently held a conference call for all contractors who had questions about the updates and thank those who participated on the call. For those that could not join a summary of the updates are below:

- The screens changed their appearance and some areas are renamed. Most screens are still the same but some of the graphics are different.
- The device will now ask the driver to enter their load info. If the device is asking for load info on days that there is no information to fill in, the drivers should put zero's in the required fields to get through the screen.
- The device will require drivers to certify their logs daily.
- The most impact is that the device now automatically shifts the driver to the drive line at 5mph.
- Drivers now have "Yard Moves" available. Driving time logged as "Yard Move" is recorded a On Duty time – as per DOT mandate and cannot be edited away.

A new DOT instruction sheet should be kept in the truck for these updates. This can be printed from the Malone load board or faxed/ emailed by your fleet manager.

Please contact your fleet manager if you have any questions regarding the updates.



## Driver Profile — James Harvey by Andy Krupa

James Harvey is a successful veteran contractor for CRST Malone who joined our team in May of 2010. Jim and I have worked very closely with over the last several years. He met with me the other day to answer a few questions about himself, and why he does what he does for a living.

Here is what we talked about:

**FBF:** Jim, you will have been a successful flatbed contractor for Malone for 9 years next month. How long have you been a professional truck driver, and how did you start this career path?

**JH:** In the early 1970's I was working for GM and the working conditions were getting bad and demands were high. So I tried driving a tanker truck from Covington OH to Washington Court House, OH. These were loads of heavy cream being shipped to convert into packets of half and half. I decided really I enjoyed it. Much better than factory work. That was 1974.

**FBF:** Had you done any flatbed work prior to signing on with Malone?

**JH:** I actually was leased on with Malone in 1987 and 1988 as a flatbed as an owner-operator but left to a company called Dasher doing flatbed work until 1990. In 1990 I signed on with Emery Air Freight to haul vans and stayed with them until 2002 (they later went out of business). I became a fleet owner for Emery in 1991 and had up to 6 trucks at one point. I did some contract work from 2002 until 2007 hauling dry box vans. From 2008 to 2010 I was hauling reefers but decided to go back to flatbed in 2010 and joined Malone. I have been happy ever since.

**FBF:** Why did you choose to sign on with Malone in 2010?

**JH:** I was looking going back to flatbed and I contacted Rick Seeders about hauling Alcoa freight near my home in Alcoa TN.

**FBF:** You are about to pay off your current lease purchase truck, which you moved into after the truck you owned died. What do you think has allowed you to get to the point of getting this truck paid off?

**JH:** When the engine blew up on my truck it was going to be too expensive to rebuild it, and I was still enjoying what I was doing for Malone after so many years that I decided to continue in the lease purchase program. I learned that having the support of the lease purchase maintenance plan and my friends at Malone was very important to be successful.

**FBF:** I know family is very important to you. How long have you and Sharon been married?

**JH:** We have been happily married 32 years. I have two adult step-children that mean the world to me.

**FBF:** I know over the years you have done a lot of charity work. Would mind talking about that a little?

**JH:** Where I live in TN I belong to Pathways church and they have opened a lot of doors for me to serve my fellow man in a lot of positive ways. When we had the recent forest fires here in eastern TN it was Pathways Church that asked me to use my pickup truck to haul furniture and personal effects for people hurt by the fires. When hurricane Harvey hit Houston TX in 2017 I went down there to help my daughter put a roof on her home, and a group from my Church met me down there and I spent two weeks trying to help people hurting from the disaster. Also, through my church Sharon and I go out into homeless camps around southern Knoxville and try to find help and minister to the people living there. It is part of what we are called to do.

**FBF:** Do you have any words of wisdom for your fellow drivers out there with Malone?

**JH:** Be safe and conscientious in whatever you do. Be vigilant of your surroundings and take care how you secure your loads. What you do affects so many other people we need to make sure that we keep them safe. Malone has been good to me, and I will be good to the company.

Speaking for myself, I have known and worked with Jim for 7 years now. It has been a privilege.



## 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!

Dean Holland, Apr 3rd	Allan Hall, Apr 3rd	Larry Myers, Apr 3rd	Dale Snedeker III, Apr 4th
Jeffrey Pennington, Apr 4th	Elijah Davis, Apr 4th	Michael Flannery, Apr 4th	William Donahue, Apr 12th
Kim Pringle, Apr 12th	James Sale, Apr 12th	Raymond Bradshaw, Apr 12th	Bryan Hotz, Apr 12th
Kevin Marcum, Apr 12th	Thomas Butler, Apr 12th	Jason Abidin, Apr 12th	Frank Torres, Apr 12th

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

Joseph Stamp, Apr 12th ( Clifton Simon)



## CRST Flatbed Small Business Owner and Driver Team Member Anniversaries

Name	Anniversary Date	Years of Service	Name	Anniversary Date	Years of Service
Randy Arnold	4/08/2003	16	John Woll	4/01/2008	11
Macario Chavez	4/07/2010	9	Travis Diggs	4/13/2011	8
Leroy Jacobsen	4/13/2011	8	Mark Beshers	4/04/2012	7
Eugenio Gomez	4/12/2012	7	Eddie Garner	4/02/2014	5
Cornelius Riley	4/09/2014	5	Brian McArthur	4/09/2014	5
Donald Mowdy Jr	4/05/2016	3	John Hildenbrand	4/06/2016	3
Miguel Mejia	4/06/2016	3	Jeffrey House	4/06/2016	3
Lawrence Robards	4/13/2016	3	Jerry Hayes	4/14/2016	3
Joshua Reed	4/14/2016	3	Ken Gray	4/05/2017	2
Steven Childers	4/06/2017	2	Michael Ferguson	4/07/2017	2
William Teasley	4/13/2017	2	Antoine Rountree	4/13/2017	2
Junior Hoos	4/14/2017	2	Carl Erskine	4/04/2018	1
Billy Adkins	4/04/2018	1	Stephen Badgett	4/04/2018	1

## Thank you to contractor Todd McDiffett of Truck M1852 for providing this month's cover truck!

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](mailto:flatbedforum@crst.com)! #GOFLATOUT

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](mailto:flatbedforum@crst.com). We're looking forward to hearing from you!

CRST Malone, Inc.  
[flatbedforum@crst.com](mailto:flatbedforum@crst.com)  
601 Vestavia Parkway, Ste. 200,  
Vestavia Hills, AL 35216  
(205) 978-7475