

FEBRUARY 2021

K & J CONVOY

A Newsletter for the Drivers of K & J Trucking, Inc.



Did you catch K & J on the News? If you want to see the story, check our Facebook!

FEB. ANNIVERSARIES

ERIC CRUZ - 2 (1 YR)
BRAD SCHIPPER - 2 (35 YRS)
GREG DUBOIS - 4 (1 YR)
FRANCISCO RANGEL - 4 (2 YRS)
JOE GUM - 6 (9 YRS)
NICK SOULEK - 9 (3 YRS)
JC VEGA - 16 (9 YRS)
JOHN HALL - 19 (1 YR)
ROBERT HAMILTON - 21 (9 YRS)
MARK GROVE - 24 (1 YR)
DOUG ARNOLD - 26 (2 YRS)

FEB. BIRTHDAYS

SCOTT MARGESON - 6
MARSHA EASTERLING - 8
FRANK FELDMANN - 13
BOB HOFFMAN - 16
LARRY SCHUMACHER - 18
THERON THOMPSON - 18
TERRY SMITH - 20
JOHN SCHWINGLE - 24
SEAN MCEACHRAN - 28

Changes in the Shop

We are streamlining some processes in the shop to make better use of Lou's time. Josh will now be taking over all appointment requests and scheduling. You may also contact June or use our online form on the driver website. Again, if you need to schedule maintenance or a wash on your truck or have questions about that work, contact Josh from now on.

Our hope is that this will free up Lou's schedule a bit so he can focus on breakdowns, more complex repairs, researching new equipment, and reaching out to our parts reps for better pricing. We appreciate your help protecting Lou's time as we move forward!

Be Diligent in the Details

Please read your bills! We need everyone to double check temperature, verify the seal number and get the seal signed intact!

We know that these are all little things that we take for granted everyday. It is easy to get complacent, but these small tasks are so very important to ensure a smooth trip from Point A to Point B.

These small actions on your part are huge in keeping our customers happy and helping us to stay profitable and competitive. Please remain diligent in the details!

K & J to Stay Out of New Jersey Moving Forward

New Jersey has a crazy tax law where if we drive even ONE MILE in that state, they charge approximately \$4000 in taxes or fees. We just don't run enough miles in the state to justify that cost, so we've told our shippers that we aren't going there. For those who occasionally get over in that direction, this is a note and reminder to you steer clear of NJ. We're sorry for all the NJ lovers in the fleet!

Major Accident Reductions in 2020

Congratulations, Kudos, Awesome Job and the list of commendations goes on.....

There was a reduction of incidents that involved K & J Trucking units by 32.9%. There were 85 incidents/accidents in 2019 which includes everything from damaged trailers, suicidal deer, us being hit or us hitting others. The total for 2020 came to 57 incidents/accidents. What a super job done by all of you. But, there is still room for improving these statistics.

Accidents reduced by 32.9 % year over year.

In 2019 there were 44 of the 85 where we were at fault. That includes not finding the damages on the trailers until getting to the next facility to backing in and hitting someone or something else. That is a 51.7% at-fault rate for 2019. In 2020 there are 25 of the 57 that could have been prevented. That is a 43% at fault rate for us.

The reduction in the incidents/accidents helped with our insurance renewals but there is room for improvement. The tough part is we don't see improvement in the insurance costs right away. We need to ensure that there is a continued downward trend in incidents.

Seeing the improvement in us being at fault is great. The continued use of 6 second following distances and the "get out and look" has helped. Keep it up everyone. Our most expensive accidents are the hitting someone at road speeds 1.7%. The most frequent are backing into someone or something else 28%.

Thank you,

Jennifer

Tools to Have In Your Truck

- Vice Grip
- Pliers
- Screw Drivers: Philips, Torque, and Straight
- Test Light
- 10 Inch Crescent Wrench
- Hammer 2 LBS
- Pulp Thermometer
- Duct Tape
- Wire Ends
- Zip Ties (various sizes)
- Tarp Straps
- Flash Light
- Gloves
- Coveralls
- Winter Hat

Additionally, don't forget to bring safety devices such as chains, AutoSocks, and shoe traction devices to prevent falls!

K & J NAMED A 2021 FLEET TO WATCH

Best Fleets to Drive For, an award through the Truckload Carriers Association, is a "who's who" list in trucking that focuses on driver feedback and treatment. We were nominated by Theron Thompson and went through a long and grueling process of reportings, interviewing and collecting surveys from our drivers.

In the beginning of January TCA revealed the Top Twenty Carriers in the US. Sadly, we didn't make that list, but we did make their Fleets to Watch list! When you look at the Top Twenty list year over year you can see that breaking into that group is incredibly hard, but getting into the Fleets to Watch is our first step! Thank you to all of you who helped along the way and helped us share K & J on a national scale!