

K & J CONVOY

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



Here is Jeff Eschen's new truck! Who isn't a sucker for brand new chrome and a fancy grille? If you have a fun photo text it to Carrie at 605-461-6792 or email at canderson@kandjtrucking.com!

SEPT. ANNIVERSARIES

JEREMY TEAS - 4 (2 YRS)
BRYAN LAUTT - 11 (1 YR)
STEVE MALLINGER - 17 (31 YRS)
BRAD HARALDSON - 17 (8 YRS)
NEAL HINKER - 23 (25 YRS)
LAURIE CAMERON - 23 (2 YRS)
FRANK BARLOW - 24 (5 YRS)
THERON THOMPSON - 28 (4 YRS)

SEPT. BIRTHDAYS

JASON VANLOH - 2
BRAD HENDRIKS - 6
BILL CLARK - 14
AL PARRISH - 15
AARON HATFIELD - 20
DOUG ARNOLD - 27
BILLY KILLIAN - 28
JC VEGA - 29

No More Schwan's... For Now

We have had one customer change. Effective 8/25, we are no longer hauling for Schwan's Foods.

Back in June they moved their NY runs to come out of WI, which reduced our volume with them down to a minimal amount. They then kicked out a request for additional insurance above and beyond everyone else we haul for.

The additional cost of the insurance was too costly to make up in the volumes, so we chose to let it go, and asked if we can take another look at their next bid package when it comes around. For now, we are done with Schwan's.

A Quick PC Status Reminder

The closest safe haven is NOT always in the desired direction of travel. If you go 60 miles closer to your next stop rather than 20 miles back the 'wrong' way you are in violation of the rules governing the use of PC.

I check these trips because the Feds are going to when there is an audit. So some of you have received calls from me and have had to correct your use of PC to driving. I do not like having to do this, but I will because that is what Shelley has instructed me to do.

If they just wrote you the ticket that would be fine, but they write one to K & J as well as you during audits.

Getting Ready for Winter... and New Drive Tires

Winter is just around the corner, In the month of September and October we want to check your fuel tanks for water, check your batteries, and make sure you have tire chains or tire socks in your truck by October 1st (in Colorado you need chains by September 15). If you want new drive tires in October, *now* is the time to make sure we have the tire in stock. Bridgestones are running \$455.00 per drive, Michelin are running \$500.00 per tire, and there are other brands we can check on. Fill Let Lou and Josh know. Company trucks, these services will automatically be done in September and October!

A Note From Dispatch

Good day everyone, and if you haven't looked at the calendar, summer is over. Nothing left but trucking. Let's go to work. Some of the freight markets are cooling off as well, I'll continue to discuss those in the weekly videos.

I met with each dispatcher to come up with content for this September newsletter. Here's the list from each:

Lee - Please report working plans to dispatch. Anytime you are dispatched within a 275 mile radius of Sx Falls. Omaha, Fargo, Minneapolis or Sx Falls itself. Let us know if you're looking to come home or keep at it. Please do not change plans over the weekend for Monday if possible, it is often too late since we plan our Monday trucks on Friday!

DJ - Check your bills when empty. Check your trailer when empty. Then put in an empty call. If you have discrepancies or product on the trailer, you are not empty! Please call dispatch to report the discrepancies.

Nathan - Baker Boy is very busy. Please check that the PO # in the system matches the PO # on your bills. They are shipping multiple loads to the same location, and life is very complicated when the wrong load is picked up.

DJ & Nathan - Ruiz and US Cold are getting particular again about load locks being left in the trailer. 2 load locks need to be left in the trailers when dropping. If you're picking up an empty be certain you are getting two load locks back. If you get empty on a Ruiz load, and there are no load locks to be found, let your dispatcher know. Shelley has never purchased or reimbursed load locks for owner/operators. So we need to help each out, and keep the load lock pool full.

Cynthia - When delivering to Costco, verify that you have a sticker for each PO. This is very important! If we don't have a sticker, they won't produce another one after you leave. Life is very complicated when we don't get all the stickers.

Dan - Please take the time to get a tanker endorsement if you don't have one. If you want to give yourself a chance at more loads, perhaps better loads, less DH, etc, get a tanker endorsement.

Jenny - Who said trucking was stressful... I am 35 and feel great!

Lisa - Guymon is boring. ;)



Mike & Dispatch

A Note From Safety

Inspection Selection System (ISS) score for K & J Trucking is currently up to 35. We used to enjoy the benefits of one that was at 24. In this case, a higher score is not better.

The upward trend is going to take work to be lowered. That work entails doing inspections.

I really believe that because we have such great equipment, great mechanics, and a great shop that it has become the norm for some of you to talk yourself out of a Pre-trip or Inter-trip or Post-trip inspection.

Drivers you can't become complacent in your due diligence.

Just because the last 103 times you have looked at the equipment and there was nothing wrong, that this time all is okay. Remember - if it has Wires or Tires it's gonna have issues.

Look at the condition the roads are in. It is odd that some of you don't shake a filling loose! This same type of wear and tear is causing violations on inspections.

Lift up the hoses if they are dragging on the cat walk. Make sure your fire extinguisher isn't empty. Check your lights and for goodness sake, make sure the pigtail is plugged in correctly. Don't speed, stay out of the left left lane.

I had a driver give me a neat saying and here it is.

Drive at a Good PACE. Plan, Analyze, Communicate, Execute. This is actually good advice for anything being done. Get a **Plan** and follow it. **Analyze** your progress and if a course change is needed, then correct. **Communicate** this change to others around you so you can become successful. **Execute** it, complete the trip and add another accomplishment to your list. Repeat.

I am also looking at some different cameras and ELD systems. We are looking for cloud based, better connectivity, ease of use, cost and a few other criteria so that there can be a bit more confidence and less frustration with our current in-cab system. Stand by for more information. The last thing I want to do is create more headache for you drivers, I am trying to lower the amount of headaches with the operation of the units. More to come on this topic. Please give me input if you have any to give!

Jennifer