Never Losing Sight: Mr. Lance Jordan’s Story of Lease Purchase to Owner Operator by Josh Moore, Fleet Manager

Mr. Lance Jordan just completed the lease purchase program with CRST Malone after two years, and he is now a proud owner of his own truck. Lance represents what the CRST Malone Lease purchase program is all about. He is someone who came to CRST Malone with the dream of owning his own truck and did not allow anything to get in the way of it. Lance began his CRST Malone lease purchase journey in August 2017 and completed it last month. Lance chose CRST Malone because of the ability to choose his own loads and choose where he wants to run - this is the reason Lance remains with CRST Flatbed to this day! The secret to Lance’s success is his adaptability to freight changes, and not getting frustrated when times are tough. Lance always held onto the goal of owning his own truck and focused on what it would take to achieve that goal.

Lance came to CRST Malone with a businessperson mindset, and not that of a company driver. Lance’s goal each week was to gross $3,100 to $3,200 so his take home amount would be at least a $1,000 per week. In order to meet that goal, Lance adapted to the fluctuation of freight availability during the year. During the warmer months, spring to fall, Lance runs 4 to 5 loads a week and mainly stays in the Southeast – Alabama, Florida, Georgia, and South Carolina. Lance can run more loads because it is a smaller geographic area, and the higher volume of loads equates to more money. Then, during the winter months, Lance runs between 2 and 3 loads a week. However, the winter loads tend to be longer LOH, and more nights spent away from home. During the winter months, Lance tries to run loads between Alabama and Georgia to the North landing in Indiana and Ohio; taking loads back out of there and then doing it all over again. Regardless of the time of year, Lance runs loads Monday through Friday, and is home on the weekends.

Lance is from, and currently resides in, the state of Georgia. He’s been married to his wife, Jasmine, for two years and they have two beautiful daughters – Ryleigh, 4 months old and Carleigh, 6 years old. In addition to Lance’s career with CRST, he also owns a landscaping company that he operates from spring to fall. When Lance is not managing his trucking business, he can be found doing landscaping work on the weekends. During the winter months, Lance can be found in the woods hunting deer - he loves to go hunting, and his largest trophy to date is 12-point buck.

Thank you Lance, Jasmine, Carleigh and Ryleigh for being a part of the CRST Flatbed family!

CRST Flatbed Welcomes Our Newest Family Members!

We would like to welcome Allen Ray Michael, born to Roger and Brandi Michael on 6/7/2019 at 5:59 PM.
7 pounds, 5 ounces
20.25 inches

Roger has been with CRST Malone, Inc. since December 19, 2017 in W370TM.
We’re all wishing Roger and Brandi joy and happiness with the newest addition to their family!
2019/2020 - 2290 'Heavy Highway Vehicle Use Tax' Renewal

The 2019/2020 - 2290 renewal for owner operators starts July 1st and it's due by August 31st. *The 2290 'Heavy Highway Vehicle Use Tax' does not apply to Lease Purchase Operators.*

**Please note if your 2290 is filed after August 31st there will be penalties.** Please file your 2290 and send a copy to Rita Welch or Sandra Wright. Rita and Sandra must have your stamped 2290 to renew your plate at renewal time.

You can email or fax your 2290's to Rita and Sandra directly. Rita may be emailed at rwelch@crst.com or faxed at (319) 390-6793 and Sandra may be swright@crst.com or faxed at (319) 390-6288.

If you have a road use escrow account set-up, you can contact Contractor Settlements or Accounting/Advances to have your escrow loaded to your settlement card to assist with your payment of your 2290 tax. If you would like CRST to file your 2290, you must have $550.00 in a road use account or maintenance money, in order for us to process your 2290 renewal.

If you have any questions about this process, please don't hesitate to contact Rita Welch in Licensing/Permits at (205) 978-8713 or Sandra Wright in Accounting/Advances at (205) 978-8710.

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July 4th Holiday Settlement Schedule

July 4th is a federal holiday and the CRST offices will be closed. The good news is that since the holiday falls on a Thursday this year, there will not be a huge impact on the regular settlement pay schedule!

**Regular Settlement Schedule**

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

Paperwork scanned Saturday, June 29, 2019 through Tuesday, July 2, 2019 will pay on Friday, July 5, 2019. Funds depositing to your pay card will post to your Comdata card the same day on Friday, July 5, 2019. Any funds being direct deposited to your bank will not post until Monday, July 8, 2019.

**Quick Pay Schedule**

Paperwork scanned Monday, July 1, 2019 will pay on Wednesday, July 3, 2019. Funds depositing to your pay card will post to your Comdata card on Wednesday, July 3, 2019. Any funds being direct deposited to your bank will not post to your account until Friday, July 5, 2019.

*Paperwork scanned on Tuesday, July 2, 2019 will pay on Friday, July 5, 2019. Funds depositing to your pay card will post to your Comdata card on Friday, July 5, 2019. Any funds being direct deposited to your bank will not post to your account until Monday, July 8, 2019.*

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

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

Have a safe summer and holiday!

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Clean Inspection Incentive - We $$ For Clean Inspections

On June 1, 2019, CRST Flatbed started a new incentive program to encourage our contractors to get a clean inspection. Doing proper pre- and post-trip inspections now pays in two ways.

First - A clean inspection means you have safe and reliable equipment while operating on public roads. This means less down time, faster roadside inspections and less stress when you are pulled behind a scale.

Second - We offer a cash incentive for your professionalism. Upon completion of your first clean inspection, we give a $25.00 cash incentive. The amount grows larger with each consecutive clean inspection! At your second clean inspection, in a row, we pay a $50.00 cash incentive! The third consecutive clean inspection, and each consecutive clean inspection after, pays a $100.00 cash incentive. That’s right - the more clean inspections you get, in a row, the more it pays!!!

Did you fail an inspection after two or three clean one’s in a row? Let us help you get back in the game again – contact a shop to take care of the issue and on your next clean inspection the cash incentive starts over at $25.00 again!

We would like to congratulate the 29 contractors that received clean inspections in the first two weeks of this program. When you get inspected, make sure you and your equipment are in safe working order and your roadside states “no violations were discovered” upon turning it in.
A Slow Start to Summer by Maria Gilbert, Pricing Manager

I have to say what most of you are thinking, it’s been a very slow start to this summers’ pick-up in freight. According to the latest DAT Trendline, the number of loads per truck this time of year compared to last year is down 85.6%! Further, one of our market indicators, the Morgan Stanley Truckload Freight Index is telling us that we’ve dropped lower than 2016 levels of available freight for the same time of year – this is the lowest it’s been since 2013, at least. In addition to lower freight availability, the rates are dropping. According the latest DAT Trendline, flatbed spot rates are down 16.1% compared to this time last year.

While CRST Flatbed has not requested rate reductions of customers yet, some of our larger customers have given across the board cuts that go into effect towards the end of June. While this may increase the number of available loads, it also means that you may not be taking home the same amount on the same load next month as you did last month.

A couple of points to keep in mind: customers are taking these rate decreases with all their carrier’s. The decreases are not specific to CRST Flatbed. We will continue to push on your behalf to get the best rate available, but we will also ensure that there are loads available to you. If we cannot get a load due to a rate that’s too high, then it doesn’t do you any good.

Most times, having a load available is better than no load available. Additionally, if you see a load that can get you moving and back into a better area – the Midwest or Southeast, specifically – TAKE THE LOAD! You’ll do much better running the Midwest and Southeast right now. Customer Service is better able to keep you loaded and running in these areas with less deadhead cutting into your bottom line.

Please don’t hesitate to reach out to Andy Krupa, Director of Customer Service, at akrupa@crst.com or (319) 739-4927, if you would like to discuss different routes that may be able to keep you moving or get you where you need to go. As always, we are also available in the Sales & Pricing department to discuss specific trends, customers, rates, and so forth - please don’t hesitate to reach out to us at (205) 978-7481 or at flatbedpricing@crst.com.

CRST Flatbed Freight Density by Stephen Lutz, Manager of Customer Service

When planning your week one of the most important factors is, “Where can I run that will keep me busy with the lowest probability of laying over?” Keeping that in mind, we wanted to review Malone’s freight density, or where the average highest number of outbound loads exist on a basis. The areas below in green, are the areas that you can load into with high confidence for a preplan or a “day of” load to get you back out on the road again. For instance, if you’re loading to Chicago but the loadboard doesn’t show anything currently outbound for the day you’re arriving, the likelihood of multiple options coming up by the time you get empty is incredibly high. Instead of waiting on a load to show up on the loadboard, it helps to reach out to the Customer Service Representative handling the area while on your way in to the destination.

These are our areas with the highest freight density - the highest average # of outbound loads per day:

- **Alabama - 35 loads/day**
  Stephen Lutz, slutz@crst.com or (205) 978-7492

- **Houston - 29 loads/day**
  Bridget Wallace, bwallace@crst.com or (205) 978-7493

- **Georgia - 32 loads/day**
  Stephen Lutz, slutz@crst.com or (205) 978-7492

- **Chicago - 30 to 40 loads/day**
  Rick Crespo, rcrespo@crst.com or (319) 739-4985

- **Pittsburgh - 20 to 30 loads/day**
  Molly Brown, mbrown@crst.com or (319) 731-5676

- **Kentucky - 20 to 30 loads/day**
  Katie Fargo, kfargo@crst.com or (319) 390-6222

If you land in one of these areas and are having trouble finding a load, please reach out to the Customer Service Representative, as indicated above, that is responsible for that area. **There is no reason to sit without a load and it is our job to help you find one that works for you.** The Customer Service group exists to provide you with as many freight options as possible.

**We look forward to working with you, and speaking with you soon!**
Comdata Fuel Card Change FAQ’s

We are getting closer our fuel card change over. Below are frequently asked questions that will be helpful to answering any questions you may have.

1. **How do I get my new card?**
   We will be mailing out new cards to all contractors starting the week of June 17, 2019. Please check your mail and have the new cards ready in hand on July 8, 2019. If you are unable to get by your mailing address, please contact your fleet manager.

2. **I received my new fuel card, what is changing?**
   Effective July 8, 2019, we will be swapping from our current cards to the Comdata On Road Mastercard. This ONE card will be used for both fuel and your funds. In addition to swapping cards, you will no longer have to call in for fuel advances. These new cards are available to purchase fuel and DEF at any Comdata accepted location without calling in.

3. **When do I start using my new card?**
   On July 8, 2019 we will swap from the current cards to the Comdata On Road Mastercard.

4. **What do I do with my current card?**
   Continue to use your current card(s) until July 8, 2019. After July 8, 2019 the old cards will not work, and you can dispose of them.

5. **What about cash or settlement advances?**
   $50 per day is available Monday thru Friday for money that is needed on the road.

6. **What if I have money left on my fuel card when we swap?**
   We will swap all money that is left over on the fuel card over to the new card as funds available to you.

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**IMPORTANT DATES TO KNOW**

**June 2019**

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**June Events**

- **7/1** - Begin turning in 2290 Heavy Highway Use Tax Forms
- **7/4** - Offices closed, Independence Day Holiday
- **7/10** - Monthly contractor conference call, details to follow

**July 2019**

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**July Events**

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**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!

- **Andre Story, June 13th**
- **Ian Stothers, May 29th**
- **Lashon Vaughn, June 6th**
- **Tobias Brinson, June 13th**
- **Anthony Gonzales, June 13th**
- **Jerry Greve, June 13th**
- **Martez Hall, June 6th**
- **Wade Foreman, June 5th**
- **Dameon Hall, May 30th**
- **Kenneth Cooper, June 6th**
- **Quentin Berry, June 6th**
- **Walter McCoy, June 13th**
- **David Thompson, June 13th**
- **Givone Bellamy, May 29th**
- **Kristopher Wisda, June 13th**
- **Roger Hatcher, June 6th**

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4
## CRST Flatbed Small Business Owner and Driver Team Member Anniversaries

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<tr>
<th>Name</th>
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<th>Years of Service</th>
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<th>Anniversary Date</th>
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<td>Adrian Sanders</td>
<td>6/7/1982</td>
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<td>Arvyn Neuhaus</td>
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<td>John Rutan</td>
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<td>Ronny Silva</td>
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<td>Stevie Calhoun</td>
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Thank you to Roger Michael of Truck W370TM for providing this month’s cover truck! Roger’s been with Malone since 12/19/2017. 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!