

National Navigator

Official Newsletter of National Distributors Leasing, Inc.

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Safety in the New Year



Jeff Kaps
VP of Safety and HR

We can already see that 2012 is going to be a very exciting year not only for our industry but for our country as well. We are in the midst of the presidential primaries with the general election being held in November. I believe it's important that everyone take time to vote. For many of you that work in trucking your home time is often unpredictable so taking advantage of absentee or early voting may be your best option. If you are interested in voting but are not registered or sure of how to do this, feel free to contact me and I'll see if I can find some information to help.

We see a lot of new regulation coming to our industry and we will keep you posted as these regulations affect you. Be sure to read about the new hours of service regulations in the special edition newsletter that we posted last

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Pictured: David Brown, Truck 816. To get your photo on the front page, see P. 2

From the Desk of Keith Vaughn...



Keith Vaughn
President & CEO

As we get going in 2012, there are a few things we are going to focus on. First, the economy is changing. Though I do not expect 2012 to be an financially fantastic year, I do expect it to stay steady. We have already seen the shift from "rate" to "service" being the priority. Service is always important but when supply chains tighten and capacity shrinks, rates will increase if top notch service is provided. I like rate increases and I would expect that everyone likes to get a raise? I am going to expect everyone at NDL to understand this and to help achieve this! If you see problems that need fixed, do not turn a deaf ear... let's all hold each other accountable, get things fixed and communicate. Communication is the biggest struggle for an organization so we ALL have a lot of work to do! It won't be easy, but the more everyone participates, the better we all get and I'm sure we all can have a little fun as we do this also. But there is a reason it's called a job and not a vacation. Thank you for everyone's help and I'm excited to get busy. •

month. Currently the most urgent law that I want to remind you of is the recent ban on handheld cell phone use by drivers of commercial motor vehicles. The FMCSA posted the final rule on this back in November and it went into effect in January. Studies show that distractions by cell phones dramatically increase the likelihood of a crash. This law banning cell phone use means that you can't touch the hand held device at all, not even to answer or dial it. You may still use a cell phone if you have a hands free device that will operate on voice commands. I recommend using the cell phone only when the vehicle is safely parked. Please see Dave or I if you have questions about this new law.

For several days during the week of January 9th we hosted Safety Investigator Mike Matz of the Federal Motor Carrier Safety Administration. Investigator Matz was performing a focused safety audit of our trucking operations. I am proud to say that we passed with flying colors! This is not to say though that we don't have things that need our attention. The area that we need to improve is roadside inspection vehicle violations. We are working with our maintenance teams as well as our driver fleet to improve in this area. Thorough vehicle inspections by our maintenance and driver teams will lead us to improve our scores in the CSA Vehicle Basic. Please focus on your inspections and daily vehicle inspection reports. Our goal is to identify potential equipment violations and complete the repairs before it becomes an issue during a DOT roadside inspection.

Most of you have heard me say this but as a reminder, be selfish about your safety and safety record. By that I mean if you are doing the things you need to do to take care of you, it goes a long way towards taking care of National as well. We want to make sure that every trip you take is safe for you and those around you on the roadways and that you come home safe! So, when we are talking about trucking safety it's ok to be selfish!

"That some achieve great success, is proof to all that others can achieve it as well."
~ Abraham Lincoln •



Attention Kentucky CDL Drivers

Effective January 30, 2012, Federal Motor Carrier's Safety Regulation 49 CFR 383.71 requires all CDL holders/applicants to have a valid DOT medical card on file with the Division of Driver Licensing in order to obtain/retain a valid CDL license/permit. CDL holders/applicants must provide a legible copy of both front and back of the medical card. Also, prior to the issuance of an original, renewal or upgrade CDL/CLP all CDL holders/applicants must self certify as to what type driving they are operating in or expect to operate in by completing TC 94-169, Commercial Driver License Self Certification form. The above information must be forwarded to the Division of Driver Licensing and posted to the driver's CDLIS record prior to applying for issuance of a CDL/ CLP at the circuit court clerk's office.

Also, 49 CFR 384.206 mandates new CDL applicants, renewals, upgrades and CDL transfers to complete a commercial driver license application 10 year history survey. Drivers/applicants must provide a list of all states in which they held a license to operate any type vehicle in the previous 10 years. Failure to disclose the required information subjects the applicant to a possible 60 (sixty) day suspension for falsifying an application.

The Commercial Driver Licensing application and the Self Certification form are accessible from the DDL website. A CDL holder/applicant must forward the required information to the Division of Driver Licensing using one of three methods available. The information may be mailed to Division of Driver Licensing, 200 Mero St., Frankfort, KY 40622, or faxed to 502-564-3250 or scanned and emailed to KYTC.CDL@KY.gov. All CDL holders/applicants will receive written notification within 5-7 business days of information being received in the CDL Section. Once the driver/applicant has received written notification of their approval they can proceed to the circuit court clerk's office to begin/complete the issuance process.

A supply of the CDL applications and Self Certification forms may be obtained from the Administrative Support Section at 502-564-1257.

All applicants will be required to successfully pass a knowledge test either in written or oral form, and a vision test. A CDL instruction permit will then be issued that is valid for six (6) months. You may schedule a road skills test with Kentucky State Police 10 days after the permit has been issued. A permit may only be renewed once in the two (2) year period. If you do not successfully pass the road skills test by the expiration of your CDL instruction permit renewal, you will need to reapply. All fees and written tests will be required prior to a new permit being issued. •

NDL Photo Contest



Jin Kaps
Social Media SPC

Hope everyone has had a great start to the new year! National will be holding a photo contest beginning Wednesday, February 1st, and ending Friday, March 23rd. During that time period, we will be collecting photography submissions to be entered in the competition. All NDL team members are eligible to enter. The subject of the photo must be of NDL trucks,

trailers, team members, or taken at an NDL event.

To submit your entry, please email photo to jinkaps@ndsin.com for judging. Please be sure to include your name, date photo was taken, and a brief description of the subject of the picture. Please see me to enter in person.

A panel of judges will be chosen to select the winner of the competition on March 30th, and the winner will be announced in the next newsletter. The winner of the contest will receive a \$50 Walmart gift card and their photo will appear on the front page. •

DOT Inspections and Citations



Dave Edmondson
Safety & Training MGR

As I sit here this morning going through the weekend's batch of DOT inspections I am seeing that most folks don't know exactly how to handle them. They also don't know what is required of us as a carrier once you get an inspection. Drivers also don't seem to know what is required of them once they receive a citation, so I am going to give the short version of how to handle each if you are on the receiving end of either.

First off, let's talk about DOT inspections. When you receive an inspection from DOT they will provide you with a copy of the inspection report detailing any violations found and whether they were serious enough to warrant you being placed Out Of Service. If you were placed OOS then the violation that warranted the OOS order must be corrected before the vehicle can be moved. The inspection form must be signed by the repairman at the time of the repair certifying that the repairs were made and the vehicle is okay to resume operation.

Now here is where thing get a bit tricky, if you have violations that were not enough to place you OOS, we have 15 days to get the repairs made and furnish proof to the agency that did the inspection. So what I need from you folks is this: if you get an inspection with violations, I need you to Transflo the inspection in IMMEDIATELY. Use the back side of the trip sheet and it will come to the Safety Dept. I then need you to report all the violations to the shop. If the violations are on the TRAILER, we must come up with a plan to fix them BEFORE you drop the trailer at a shipper or customer. If the violations are on the tractor, we will need to get you routed to a shop to get the repairs made. Remember,

all of this need to be done within 15 days so we can stay in compliance with DOT.

Now, what do you do when you receive a citation? Under FMCSA Regulation 383.31, you as a driver are required to notify us within 30 days of receiving any citation for violating any state or local traffic law other than a parking citation. Once again, if you get a ticket you need to IMMEDIATELY transflo it in to us. This will satisfy the requirement of 383.31. After you get disposition of the citation we require that you provide us proof. I.E. proof of payment or the court finding you not guilty.

I hope this clears up how to handle these two situations. As always, if you have any questions about this or anything safety related, please call me at Ext. 598. Have a safe and productive day! •

Recruiting News



Mary Lucas
Director of Recruiting

First, I'd like to wish everyone an awesome year in 2012 and remind you about our Driver Referral Bonus! This is a GREAT way to make extra cash to cover your holiday expenses. Have your friends come and join the National family and earn some extra cash in the process! We pay \$1000 for recruiting a solo driver, paid upon dispatch, 90 days, 6 months, and 1 year. We pay \$2000 for teams with the same pay out. We are looking for great drivers in the Midwest (Kentucky, Indiana, Michigan) and Deep South Texas (San Antonio, Laredo, Del Rio, Eagle Pass). Please stop by and see me for your recruiting referral cards.

Another couple reminders: winter traveling, pre-trip and post-trip inspections, and permit books. We are still in the winter months, so please make sure that you are being cautious out on the roads and that you are leaving plenty of time in your schedule to safely arrive for on time pickups and deliveries in possibly severe weather conditions. Also, let's remember

our pre-trip and post-trip inspections, as these are important in eliminating possible violations you might accrue during a roadside inspection. I cannot emphasize enough that Pre-Trips Are Important! Please remember to do these! It is also that time of the year for checking your permit books and bringing them in to have it updated. Please visit Bill Knapp at the Sellersburg office to take care of this!

We will be having a booth again this year at the Mid-America Truck Show on March 22nd through 24th. Last year was a great turn out for bringing drivers to NDL and fantastic for the exposure of our company and keeping our name out there as a leading team!

I also want to take this time and thank each and every driver for their hard work and dedication that they provided for NDL in 2011. We know that you have the hardest job out there being away from family and friends, dealing with weather conditions, and striving to meet our customer's needs. We are very thankful that we have the greatest drivers and that we are able to reach our many goals in providing the best service possible. •

New Cell Phone Ban in Affect!

Handheld cell phone use is now banned for drivers of commercial motor vehicles.

Please be safe.

Exercise for the Brain



Peri Standlee
General Manager

Now that we are well into the New Year and many of us are still working on our resolutions and goals by exercising our bodies regularly I would like to encourage you to exercise your brain. That's right, your brain!

Studies have shown that by exercising your brain you can reduce the risk of Alzheimer's disease and dementia and improve your short term memory.

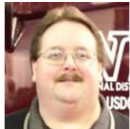
Brain exercises can come in a variety of ways; recently it was suggested to play word games as a form of exercise. Smart phones offer a large variety of brain exercise games, some you play by yourself and some with friends. My particular favorites are Words with Friends, Scramble with Friends, and Words Alone.

To help maintain a healthy brain you also need to take care of your body. 6 keys to a healthy lifestyle include:

- Regular exercise
- Healthy diet
- Mental stimulation
- Quality Sleep
- Stress Management
- Active Social Life

How are you on these 6 areas? Pick out your 2 weakest and work on them, your body and your brain will thank you. •

Are You a High Tech Trucker?



Jeff Kaps
VP of Safety & HR



It wasn't all that long ago that we started seeing a lot of drivers carrying laptop computers with them for a variety of reasons. With so many places offering WiFi it is an excellent way of having an inexpensive communications and entertainment at your fingertips. Not to mention that it's very convenient to have the capability of doing NDL-U Training and document imaging in the comfort of the cab of your truck.

Studies show that over forty percent of Americans are now using smart phones. Smart phones like Google's Android and Apple's iPhone are the two largest players in the smartphone world. They both have great phones with a variety of options. Not only can you stream audio and video to your smart phone, it also has GPS mapping and routing capabilities and a wide variety of applications (apps) available for download. Some apps are free and some must be purchased, however the cost for an app is usually pretty low and is often less than five dollars.

The picture is a screen shot from my Android phone and shows a number of trucking related apps that I use on occasion. Many of these may be helpful for those of you traveling the highways on a daily basis. Both Pilot and Loves have apps that will show you detailed information about each of their fuels stops including pricing information. There is an app called Recap that simply is an app that will allow you to recap your log hours and always know what hours you will have available. CAT Scale is another nice app where you can locate every CAT Scale in the United States! I have another app called the Cargo Decoder that gives a lot of information about HazMat and has the Emergency Response Guide data! And the list goes on and on... Document Scanning, Weather, Internet web pages, Trucking News and a host of others are available to anyone that seeks it out. If you have an iPhone, there is an app that will allow you to Transflo your documents to NDL from wherever you are. Android has just released their TRANSFLO Now app as well! These phones have amazing capabilities and may well help you while you are on the road and away from home. Be Safe! •

ATTENTION DRIVERS

Please be sure to bring your permit books in to Bill Knapp to have them updated.

TRANSFLO APPLICATION AVAILABLE FOR ANDROID AND IPHONE. CLICK LINKS TO **DOWNLOAD NOW!**

WIN \$50

NDL Photo Contest NOW thru MAR 23rd See Page 2 for Details DON'T MISS OUT!

NOW ACCEPTING DRIVER ARTICLES! EMAIL JIN AT JINKAPS@NDSIN.COM TO SEE YOUR WRITING IN THE NEXT NEWSLETTER!

Tech Tips



Alan Barnes
IT Director

Our network is in the process of being upgraded. We are moving to an EMC VNXe series storage system, the best in its class. This allows us more storage space as well as increased performance. I want to thank everybody for being patient with me during the past few unstable weeks.

Phones can be used against you – if you need assistance with your cell phone, be careful who you hand it to. Smart phones enable everyone to browse the internet and use GPS systems. Because of this, it is possible for a person to install an application on your phone that will feed your location back to them. This is a safety risk that can be avoided. Only hand your phone to people you trust, your phone company or a member of the National team if you need help. This keeps everyone safe! •

Hello from Del Rio



Auggie Beltran
Del Rio Terminal MGR

Greetings to all and a Happy New Year. I would like to start off welcoming Mario Garcia back to Del Rio. Mario brings eighteen years of experience as a diesel mechanic, and we are happy to have him back. Business has picked up for our neighbors Pro Logic and that is keeping us busy too. Since business is picking up here in Del Rio and we are seeing a lot more drivers coming through, we are looking into building a nice picnic area with a grill to allow an appropriate area to relax during their stay. If any of the drivers have any suggestions on what I can do to make your stay more pleasant, please let me know. I welcome any suggestions. For now I leave you with this thought for the day: You won't realize the distance you've walked until you take a look around and realize how far you've been. •

ATTENTION DRIVERS

We are now accepting Driver Articles. If you'd like your writing to appear in the National Navigator, please email a copy to jinkaps@ndsin.com. We'd love you hear from you!

Maintenance Announcement



Duane Patterson
Director of Compliance & Breakdown

We have recently trained and promoted Richmond local driver Michael Williams to perform light maintenance at our Richmond facility. If you have a need and are in the area you can see Michael Williams for assistance, however please remember that as a one man show his time there is limited. One of the things that we see that we need to improve on is having complete and thorough DVIR's turned in from every driver for every day that they drive. Remember that this is a DOT law, AND we can't repair what we don't know needs attention. Please give us a detailed write up so we can get you repaired quickly and back on the road to earning money! •

Laredo Notes



Gordon West
Laredo Terminal MGR

Busy here in Laredo. Freight is abundant and our customers are looking forward to a good year. There have been a few changes in the last month. We have moved the mailbox to the other end of the dock near the inbound inspection area. When you come in to drop a load please make sure the inbound bills are in the box before you drop the trailer. This will help us to have all the necessary documents for our city drivers to make the deliveries on time. We have also moved the washer and dryer into the same area as the shower and out of the parts room.

After hours, we have our security guards here to be able to inspect the inbound trailers and keep the facility open for your convenience. They have been instructed to block the entrance in the evenings. Although this may detain you for a few minutes coming in and out it helps insure the security of you and the property, so have a little patience please. They are here to make things better for all of us.

Before leaving Laredo PLEASE be sure that you have the hours to complete the trip you are assigned by the designated delivery dates. These are not just suggested arrival times and need to be met in order to allow us to continue to build our business. I think everyone can agree this is a great destination and a super lane, specifically this time of year, and we need to do all we can to protect our business. •



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Drive4NDL.com

National Distributors Leasing, Inc.
The International Connection

Locally Owned and Operated
CDL-A Drivers Wanted



My Time _____

Congratulations Sandra Harbach!

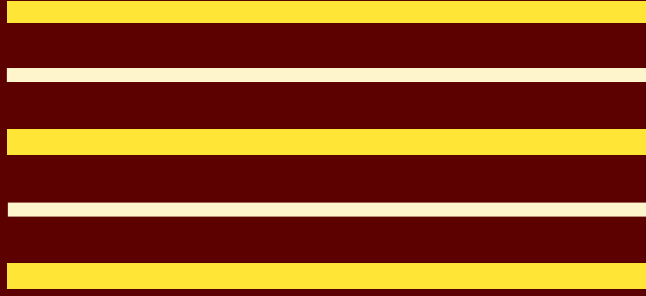
Sandra correctly answered last month's puzzle with "eye" and was drawn as our winner. Sandra, please contact Jeff Kaps to claim your prize.

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

MAKE SOME EXTRA CASH
with our
DRIVER REFERRAL BONUS

\$2000 for teams
\$1000 for singles

	9	6		1				3
7	8							
1		5			9		4	
		9	6		4		3	
4		3				9		8
	7		2		3	4		
	4		1			8		6
							1	4
6				4		3	5	



This Month's Riddle

During the recent National Cup, the first four horses did well to finish ahead of the opposition. After Dinner was not last and the horse wearing blue was not third. Bitter Twist was before the horse in green. Dare Devil came first. Bitter Twist finished before After Dinner. Catch Me wore red but Bitter Twist did not wear yellow. Can you determine where each horse finished and the colors they wore?

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