

# FLATBED FORUM



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

VOLUME 2, ISSUE 8

05.31.2019

## Top stories in this newsletter



Eyes on the Prize and Tires on the Road



Mark Your Calendars!! International Road Check is Coming



Fuel Card Changes Coming Soon!



July 4th Holiday Settlement Schedule



Agent Spotlight

Welcome to Our Newest Driver Partners and Small Business Owners

SBO and Driver Team Member Anniversaries



## Eyes on the Prize and Tires on the Road by Maria Gilbert, Pricing Manager

As positive as we like to be here in the Pricing and Sales Departments' we also have to be realistic. The market isn't picking up this time of year as it usually does. Freight availability seems low and according to the most current Morgan Stanley Freight Index, 'Our Flatbed index decreased sequentially and underperformed seasonality'. In laymen's terms, the demand for flatbed trucks has declined several updates in a row now, and there's less freight out there than at the same time last year.

While the DAT average per mile for Flatbed trucks is only \$2.29 thus far in May, Malone remains steady at an average of \$2.44 per mile. Given our average LOH month-to-date is 520 miles, and the average number of loads hauled per week is 3, you're still averaging \$234.00 net more with Malone over most other Flatbed carriers at this time. Here's how that breaks down:

$\$2.44$  Malone average per mile -  $\$2.29$  DAT average per mile =  $\$0.15$  more per mile with Malone

$520$  average miles per load x  $\$0.15$  per mile =  $\$78.00$

$3$  loads per week x  $\$78.00$  =  **$\$234.00$  average more \$ than with other flatbed carriers**

While our rates continue to be strong, we will be looking at ways that we can increase the load availability within our direct shipper network over the next month. Our team will provide updates through the Flatbed Forum as we make progress on this initiative and how it will impact you – the backbone of our fleet.

In the meantime, don't lose heart. Keep your eyes on the prize and tires on the road. It's tough out there but we have your back and we're working quickly to bring you more opportunities. Please don't hesitate to reach out to us directly with questions or concerns at

**Quick Pay drivers average 15% more revenue and loaded miles per week or \$20,000 more per year**



### International Roadcheck— June 4-6, 2019 by Burt Gingerich, Safety Trainer

The upcoming Safety Blitz will be focusing on the steering and suspension components of the tractors this year. Here are a few signs and things you can inspect to ensure your Truck stays on the road, and you stay in your seat.

Does your truck bounce, shake, sway, thump, whine or groan?

These are the tell-tale signs of steering and/or suspension issues. Be sure when checking your suspension and steering systems you are looking for loose bolts, leaking seals, wear marks, and excessive play. Check your tires for cupping and uneven wear, these are typical signs of suspension and/or steering problem. Walk away from your truck and trailer while empty and loaded, look at it from a distance. Is the unit leaning? Does it appear that the front of the truck is sitting higher than normal?

The steering and suspension systems play a MAJOR role in our daily activities. These systems control the direction of travel and directly impact acceleration, braking and fuel consumption. Let's make sure our steering and suspension systems can get us back

### Fuel Card Changes Coming Soon! By Scott Burmester, Director of Birmingham Operations



One of the great things about working with Workhound and gathering your feedback is it allows us to make changes to improve your contractor experience. Some of the feedback we received was regarding our current system of fuel advances and fuel cards. We are working with Comdata to provide a card that will provide more options for you to access your money, an easier system to purchase fuel, and a better mobile app for your smartphone or tablet. For us to achieve this change, we will be sending out a new card to every contractor in June and will swap over to the new card in early July. Please be on the look out for more information regarding specific dates for the change and details on the improvements we have made. In the meantime, please make sure we have an updated mailing address for you so that the new card arrives without issue. We will communicate all changes on the Malone Load Board, QUALCOMM, conference calls, and by mail. Thanks



### July 4th Holiday Settlement Schedule

July 4<sup>th</sup> is a federal holiday and the CRST offices will be closed. The holiday falls on a Thursday and that will not have a huge impact on the regular settlement pay schedule.

#### Regular Settlement Schedule

Paperwork scanned June 26,2019 -Friday June 28, 2019 will pay on Wednesday July 3<sup>rd</sup>. Funds depositing to your pay card will post to your Comdata card the same day. Any funds being direct deposited to your bank, will not post to your account until Friday, July 5<sup>th</sup>.

Paperwork scanned June 29<sup>th</sup> – July 2<sup>nd</sup> will pay on Friday July 5<sup>th</sup>.

#### Quick Pay Schedule

Paperwork scanned Monday, July 1<sup>st</sup> will pay on Wed, July 3<sup>rd</sup>.

Funds depositing to your pay card will post to your Comdata card on July 3<sup>rd</sup> but funds being direct deposited to your bank will not post to your account until Friday July 5<sup>th</sup>.

Loads scanned on Tuesday July 2<sup>nd</sup> will not pay on the quick pay schedule until Friday, July 5<sup>th</sup>.

Please contact your settlement clerk for any changes or concerns with this schedule.

Toni Sullivan	205-978-7485	Freda Harris 205-978-7483
Regina Herron	205-978-7484	Cynthia McBride 205-978-7482

Have a safe summer and holiday!



## Agent Spotlight—Lori Turner

This issue we are spotlighting Lori Turner, CRST Malone's 2019 Agent of the Year. Lori's agency is located in Woodhaven, MI.

### **Tell us a little about your agency.**

The Detroit Agency is located at the Pilot Truck Stop at exit 32 off I-75. We have approximately 30 seasoned drivers that run primarily covered wagons and Conestoga trailers

### **How long have you been with Malone?**

I have been with the Malone operation for almost 16 years, and I was with Smithway Motor Xpress for 11 years prior

### **How did your agency start?**

I took over the agency when Chuck Graham retired. Chuck had been with Malone for over 30 years

### **What are your primary freight lanes?**

We like to concentrate on the Midwest and Southeast regions, but we have freight to accommodate anyone who comes in the area

### **Who is your top customer and why?**

We have a wide variety of customers that we have been dealing with for years, which makes them all important to me

### **What advice do you have for other agents?**

If you take care of your contractors—your contractors will take care of you

### **What advice do you have for our drivers?**

Always be safe, and communication and building relationships are key to your success

### **What is your favorite thing to do outside work? Hobbies and interests?**

I enjoy shopping, camping, and spending time with my family & friends

### **Tell us three things most people don't know about you.**

I'm a little OCD.....lol

I'm a single parent

My sister "Sherry Adkins" worked at Malone before she passed away

### **What is your proudest moment at CRST Malone?**

I would have to say my proudest moment at CRST, is becoming agent of the year

### **What are you most grateful for at CRST Malone?**

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CRST Values Safety; Make Safety Part of Everything You Do!



**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!

- |                           |                             |                              |                              |
|---------------------------|-----------------------------|------------------------------|------------------------------|
| Anquan Lewis, May 13th    | Clarence Jones Jr, May 15th | Claude Hodges, May 15th      | Devin Culpepper, May 15th    |
| Ricky Anderson, May 15th  | Lacedris Tenner, May 16th   | Rayford Jefferson, May 16th  | Henry Thurmond Jr, May 16th  |
| Quinnell Rich, May 16th   | James Reed, May 16th        | Christopher Stroub, May 16th | Gary Grimes, May 20th        |
| Chukudi Chinwah, May 20th | Shoko Crowley, May 20th     | Carey Fortson Jr, May 22nd   | Jonas Brand, May 22nd        |
| Paul Custer, May 22nd     | Earnest Nichols, May 22nd   | Justin Poland, May 22nd      | Darrel Williams Jr, May 22nd |
| James Heaney, May 22nd    | Anthony Raynor, May 22nd    |                              |                              |

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



Name	Anniversary Date	Years of Service	Name	Anniversary Date	Years of Service
Lindy Dailey	5/24/1991	28	Randy Zapp	5/16/1996	23
Robert Mowery	5/24/2001	18	Paul Udovich	5/30/2008	18
James Harvey	5/18/2010	9	Robert Reeves	5/19/2010	9
Randall Spilman	5/26/2010	9	Jonathon Ferren	5/18/2011	8
Robert Deason	5/15/2012	7	Russell Bacon Jr.	5/23/2012	7
Timmy Woods	5/24/2012	7	Daniel Ponder	5/24/2013	6
Michael Aubert	5/30/2013	6	Byron Ceasar	5/21/2014	5
Patrick Hensley	5/29/2014	5	Andrew Cummings	5/30/2014	5
Timothy Garmon	5/30/2014	5	James Gary	5/19/2016	3
Michael Deyoung	5/17/2017	2	Leon Hansen Jr	5/17/2017	2
Clinton Castleberry	5/18/2017	2	Keith Miller	5/22/2017	2
Steven Strimling	5/23/2017	2	Kevin Sok	5/24/2017	2
August Pusateri	5/16/2018	1	Richard Evans	5/17/2018	1
Michael Bird	5/24/2018	1	Michael Royal	5/24/2018	1
George Collier	5/24/2018	1	Larry Felts	5/25/2018	1

**Thank you to Cory Molzahn of Truck M8701 for providing this month's cover truck! Cory has been with CRST 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! #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. We're looking forward to hearing from you!

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