

What's News



**Sammons
Trucking**

March 2011

March has roared in like a lion. We loaded more loads on the last day of February than we have in any single day in the last 2 years and clients are raising rates – in the Midwest – to compensate for capacity issues. Now we need the weather to cooperate. February was up considerably over last year. Keep safety in mind and let's keep the freight solid.

We had the pleasure of meeting Anne Ferro of the FMCSA at the Specialized Carrier & Rigging Association (SCRA) meeting last week in Indianapolis. To sum up her comments, she is quite informed of the open truck and over-dimensional business model and has seen inconsistencies with the Hours of Service rules proposed. She feels with the public comments made, there will be some tweaking to the proposed rule. – Good news, but we'll see where it ends up.

They – the FMCSA - and Sammons have much on our plates. We need to focus on the CSA issues of **speeding**, maintenance – **lights and brakes**, and logs – **form and manner, current hours**. Still much to do to get our numbers better and *we are improving*. Please keep the efforts going.

Sammons and UDrove have put a program together that should any contractor sign up for the UDrove logging product by 7/1/11, the first six months are free to that Contractor. Please contact Phil and his department for details. This alone will clear up our form and manner issues. No solid ruling yet on the EOBR, but we were told to figure the final rule early next year after public comment.

Thanks for being safe out there.
Tim

Date: March 2011

February New Contractors

UNIT	NAME	ANN
1503	Garrett G. Loser	2/8/2011
1529	Michael Wray Parks	2/10/2011
1547	Danny Duane Divine Jr.	2/11/2011
1237	Karl Lee Smith	2/11/2011
1549	Jeffrey Swartz	2/11/2011
1239	Jared Allen Pierce	2/14/2011
1515	James Terry Wolfe	2/14/2011
1625	Raymond John Haskins	2/16/2011
1541	Dale L. Smith	2/16/2011
1605	Daren David Duryea	2/21/2011
1095	Jerald Roy Craft	2/22/2011

Maintenance Corner

M- Monthly Maintenance Reports- these are required by DOT, please send them in by the 10th of the following month.

A- Air Pressure- with fuel prices rising and the cost of tires going up another 12% this year, save yourself a lot of money by checking your tire air pressure weekly.

R- Report- All Accidents- no matter how minor all accidents must be reported to the Safety Dept. Please call Kimberly Donahoo if you have any questions.

C- Citations- When you receive a citation you must notify your carrier within 24 hours. Please call Vicki Randles if you have any questions.

H- Height- NEVER GUESS THE HEIGHT OF YOUR LOAD- Be Safe and measure your load- we have Height Poles here in Missoula for sale- Contact Maintenance Dept.

Winter Slips & Falls

By SeaBright Insurance Loss Control

Considering all the effort companies and their employees put into preventing slips and falls, surprisingly little attention is paid to walking from parking lots and between buildings during the winter months. Despite good removal of the snow and ice from streets and sidewalks, employees will encounter some slippery surfaces when walking outdoors in the winter. It is important to be aware of the dangers and to walk safely on ice and slippery surfaces.

Here are some tips to get through the winter months:

- Plan ahead. Give yourself sufficient time and plan your route.
- Wear shoes that provide traction on snow and ice: rubber and neoprene composite. Avoid plastic and leather soles.
- Use care when entering and exiting vehicles. Use the vehicle for support.
- Use handrails for support where available.
- Walk in designated walkways. Taking shortcuts over snow piles and areas where snow and ice removal is not feasible can be hazardous. Look ahead when you walk, a sidewalk completely covered with ice may require travel along its grassy edge for traction.
- Take short steps or shuffle for better stability.
- Bend slightly; but walk with your center of gravity directly over the feet as much as possible.
- If you fall, try landing with sequential contacts at your thigh, hip, and shoulder. Try to avoid using your hands and arms to break your fall.
- If your feet slide out forward from under you, bend your back and head forward slightly while falling so you do not slam the back of your head on the pavement.
- When you enter buildings, remove the snow and ice from your footwear to prevent creating wet slippery conditions indoors.

2010 Top 10 Truck Earnings

Hello all and happy March! Sorry for the delay in getting the numbers out, but better late than never, I hear. The list below reflects the top 10 Contractor truck earnings for 2010 for the Heavy Haul and Stepdeck/Flatbed fleets. Congratulations to all and thank you for your hard work and dedication to Sammons!

Teresa

Heavy Haul

- #1519 David Nash
- #1815 Michael Hearn
- #1593 Jackson Trucking (Larry Jackson)
- #1703 Brian Alexander
- #1723 Ray Voorhees
- #1731 Allen's Trucking & Welding Service (Allen Smith)
- #1599 Donald Best
- #2203 Jeffrey Phillips
- #1567 Everett McCain
- #1429 Charles "Mark" Ballard

Flatbed and Stepdeck

- #967 William Butterweck
- #1987 Mathew Christiansen
- #1939 Robert Ellinger
- #2079 Brian Barnes
- #1725 Joachin "Jerry" Rothe
- #1221 John Manning
- #2155 Brad Fick
- #1867 Fast Times Trucking (Kyle Howard)
- #1889 James Hillweg
- #1573 Thomas Minick

Recruiting Corner

Thank you

I wanted to take a minute to thank everyone for your help in finding quality people to work with us. One third of the applications we receive are from people who have talked to a Sammons Contractor. Although we may not always be able to bring on everyone, your help finding them is greatly appreciated. Business seems to be picking up and with your help we can grow the fleet to match the increased demand. Perhaps in time we can be back to over 300 trucks with business to spare.

Joe

DIESEL AT \$4.00 PER GALLON OR MORE???

Phil Hinshaw, Safety Director

Are you really ready to protect your business from this cost?

Several Basic Steps to save big dollars on fuel.

1. Know your truck engine's sweet spot and that the faster you drive the more wind resistance your vehicle has to overcome. All things equal a truck running 65 vs 60 will lose almost ½ mile per gallon. Driving 100,000 miles at 6 mpg uses 16,666 gallons. The same 100,000 at 5.5mpg uses 18,182 gallons of diesel. The difference of 1,516 gallons at \$4.00 per gallon is \$6,064.
2. Under inflated tires can also cause a loss of almost ½ mile per gallon. The added loss is that it wears tires out faster so there is more loss there as well.
3. Idling your trucks engine costs a half to 3/4ths gallons per hour. An average 10 hour stop goes thru 5 to 10 gallons of diesel. That is \$20 to \$40 not counting the wear and tear on the engine (more costs).
4. Synthetic lubricants and air deflectors both have a place in cutting down the use of fuel as does hauling less extra weight. Every 100 pounds of extra gear or dunnage has a solid negative impact to your fuel costs as well.
5. Price shop for fuel. An example is buying fuel in Portland thru Markets terminal fuel saves a solid

Just these 5 steps can save an operator over \$10,000 per every 100,000 miles. This is a clear \$0.10 per mile that could go in your pocket. Truck smart—you will have to if diesel continues to cost more.

Harold Bell June 20, 1925– March 8, 2011

By: Tim Stanley, World Staff Writer, Tulsa World

In the middle of a grueling campaign during World War II, the young soldier from Tulsa, desperate for food, had been searching a dead German's body in a foxhole he'd discovered. But when he heard it - the voice like his father's that he swore had called his name - Bell froze. Dropping an unopened can of rations, he quickly climbed out of the hole. Before he could ascertain what he'd heard, though, a deafening explosion knocked Bell off his feet. Half-buried in dirt, the soldier, who was uninjured, looked around, and what he saw stunned him: The foxhole he had been in just seconds before had been hit by an artillery shell.

Bell was never able to explain the mysterious voice, but he believed that it had saved his life, and he remained grateful for his good fortune. Bell never forgot the friends and comrades who hadn't been so fortunate, and recently his thoughts turned to them again, thanks to an unprecedented opportunity to honor their sacrifices. As part of Oklahoma's Honor Flights program, Bell joined more than 100 other World War II veterans in October for an all-expenses-paid trip to see the National World War II Memorial in Washington, D.C. "He had a wonderful time," said his wife, Ardena Bell. "He talked about it for days and days after he got back. He said it was a great tribute to the men, and he had never dreamed he would ever see it. We are so thankful now that he got to go."

Harold Lloyd Bell, a decorated veteran and longtime Tulsan, died Tuesday March 8th, he was 85.

State Rep. Eric Proctor, D-Tulsa, a coordinator for the state Honor Flight program, was a pallbearer.

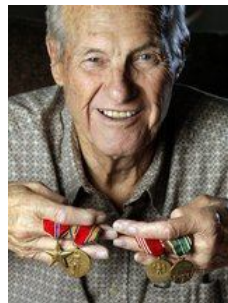
Proctor, who accompanied Bell's group on its trip, said he has submitted an amendment to a bill before the Oklahoma legislature to name an Interstate 244 bridge in Tulsa in Bell's honor.

A corporal with the Army's 10th Mountain Division, Bell and his fellow soldiers fought multiple battles against the Germans in Italy's rugged Apennine Mountains in 1944 and 1945. It was a brutal and intense phase of the war that, while successful in driving the Germans out of Italy, cost Bell's division dearly: Of 13,000 troops, some 1,000 were killed and 4,000 were wounded. For his own part, Bell was awarded two Bronze Stars, among other decorations. Family members said Bell didn't begin opening up about his experiences until shortly before his trip to Washington.

The memories had been too painful, and Bell acknowledged that he still had nightmares about fallen comrades.

Carl Bell, Bell's youngest brother and a Vietnam veteran, said: "It meant everything in the world to us that he got to make that trip. I think all of those guys should get to go." The trip included a visit to Arlington National Cemetery and other memorials. Ardena Bell said she kept calling program officials until she got her husband added to the list to go. "He thought it was the best thing that had ever happened to him," she said.

Bell is survived by his wife of 27 years, Ardena Bell; their children, Mike Bell, Cheryl Patrick, Nancy Swartz, Judy Scoby, Sheryl Pool, Stanley Duck and Rita Gile; two brothers, Dale Bell and Carl Bell; 13 grandchildren; and five great-grandchildren.



Agent Focus

Lani Chun Agent 423—Based out of Bend, OR.

Contact Info: (541) 306-6186

Type of freight: Heavy Equipment, Machinery, Misc Manufacturing Supplies, Used Equipment & Systems, Construction Equipment.

Loading areas: CO, NE, KS, MO, IL, AL, PA, KY, MD, OH, MN.

Delivery areas: WA, CA, NM, TX, OK, MO, KS, AZ, IL, WI, MN, MI, MS, LA, AR, GA, FL.

Lani has been in business for 9 years and has been an active agent with Sammons for 2 months. Give him a call to see if he can help you.

twitter



YouTube



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