

K & J CONVOY

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



We are looking for more drivers who want California runs! If you have friends who are looking for more miles, please tell them about K & J! Give their info to Carrie and she will take care of the rest, and if they come and stay for 6 months you get a nice bonus check!

APRIL ANNIVERSARIES

CRAIG ELLINGSON - 2 (8 YRS)
DOUG NEWMAN - 7 (5 YRS)
BRUCE OLSON - 10 (3 YRS)
JASON KETCHERSIDE - 14 (1 YR)
MIKE GROSSHUESCH - 15 (3 YRS))
SCOTT MARGESON - 15 (10 YRS)
MARK BEATTY - 19 (11 YRS)
JUSTIN HAMANN - 20 (6 YRS)
MATT MCEACHRAN - 20 (1 YR)
DARIN HACKET - 23 (1 YR)
LARRY SCHUMACHER - 24 (19 YRS)
KEITH HARMON - 30 (19 YRS)

APRIL BIRTHDAYS

MARK GROVE - 6
RANDY RAGATZ - 10
SAM GALLOWAY - 10
JOHN SNOWE - 23
BILLY BOESE -

Record Business in February

Mostly for owner/operators, but for company drivers as well, I'm happy to report that February was a good month! Rarely do we get to say in trucking for the month of February, but as you've heard, we're busy! Prove it you say?

Here it is: February 2021 compared to February 2020: we were up \$.08 per mile, up 73,435 miles, and up 97 loads.

We were down in two categories: deadhead percentage (which is a good thing), and length of haul (which is a good if you're the driver's that wanted the short, short loads). All in all, business is good, and we'll aim to keep firing full horsepower for 2021!

Trailer Dictates Payout Rate

Owner operators, the trailer you are pulling determines your payout percentage. If you're pulling a reefer, you get 72%, pulling a van is 78%. As you know in some locations such as Shelby, IA it is a tossup which one you get.

The reason that our reefer percentage is higher on the same load is because the cost of operating a reefer is higher.

This is across the board. So if we find other shippers that utilize both van and reefer it will be our standard. Our system uses the trailer type for pay, and that is the system we need to use. If you have questions, talk to Shelley.

Guymon Drivers: Home Time Requests to Lisa

Lisa has asked that if you are a Guymon, OK or Amarillo, or anywhere down yonder driver, please call her to request your home times. That way she knows your plans directly from you. Makes sense to me!

After Hours Call Guidelines

While we're here to help on nights and weekends, I want to emphasize the night and weekend numbers and the responsibilities of each department.

Shop: Please call the shop on-call if having equipment problems with the truck or trailer. If these problems are going to affect on-time delivery, then contact dispatch

Safety: Please call the safety on-call if damage to trucks, trailers, someone else's truck, trailer or property. Call if you're having problems with PeopleNet ELD equipment and logging issues.

Dispatch: Call if problems with the shipper, on-time delivery, problems at the receiver, weather issues, and any other complications related to dispatch.

In particular with shipper delays, please follow the guidelines below:

1. Between 0700-2200, please call at pull time to report the delay. On the overnight, please call the next morning.
2. There is no need to call again unless delivery appointments are affected, then please call.
3. Follow dispatch instructions thereafter if any further calls are needed.

If we do not answer the phone, please leave a voicemail, or send a text. The problem on the other line could be just as big as yours. It can be very difficult to concentrate with the person on the phone when the line keep ringing in, and ringing in, and ringing in!



The panel and switch on our new Carrier Vector units.

New Trailers, New Features

This year we added 70 new Utility trailers. Great Dane didn't have any for us this year. We added a new feature with the Carrier units (on 35 of the trailers). They now have a remote on / off switch - this is new. ThermoKing units have always had this, but this is new to the Carrier Vector unit. ur TK's have always had one but not the Carriers.

In addition we will be installing a fold out step on all of our trailers this year and we've added grab bars to make getting in and out of the trailer easier.

Video Reduction Continues

In January there were 410 videos produced by K&J Drivers, not including faulty videos. Of those videos 287, were following too close, 70% of them. In February there were 259 videos and 179 were following too close, still hanging in there at 69%.

This shows that the decrease in the following too close videos also reduced the sudden stop and the forward collision videos some as well. A video isn't produced until you have been too close for over 75 seconds. The video shows the speed of the truck, speed of the vehicle immediately in front and the following distance.

Sometimes there is only 50 feet between the truck hood and the rear of the 4-wheeler at 65 mph. It will take you 525 feet to stop (over 5 times the length of your truck & trailer) and it will take the 4-wheeler only 316 feet to stop. You will have killed or maimed someone.

I know that NO one here wants to experience hurting or killing someone while at the wheel. That is not who we are here at K&J Trucking, we do the right thing. Great work and kudos to you all for the reduction in the videos. Let's keep working that direction. Doing so will bring you all to that level of excellence we know is possible. Thank you for all you do.

PAPERWORK - 24 HRS AFTER EMPTY!

Reminder: Please send your paperwork in within 24 hours of finishing the load. The cutoff for paperwork for owner operators and fleet drivers is Tuesday at 5, for company drivers it is Wednesday at 5. To hold a load to be paid in a later week, contact Kari Jo or Jessica and let them know, but always send the paperwork in within 24 hours of finishing the load.