Newsletter November 2024

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Dump Truck Software LLC

Americans stood up and made a statement by engaging in politics. This is a fantastic start! We must continue the fight and remove all the non-business friendly politicians out of office. Elon Musk said it best. ***"America is a nation of builders. We are now free to build."***

I started working in the dump truck software industry in the 1990s. I recall that the Public Utilities Commission (PUC) controlled transportation rates. There was a level playing field. The brokers that had the best, cleanest equipment commanded the work. Subhaulers were paid on the 25th of the following month. Then the PUC de-regulated the dump truck industry. I thought the result would be that brokers were free to raise transportation rates. This did not come to fruition as the brokers did not "stick together" to raise the rates but instead, **this became a cutthroat industry and the rates dropped.** As a result, smaller brokers began to flourish and cut into the larger broker's bottom lines. Subhaulers were paid not for the entire prior month but were paid piecemeal. The broker fees stayed at 5% for a time and then began to rise as the brokers tried to stay solvent.

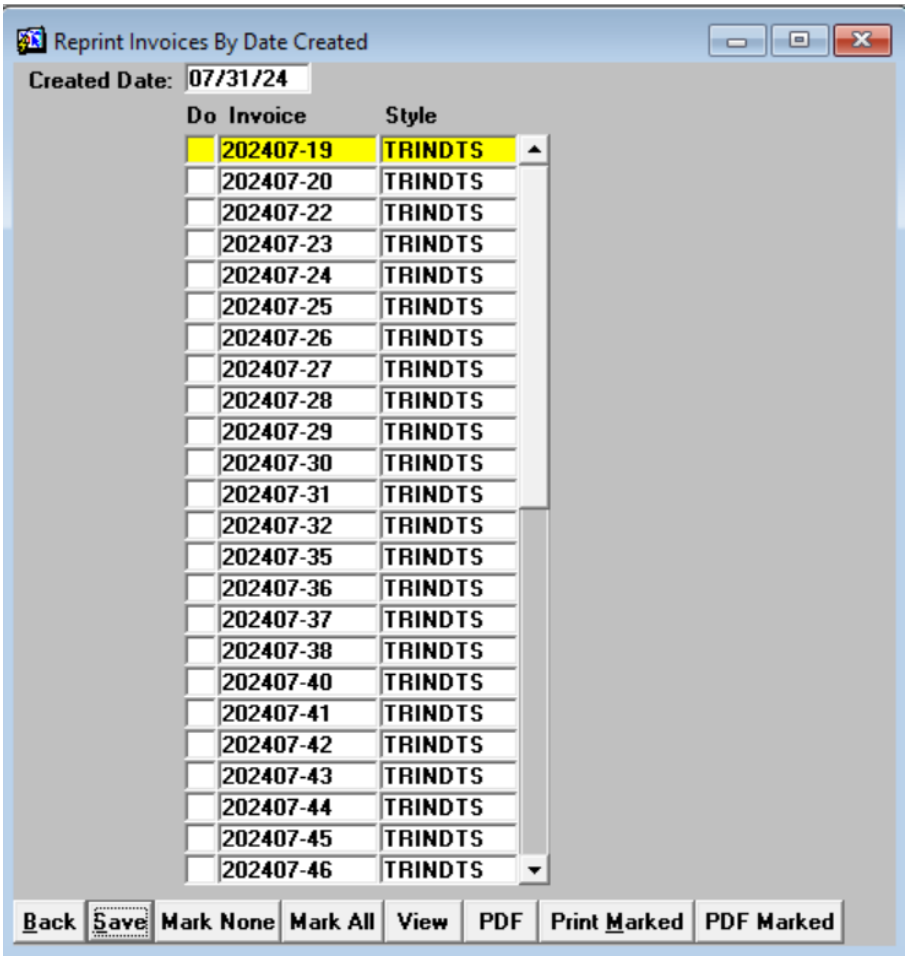
The attack on the dump truck industry continued with CARB regulations. Older trucks had to be removed from the road. The next challenge was California AB5. The term "subhauler" became a bad word. The Dump Truck System (DTS) changed the term "subhauler" to "Independent Contractor". The old school brokers from the 70s, 80s, and 90s went out of business one by one. Bud's Trucking, Bob Zadena Trucking, STI Trucking, Touchatt Trucking, Bonnie Mead and many more.

So now what? The election of Donald Trump will be a godsend for our industry. Drilling and fracking will resume with vengeance. Prices will drop, most notably fuel and materials. **An organization or alliance like the old CDTOA is needed**. Decent rates need to be maintained. Perhaps the Owner-Operators can be the catalyst. I suppose this is a pipe dream. Human nature dictates otherwise.

Reprinting Invoices by Date Created

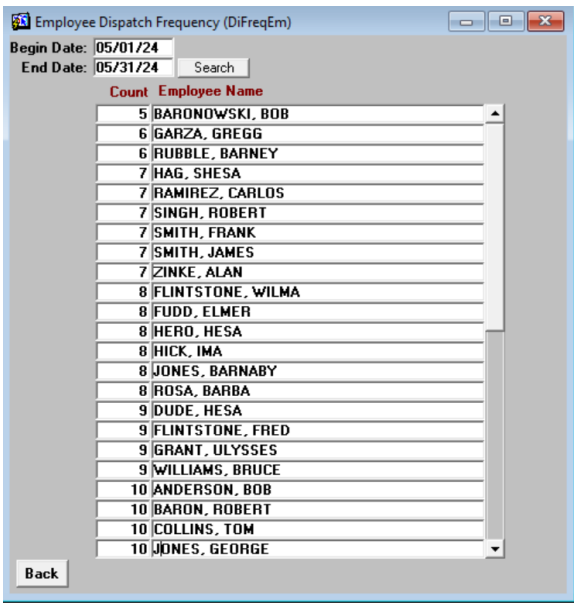
A faster way to do your billing now exists. Create your invoices as usual but specify zero copies. This way you are not waiting on slow printers between the invoices. When you are ready to take a break launch the reprint option. Go to the Receivable Invoices screen, click on [Reports...] then select "Reprint Invoiced By Date Created". Enter the date created and the invoices will appear. Mark the invoices to reprint then click on [Print Marked].

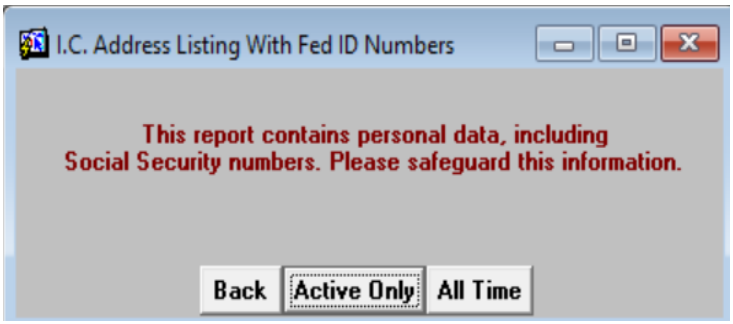
Besides printing invoices, the option to create PDFs also exists. This option has been released in version v24.32.



Employees Dispatch Frequency

If your company runs a considerable number of employee drivers, this new feature will assist with ensuring the workload is spread fairly. Find this option on the Dispatch screen. Click on the [More...] button and select "Employee Dispatch Frequency". Select the date range and the number of dispatches per employee is summarized.



I.C. Address Listing with Fed ID Numbers

This new report will list name, address, phone numbers and Federal ID numbers and Social Security numbers for your Independent Contractors. One report will list only active companies, and another report lists every Independent Contractor on file.