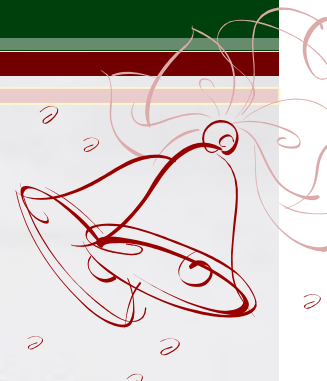


National Navigator

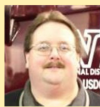
Official Newsletter of National Distributors Leasing, Inc.
December 2011



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Winter Driving



Jeff Kaps
VP of Safety and HR

As much as we hate it we are seeing winter weather pretty frequently now with a lot more to come over the next few months. I want to ask each of you to be especially careful this winter, not only with driving but with any activity. Something as simple as walking to your car or truck can be catastrophic if you were to slip and fall. With winter temperatures it's very common to have snow or ice in areas that you must walk. Even with all of the modern snow and ice removal techniques it's simply impossible to remove or treat every slippery area. This is especially true where many of you work every day.

Think about large properties like truck stops and customers that might have acres of parking lot area. The property owner may well

Continued on P.2 , Col. 1

From the Desk of Keith Vaughn...



Keith Vaughn
President & CEO

As I write this article, I'm amazed it's December already with Christmas and the New Year quickly approaching. It has been a good year for NDLE, however we still have a lot of projects in play and a lot of improvements that we want to make as we move into 2012. I want to thank each of you for your hard work and dedication to National Distributors throughout 2011, and I am looking forward to working with you for years to come. We recently celebrated Thanksgiving and Christmas will soon be here, please join me in being thankful for family, friends and loved ones. I wish each of you a Merry Christmas and a Happy New Year! •

Continued from P.1

have cleared most of the open areas of their lot; however there are places where they can't reach like between trucks and trailers. If you think about it a small icy area that size of a piece of paper could result in a slip and fall. I can recall a number of compound fractures and other serious injuries that have occurred as the result of these kinds of slips and falls. These injuries negatively impact your family and of course NDL too. Most of these injuries can be prevented by keeping in mind a few simple safety steps.

1. Always use proper footwear which includes a rugged, non-slip sole that provides support for each ankle.
2. Always be aware of where you are about to walk, as ice and snow can often be found in and around the parking and dock areas of truck stops and customers.
3. Before entering or exiting the tractor, watch for ice accumulating on handrails or steps.
4. Never attach carpet onto tractor steps during the winter as it will accumulate water and freeze into a sheet of ice.
5. Always use three points of contact when exiting or entering the tractor, the trailer, or climbing onto the catwalk.
6. Slip-on traction devices like YakTrax can often prevent slips and falls when you must walk on snow or ice. (www.yaktrax.com)

7. Let's make it our daily goal to end the work day in the same condition as we started, accident and injury free!

I want to thank each of you for another fantastic year! You folks are all great to work with and I am looking forward to another great year in 2012! I wish you and your families a Merry Christmas and a Happy New Year! •

A Brand New Year...



Peri Standlee
General Manager

The New Year brings countless resolutions and fresh starts. Don't be discouraged by the statistics that only 12% of people achieve their goals. Everyone should have goals; both personal and work. Do you know where you want to be in five years and what you want to be doing? Many people don't have guidelines for goal setting so I will share the SMART system with you.

- S Specific
- M Measurable
- A Attainable
- R Realistic
- T Timely

For an example I will use the ever-popular resolution to lose weight. When you set your goal/resolution for 2012, do not say "My New Year's Resolution is to lose weight". You need to follow the SMART system and say, "I will lose 10 pounds by June 1 by exercising 20 minutes a day and cutting out my bedtime snack."

This statement shows

S – lose weight

M – ten pounds

A – by exercising and cutting out bedtime snacks

R – 2 pounds/month, very realistic. 10 pounds in a month less realistic

T – by June 1

So make your resolution now to set goals for 2012, 2017, and 2022!

Peace to you and your family during the New Year. •

NDL Family Support Group

To find out more, email jinkaps@ndsin.com or visit us on Facebook!

Winter Safety Meeting Dates

Dec 3rd at 0800 hours at Golden Corral in **London, KY.**

Dec 10th at 0800 hours at Ryan's in **Elizabethtown, KY.**

All day on Dec 13th at the **Del Rio, TX Terminal.**

All day on Dec 14th at the **Laredo, TX Terminal.**

Dec 17th at 0800 hours at the **Sellersburg, IN Office in the Driver's Lounge.**

Please join us if you're in the area! We'd love to see you there!



DRIVER REFERRAL BONUS

\$2000 for teams
\$1000 for singles

Cell Phone Ban for Truck Drivers

The Federal Motor Carrier Safety Administration and the Pipeline and Hazardous Materials Safety Administration on Wednesday, Nov. 23, issued their long-awaited joint final rule specifically prohibiting interstate commercial truck and bus drivers from using handheld cell phones while operating their vehicles. Drivers who violate the restriction will face federal civil penalties of up to \$2,750 for each offense and disqualification from operating a commercial motor vehicle for multiple offenses. Additionally, states will suspend a driver's commercial driver's license after two or more serious traffic violations. Commercial truck and bus companies that allow their drivers to use handheld cell phones while driving will face a maximum penalty of \$11,000. The U.S. Department of Transportation estimates that about four million commercial drivers will be affected by the final rule. "It's just too dangerous for drivers to use a handheld cell phone while operating a commercial vehicle," said FMCSA Administrator Anne Ferro. "Drivers must keep their eyes on the road, hands on the wheel and head in the game when operating on our roads. Lives are at stake." Commercial drivers reaching for an object, such as a cell phone, are three times more likely to be involved in a crash or other safety-critical event, according to FMCSA, and dialing a hand-held cell phone makes it six times more likely that commercial drivers will be involved in a crash or other safety-critical event. In September 2010, FMCSA issued a regulation banning text messaging while operating a commercial truck or bus, and PHMSA followed with a companion regulation in February 2011, banning texting by intrastate hazardous materials drivers. "Needless injuries and deaths happen when people are distracted behind the wheel," said PHMSA Administrator Cynthia Quarterman. "Our final rule would improve safety and reduce risks of hazmat in transportation."

Time to Regroup



John Canter
Prayer Leader/CFO

Wow, has this year gone by fast or what? At some point this year we have all thought about how bad things are. You watch the news and hear all about the economy, the societal problems and of course all of our trust worthy politicians (had to say that). But at the end of the day, any of the worrying that caused us didn't do us any good and it took away our focus from the great things in our lives, Faith, Family and Friends.

IT IS CHRISTMAS! IT IS TIME TO CELEBRATE THE BIRTHDAY OF OUR LORD AND SAVIOR JESUS CHRIST!

Don't let the Christmas season stress you out, enjoy it and celebrate it for its true meaning. Enjoy your family and friends

and give with a generous heart. Let this Christmas refresh you.

And for fun when you are out shopping and one of the store clerks says "Happy Holidays" because they aren't allowed to say Merry Christmas, just reply, "Happy Jesus' Birthday".

I hope all of you have a Merry Christmas/Feliz Navidad! God Bless. •

Social Media 2012



Jin Kaps
Social Media Specialist

First, I'd like to say thank you for an awesome year at NDL. I enjoy being able to talk to everyone who passes through the reception area, especially our drivers. They are the heart and soul of the company and getting to know them is such a pleasure.

We have much planned for the upcoming year. We have changed the way we will be printing the newsletter... next year, instead of printing a newsletter every month, we'll be putting out the publication only every other month. With this, we hope to produce better, more informative and enjoyable newsletters for our readers.

I also enjoy receiving pictures from our drivers. I do my best to share these pictures online (Facebook), as well as in the *National Navigator*. If you have pictures of anything you'd like to share, please email them to me (jinkaps@ndsin.com) or stop by my desk and let me scan them for you. These pictures are great tools for sharing and growing our NDL community.

Thanks again for a fantastic year, and I'm looking forward to upcoming months. Merry Christmas and be safe this holiday season! •

Let's Talk Speed



Dave Edmondson
Safety Training MGR

I want to take a few moments to talk about speeding and what it means to the Professional truck driver. Speeding is the second leading factor in large truck crashes according to the FMCSA. This is right behind driver error.

Last December, we started a program called "Speed Gauge" that is tied into the People Net unit in your truck. The way the program works is that all the speed limits in the US are in this program and when your truck exceeds the posted speed limit for the area you are in, it sends us an alert. When we started this program, I was quite surprised to find out that over 33% of the time our trucks were speeding! Over 12% of the time we were speeding over 5 MPH. This directly correlated to our "Unsafe Driving Basic" under CSA that had our number one violation in this BASIC as speeding.

After almost a year later, we have seen a reduction in overall speeding down to just over 18% and down to 3.32% for 5 MPH and over. I want to congratulate all of you for greatly reducing these numbers and let you know that I am proud of what we have achieved.

Now for the coming year I want us to work on getting that number even lower, as I feel we can do better than 18%. I really feel like we can get this number under 10% just with being diligent in watching our speed.

The best method to make sure you reduce our speed is proper trip planning. When you plan your trip and leave with plenty of time to get to your destination, you don't feel the pressure to speed. Make sure you factor in enough time for fueling, traffic,

weather and any unforeseen circumstances which may arise.

Another tool to reduce your speed is using your cruise control. Set your cruise at the posted speed and let it work for you. Not only will we reduce our speeding violations, we will end up saving a lot of fuel over the course of the year.

The last thing we need to pay attention to is when we are on the interstate and we come into an urban area, such as Louisville. The alerts show that when the speed drops from say 65 to 55, drivers are not slowing down soon enough and enter the 55 mph zone too fast. Just with paying better attention to our surroundings and the speed limit signs, we should be able to drop another 2-3 % off our speeding percentages.

Here is to hoping everyone has a safe and prosperous New Year. •

Recruiting Reminders



Mary Lucas
Director of Recruiting

Even though the year is coming to an end, we as a team here in the office of National Distributors need to focus on driver retention. We strive to be an honest, family friendly company and it is imperative to remember our drivers are the force behind the company and that we are here to take care of them. Being helpful, caring, and honest are great ways to accomplish this goal.

We realize our drivers have the hardest job in this industry, as they are consistently away from family, friends and their life at home. They not only have to deal with this constant separation, but also have to meet the needs of our customers, deal with often extreme weather conditions, as well as adhere to federal safety standards. If there is anything you as a driver need help with, please pick up the phone and talk

about it with your fleet manager or give me a call so I can be of help. Please don't let small issues with easy solutions escalate into a mountain of problems. Remember, we are here to help! We care!

Also, drivers, please remember to turn in your DOT inspections and citations IMMEDIATELY after you receive them. You can Transflo them in on the application side of the trip sheet. This will allow the inspection/citation to come directly to the safety department for review. In addition, the safety department must receive documentation on paid citations if the driver was responsible for payment before we can close out the issue. We appreciate your help with this matter.

Don't forget about our Driver Referral Bonus! Our drivers are our best recruiters, so we'd like to reward you for it! For singles, a bonus of \$1000 is awarded. For teams, the bonus is \$2000. The bonus will be paid out upon dispatch, 90 days, 6 months, and 1 year. Don't miss out on this awesome opportunity to make a little extra cash!

Finally, I'd like to wish each and every one of you and your families and Merry Christmas and a Happy New Year! Let's be sure to make 2012 a prosperous year for NDL! •

REMINDER

Don't forget to stay current on your NDL University assignments!

Go to Drive4NDL.com and find the NDL-U button at the bottom of the page!

Winter Driving: It's That Time of Year Again!

Driving a commercial motor vehicle during the often extreme driving conditions of winter presents many challenges for the professional truck driver. Many serious trucking crashes occur during the winter driving months because drivers have not planned ahead for the possibility of extreme weather conditions. Obtaining proper rest, monitoring road and weather conditions, adjusting the speed of the truck as weather conditions worsen, and ensuring properly maintained equipment are key essential elements for a commercial driver to remain accident and injury free this winter.

Professional drivers make every attempt to stay informed of weather conditions they are heading into by checking weather reports before beginning a trip and periodically throughout the day. National radio and television reports such as the Weather Channel can provide the latest updates regarding winter storm warnings and advisories across the country which allow a driver to adjust his/her trip routes and to plan adequate travel times to safely complete the trip even if weather conditions should cause delays.

Prepare for Winter Driving Conditions

Proper Rest – Ensuring that a driver is properly rested is important any time a commercial vehicle is being operated, but becomes critical when operating in winter driving conditions. Drivers need to constantly stay alert when driving in adverse weather in order to proactively scan the road ahead to anticipate emergencies and to avoid the need to make any sudden maneuvers.

Tire Care – Drivers must make sure the truck is prepared for winter driving before starting each day. Tires are a vital factor of keeping your vehicle under control when driving on ice or snow. Traction tires on the drive axles of the truck must have ample tread to provide effective control during ice and snow conditions. Drivers must frequently check the air pressure with a tire gauge during the cold weather months as drops in temperature can cause a loss in tire pressure, resulting in a loss of traction and premature tire wear.

Safety Accessories – Drivers are required to wear their seatbelt at all times, but seatbelts become even more critical when driving in winter weather conditions as they clearly have been shown to greatly reduce driver injuries during a crash. Turn on your headlights and you will increase your visibility and make your truck more visible to other motorists.

Turn Off Cruise Control – Cruise control is designed for normal road conditions but should never be used when on a slick road covered with rain, snow, or ice. Cruise control does not allow a driver to remain in control of the vehicle and can cause the drive wheels to spin faster than the rest of the tractor-trailer, leading to a possible slide or jackknife collision.

Speed and Following Distance – Operating at a speed too fast for the conditions of the roadway is the most frequent cause of winter crashes. Reducing your speed and increasing following distances become critical when on slick roads as a tractor-trailer will take much longer to stop when traction is reduced. Leaving plenty of space between your vehicle and others will also provide additional reaction time to avoid a crash due to another motorist's erratic driving. The first snow of the season is often a very dangerous time to be on the road!

Brake Before Turning – We all know that on snowy conditions it is difficult to steer a truck when applying the brakes, especially when already into a turn. Remember to apply brakes in a controlled manner before entering a turn to prevent skids.

"Black Ice" – Professional drivers are constantly watching for signs of "black ice" forming on the roadway, especially on bridges and overpasses which cool much faster than other areas of the roadway. "Black ice" forms when the temperature drops rapidly and is particularly hazardous at night when it may be much more difficult to notice. Drivers should closely watch when other vehicles are no longer creating spray from their tires or when a thin sheet of ice begins to form on the tractor mirrors as this may indicate the formation of "black ice." •

Laredo Changes



Gordon West
Laredo Terminal MGR

Greetings and salutations from NDL's southernmost terminal!! For those of you who aren't aware or whom I have not yet met, I have recently taken the position of Terminal Manager here in Laredo and so far it has been fantastic. The weather, the people, the FOOD, and most of all the opportunity to manage a terminal at one of the world's largest inland ports...I couldn't ask for more.

There have been a few changes here, and I am sure there are more to come, in an effort to make your time here in Laredo as brief and comfortable as possible. We now have on site security to keep the terminal open 24/7, allowing you to get your trailer interchanges done without waiting and keeping the facilities open while insuring the safety of you and your equipment.

We are adding new customers as well as new freight with our existing customers in order to keep everyone rolling as soon as your hours allow.

Regional trucks are being added to the fleet for intrastate Texas. How does this help an OTR driver, you ask? By allowing us to offer more services to the customer, it adds additional opportunity for everyone. This also applies to the Logistics/Brokerage department which is also now located in the Laredo terminal, making us the one stop shop for all of our customers transportation needs.

A constant state of improvement... we will continue to look for ways to make this the best terminal in the company and are always open to your comments and suggestions. We look forward to seeing all of you and if we do not have the opportunity soon, may you all have a safe and Happy Holiday Season!! •

Del Rio Terminal



Auggie Beltran
Del Rio Terminal MGR

I would like to start off wishing everyone a Merry Christmas and a blessed season to all! We have been blessed here in little ole Del Rio these past six months. TOTER has kept us on our toes with lots of work—we have spent many blood, sweat and tears. We are also receiving a lot of freight from GE and GE Lighting which is keeping us very busy. GE and GE Lighting will be moving to a bigger warehouse. They will be at their new location on 103 B Jessica Lane. By looking at that, we should be getting more freight which will be good for National Distributors. I would also like to thank Jose Estrada from Eagle Pass for all your hard work and all the help you've given us here in Del Rio. We have been wishing for a white Christmas in Del Rio but not too sure if we will get it, considering the fact that it's 40 degrees at night and 80 degrees or more during the day. I hope none of you are on the naughty list and get everything you are asking for this holiday. I would also like to leave you with this thought for the

day, "Don't just go through life, grow through life." •

Richmond Remarks



Duane Patterson
Richmond Terminal MGR

We have just finished our end of the month push for Ceva and Enersys and are running low on straps. Please try to help us in securing all of our straps to ensure we are able to meet all of customers' needs and can keep drivers moving in a timely manner. We are currently working on an efficient method of tracking and procuring straps. I hope everyone has a safe and happy Christmas. •

KEEP 'EM COMING

We're always needing new pictures for the newsletter! If you have pictures that you would like included in the next publication, please email them to jinkaps@ndsin.com

Payroll



Susan Ostrader
Payroll & HR

As 2011 draws to a close, this is a good time to review any life changes that may have occurred this year.

Did you get married? Divorced? If so, did you remember to update your taxes and beneficiary? Most employees fail to change their beneficiary for their life insurance and 401k when they get married or divorced.

If you are not sure what your current tax withholdings are, you can locate this information on the upper left hand section of your payroll check (just below the company address). Here is where you will see your taxable marital status as well as the number of allowances/exemptions that you are claiming.

You should always review your payroll check to make sure your name, address, social security number and tax filing information is correct. •

Hang your stockings with care...



Be safe this holiday season.

Warm wishes from your friends at NDL



Drive4NDL.com
 National Distributors Leasing, Inc.
 The International Connection
 Locally Owned and Operated
 CDL-A Drivers Wanted 

My Time _____

SOLVE THE RIDDLE

I am said by one letter.
 I am spelled with three.
 There are 2 letters in me.
 I'm double or single,
 Or brown, blue or green.
 I'm read from both ends,
 And the same the other way.
 What am I?

Remember to send your response to pstandlee@ndsin.com or call extension 544 with your answer. All correct answers will be placed in the drawing for a prize. The winner will be announced in the next newsletter.

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	5	2						

National Distributors Leasing, Inc.

1517 Avco Blvd
 P.O. Box 225
 Sellersburg, IN 47172

P: (812) 246-6306
 F: (812) 246-9568

Company Website: www.NDSIN.com
 Driver Portal: www.Drive4NDL.com

