

THE L.J. KENNEDY EXPRESS - DISPATCH

ISSUE #4

SUMMER 2004 EDITION

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OUR CORE VALUES: *Dependability, Efficiency, Integrity, Safety, Service, Stability and Teamwork that complete our Circles of Excellence.*

OUR MISSION: *"To deliver dependable, on-time service to our business partners in a safe & cost-effective manner".*

“OUR MAN IN IRAQ: A COMMUNIQUE FROM SFC. WILLIE ODEN”

Note: What follows are emails from Willie Oden about life in IRAQ, with responses to questions from Mitch Bookbinder. (I asked Willie to describe what life in Iraq was like, for an American soldier).

Hello, Mitch. Thank you for writing and I will try my best to give you some insight on what it is I am doing here. I will say that my job entails me working to help the Iraqi Army rebuild itself. I will sit down and try to give you a brief description of some of the things that have gone on during the day-to-day basics. We get bombed from time to time so we have to keep our heads down. I'll try and send some photos along with some information when I can but email is welcome. Thanks for writing.

Note: If you wish to communicate with Willie, his email address is: willie.oden@us.army.mil.

There is much information to send back. I'll try and give you some of the basics. After arrival in Iraq, we convoyed up to Camp Cooke which is in Al Taji. I am helping redevelop the New Iraq Army and assisting and advising the unit that I am currently with on how to do day-to-day operations. The team consists of 10 personnel, 4 of which are under me, they each have a unit and they assist the leadership on missions and training as well as administrative actions. We have currently done ranges, road marches, security patrols and searches. There are several other things that we do and are currently doing, however, due to security reasons, I cannot go into that matter. We've gotten mortar and rocket attacks due to information getting out. On a lighter note, the people are taking the new army pretty well, but as you know, there are the ones that still dislike the fact of US Forces in the country because we aren't going anywhere until the army can get a hold on things and I don't foresee it being long before they are ready.

If there are any questions that you want answered, please ask and I can give you a response rather quickly. Talk to you soon.

Questions Asked of Willie:

- Q:** How do Iraqi civilians feel about you and American soldiers? Are most happy you are there?
- A:** Most Iraqi's are happy we are here, as with the news there are still rebels that dislike the fact that law and order is being established.
-

Q: Do you think most soldiers believe the war in Iraq was a good idea?

A: That is a matter of opinion. We the United States as a super power, are feared by many and knowing that we will not stand by and let innocent people be killed. So there comes a time when we have to stand up for those that can't fight for themselves (the little person) whether in a foreign land or right in your own backyard.

Q: Are the Sunni's more a problem than the Shiites?

A: We've got more of a problem with Shiites from my experience being here.

Q: Do you receive American satellite television?

A: The closest to American television we get is (AFN) Armed Forces Network and we only get it in certain places, not everywhere.

Q: When will you be returning to Carrollton?

A: Lastly, I don't know when my return will be, but look forward to the day that I do touch down on American soil again (SMILE).

Take care & hope this helped.

---Mitch Bookbinder

L.J. KENNEDY NEWS XPRESS

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**“THERE ARE THREE VIRTUES;
OBJECTIVITY, COURAGE AND SENSE
OF RESPONSIBILITY.”**

-Arthur Schnitzler



DRIVER-OF-THE-QUARTER

The Driver-of-the-Quarter award winner is ... Tom Conklin. Tom, hired on May 20, 1993, lives with his wife and three boys in Hillburn, NY.

Tom is a Stony Point driver trainer, has shown consistency and maturity in his driving habits, and has retained 100 or more safety points since we began tracking this data. Tom has not had a preventable accident since March of 1998, and has shown a keen sense of driver awareness in some very close calls serving the New York metro area for our company.

Tom is always willing to “do what has to be done” and has covered the grueling “Midnight Stony Point Loading Shift” in the absence of Brother Jim Connington.

Tom’s willingness to cooperate and participate in our terminal activities, his willingness to train new employees, and his TEAM mentality make him a shoo-in for Driver-of-the-Quarter.

IN MEMORIUM: TRACY BEROth

Tracy Beroth, the wife of Mike Beroth, a former Bristol driver, died from complications of Leukemia in July, 2004.

Tracy fought hard and did receive a bone marrow transplant, but an infection proved to be a foe she could not defeat.

Mike Beroth wants everyone at LJK to know how much he appreciates our prayers and efforts to help, as well as the outpouring of potential bone marrow donors.

Although a company like L.J. Kennedy has no individual soul, it may possess a collective soul. At times like this, it is a consolation to know that we can count on each other when we are in need.

IN MEMORIUM: WILLIAM O’BRIEN

O’BRIEN, WILLIAM (RED)

William (Red) O’Brien of Stony Point, NY, long time Stony Point Shop Steward, died Tuesday, July 6, 2004 at Nyack Hospital. He was 79.

William was born in New York City on October 10, 1924. He lived in North Tarrytown and Glenville before moving to Rockland County in 1954 to work on the New York Thruway. He married Theresa Kiselak at Holy Cross Church in North Tarrytown on September 22, 1946.

During World War II William served in the US Marine Corps F Company, 2nd Bn., 3rd Marine Regiment, 3rd Marine Division, in the Pacific. He saw action on Guadalcanal, Bougainville and Guam. He received the Purple Heart and other service medals including the American Theatre of War and the Asiatic Pacific with three stars.

William was a life member of Disabled American Veterans, Peekskill Chapter #137, American Legion Post #1682 of New City, and the Veterans of Foreign Wars Post #14000.

He retired from L.J. Kennedy Trucking in Stony Point where he was shop steward for 30 years. He served as trustee of Teamsters Local #445 for 14 years. William raised pigeons all his life, was a World War II buff of movies and books, and loved gardening.

William is survived by his wife Theresa; sons Richard and wife Moira of Highland Falls, NY and Kevin of Tuxedo, NY; a sister Pat Giacometti of Springfield, IL; and five grandchildren, Kara, Lance Cpl. Rory O’Brien, USMC Sean, Christopher and Richie.

“CURIOSITY IS ONE OF THE MOST PERMANENT AND CERTAIN CHARACTERISTICS OF A VIGOROUS INTELLECT.”

-Samuel Johnson

L.J. KENNEDY FUN FACTS

1	Our first driver born in Lithuania, Andrius Sirotavicius speaks five languages: English, Russian, Lithuanian, German & Polish.
2	Our first Norwegian born driver, John Falch, has driven in twenty-eight European countries and conversed, in Norwegian, with President Kennedy---Fred Kennedy, that is.
3	Ricardo Barradas, our newest owner-operator, boxed professionally in Mexico & won the "Silver Gloves" amateur boxing championship in the State of California.
4	The son of Locksley Graham, our newest Stony Point owner-operation, is Roger Graham, the fourteenth leading yardage gainer in NCAA history and one-time Jacksonville Jaguar running back. (Roger is ranked right behind Hall-of-Famer, Tony Dorsett of Aliquippa, PA).
5	Dave Brown, Maryland System Driver, bowled professionally on the Pro Bowlers tour.
6	The birthday of Marian Badois, our second ever Romanian born driver, was on Halloween, in Transylvania. (Really!)
7	LJK drivers with names of famous personalities: James Taylor (Florence) James Joyce (Virginia System) Dave Brown (Maryland System) Jimmie Carter (Florence)
8	Did you know that our company website receives 400,000-500,000 hits per year? Check it out: www.kennedytrucking.com . <u>Note</u> : Don't forget to vote in our "Presidential Preference Poll" ... results are updated instantly. (The voting is limited to licensed CDL holders).
9	# of loads hauled (2004): 44,343 (year-to-date)
10	# of employees: 433
11	% of LJK loads transported in 2004, that are gypsum board: 45.6%

"A CYNIC IS SOMEONE WHO KNOWS THE PRICE OF EVERYTHING AND THE VALUE OF NOTHING."

-Oscar Wilde

THE TWENTY SAFETY COMMANDMENTS

1. Always buckle your seat belt.
2. Never tailgate.
3. Expect the unexpected.
4. Don't be afraid to ask for help.
5. Slow down at job sites & yards.
6. Approach intersections cautiously.
7. Don't take shortcuts; if it isn't safe, don't do it. Understand the level of risk you take.
8. Plan ahead for turns & take them slowly.
9. Get out & look before you back up.
10. Use caution when securing loads & getting on/off trailers & tractors. Always use protectors under chains & straps and check load securement often.
11. Lift with your legs, not your back.
12. Get proper rest to prevent fatigue.
13. Give yourself room to maneuver & get the big picture.
14. Signal your intentions to turn at least 200' before you actually turn.
15. Don't park on shoulders.
16. Know your vehicle, its capabilities and its limitations.
17. Never jump from tractors or trailers.
18. Keep windows & mirrors clean.
19. Control your temper: drive courteously.
20. Adjust speed to prevailing traffic & weather conditions.

CREATIVE THINKING!

A special "thank you" to Todd Lucas (Bristol) & Tim Cox (Aliquippa) for providing thoughtful and insightful suggestions to improve our operations. Their ideas will make a difference.

So can you. Just respond to the "Productivity & Profitability Survey" on Page 6.

Keep 'em coming!

-Fred Kennedy
President

**“THE MUNROE DOCTRINE”
(ALIQUIPPA TERMINAL)
-John Munroe, T.M**

Driver: Ross Robinson, Aliquippa Terminal

Source of Compliment: Jim Roule, Sr.,
Massachusetts System Driver

Cause for Commendation: While two LJK drivers were sleeping at a customer yard, Ross Robinson pulled the tarps and unstrapped the loads of Jim Roule, Sr. & Dick Steingrabe. Some drivers sit by and other drivers seize the initiative. For his unselfishness, Ross will receive an L.J. Kennedy jacket & shirt. Well done!

**“THE MAINE THING”
-Don Gensure, Auburn T.M.**

Note: We just received this letter of thanks from Milt Simon, Director of the Auburn Community Band. (Wanted to share this with everyone).

Another year, another “Moxie” parade ... and another letter of thanks for your company’s invaluable role, which enables our band to participate in this annual event.

The parade is now being called the largest in the state, and it was very well attended again this year. My band members could not have been more proud to be seen on your company’s shiny, new flatbed ... being pulled by a very clean and polished truck.

And speaking of “polished”, Claude Ouimet again impressed us all with his driving skills. He gave us the smoothest ride possible, and the way he maneuvered his rig through the narrow back streets after the parade was truly amazing!

On this day in July ever year, Claude is definitely considered a part of our band, just as L.J. Kennedy is considered our “partner” in this community endeavor. I believe this is the 16th anniversary of our association and, on behalf of all 55 members, wish to express our appreciation to you and your company. We thank you for your long-time support of our volunteer efforts.

**A “FLASH” FROM BART GORDON
-Stony Point, T.M.**

**L.J. KENNEDY STONY POINT
HOUSE RULES**

We ask that all outside drivers follow these very simple rules when inbound to our Terminal.

1. All INBOUND drivers, either loaded or empty, must come directly to our terminal. Under no circumstances are you to go onto plant property with your tractor **UNTIL DIRECTED BY DISPATCH.**
2. All INBOUND trailers must be inspected by the Maintenance Department. Use a V.C.R. to indicate the date, trailer number, your name, and indicate any problems with your inbound trailer. You must present a completed V.C.R. on ALL inbound trailers before you get a new load.
3. Please drop your trailer where directed by the Yard Men or Maintenance Men. Please unstrap your tarps, and loosen ALL other straps on your trailer.
4. When hooking or dropping your loads on plant property, you must shut off your truck. **NO IDLING ON PLANT PROPERTY FOR ANY REASON. SET YOUR BRAKES BEFORE DISMOUNTING TRACTOR.**
5. No drivers are to enter the plant for any reason.
6. All drivers who are planning to layover in our terminal are asked to check with dispatch before layover. Please do not bobtail off our property to layover. The Town of Stony Point has asked us to avoid having trucks parked on Town Parkland or in Town Parking Lots. Dispatch will advise you where to layover on our property.

By following these simple procedures, you will help us keep the loaders loading and the trucks rolling.

Thank you for your cooperation...

**“SUCCESS IS GETTING WHAT YOU
WANT, BUT HAPPINESS IS WANTING
WHAT YOU GET.”**

-Bob Paul

A BAKER'S HALF-DOZEN
-Rick Baker, Kearny/Bristol T.M.

Some fuel facts you may appreciate:

1. We will purchase 1,900,000 gallons of fuel on the road this year; if we reduce idling by 1 hour per day, per driver, we will save \$276,000 per year.
2. We don't pay a transaction fee when we purchase fuel at Pilot Travel Centers.
3. We do not pay the pump price when you buy fuel at T/A's & Pilot --- we receive a large discount. If we purchase all our fuel from Pilot, T/A's & Flying J, we will save approximately \$200,000 per year.
4. If you can do so without going off-route, try to buy fuel at Fultonville (T/A), not Canaan, NY truck stops.
5. All Flying J's, Pilots & T/A's are approved fuel stops, even if they aren't listed in your fuel directories.
6. Always plan your trip and try to fuel at company terminals whenever it doesn't force you off-route.

THE RECRUITING CORNER
HAROLD & MITCH

If you belong to a church, mosque, temple or other religious organization that distributes a bulletin to its members, let us know about it. Perhaps we will place an ad in it for drivers, mechanics, tarpers and/or office employees. We'll all prosper that way, except for our ad agency, since we'll be running fewer ads in newspapers and on the internet.

P.S. If your clergy is interested in writing something that relates to prayer & travelers, let us know. (Maybe it will end up in our next newsletter.) We'll make a contribution to your house of worship, in your name, if the submission is published.

“TRUE INTELLECT IS THE ABILITY TO CONSIDER TWO CONTRADICTIONARY THOUGHTS IN YOUR MIND, AT THE SAME TIME.”

-F. Scott Fitzgerald

2ND QUARTER MPG CHAMPIONS!

The following drivers are among the top 5% in our company for fuel economy. Congratulations!

George Mihalek	7.59 (F)
Marty Collins	7.57 (SP)
Walter Tomlins	7.53 (SP)
Jim Music	7.31 (K)
Chuck Mortello	7.22 (F)
John Hogan	7.17 (SP)
Chuck Geoghan	7.15 (F)
Steve Cook	7.14 (C)
Keith Moore	7.14 (C)
William Curran	7.12 (SP)
Gardalen Smith	7.11 (C)
Larry Marks	7.10 (F)
Philip Hubbard	7.07 (C)
Ray Blinn	7.06 (F)
Russell Trautman	7.03 (F)
Norberto Villafane	7.02 (K)
Gary Burton	7.00 (C)
Craig McDonough	6.98 (F)

L.J. KENNEDY HOROSCOPES:
SUMMER, 2004

GEMINI (May 21-June 21): Jupiter is aligned with Mars: good time to see old friends. Enjoy the upcoming World War I veteran's reunion.

CANCER (June 22-July 22): Your proposal to crush the right hand of drivers who rest their fingers on the shift lever is over zealous. Federal regs prohibiting this practice are unlikely to be approved.

VIRGO (August 23-September 22): You are cautioned to avoid placing dirty utensils in the sink. Conduct yourself accordingly.

DRIVER SURVEY #1 RESULTS

1	74% of LJK drivers are "very satisfied" with their jobs.
2	75% of LJK drivers are "somewhat satisfied" or "satisfied" with involvement in decision that involves their work.
3	83% of LJK drivers are "somewhat satisfied" or "satisfied" with their wages.
4	78% of LJK drivers are "very satisfied" or "satisfied" with their health benefits.
5	96% of LJK drivers say they are usually or always treated professionally.
6	77% of LJK drivers said their tractors were maintained very well or extremely well.
7	33% of LJK drivers said our expectations for driver performance were higher than any company they've ever worked for.
8	95% of you felt that LJK is "somewhat better" or "much better" than other carriers in our industry.
9	100% of you felt that LJK would be doing the same or "better" five years from now.
10	96% of you reported that your supervisors were concerned about your problems and/or complaints.
11	91% of you graded LJK as excellent or good in caring about its employees.
12	86% of you reported that our safety incentive program is "excellent" or good.

NOTE: 73% of the survey respondents have been with LJK for two years or less.

NEXT MONTH: Suggestions received from Driver Survey #2: How to Improve Our Efficiency & Profitability.

PRODUCTIVITY & PROFITABILITY SURVEY #3

QUESTION #1: Which three L.J. Kennedy accounts are responsible for the longest loading delays?

QUESTION #2: What percentage of your loads are not pre-planned through Qualcomm?

Please send your responses to:
suggestionbox@kennedytrucking.com

Our President, Fred Kennedy, will receive your information and top management will take action to reduce detention that reduces our profits and your earnings potential ...

MONEY MATTERS

-John Roulett, V.P. Finance

Secure your financial independence now; don't rely on Social Security and a pension alone--- join the growing ranks of satisfied LJK 401K participants!

SAFETY FIRST

-Dennis Plucinik, V.P. Safety

HOURS OF SERVICE UPDATE

Recently the U.S. Court of Appeals advised the U.S. DOT that they had "Over-turned" the New Hours of Service rules.

The U.S. DOT will have a limited number of days to review the decision and decide whether or not to seek other legal remedies. During this period of time the U.S. DOT has announced that the New Hours of Service rules will remain in effect and enforced.

We have been advised that drivers should continue operating under the New Hours of Service rules until told otherwise by L.J. Kennedy Trucking Company. We will remain in continual contact with the appropriate personnel and keep you informed of any updates.

Please watch your terminal posting board for details or contact the Safety Department and/or Terminal Manager if you have any questions regarding this matter.

CARGO SECUREMENT REGULATIONS

Earlier this year the U.S. DOT began enforcing new regulations with regards to cargo securement and the placement of the tie down straps. As a result of these new regulations, many law enforcement agencies have assumed a variety of interpretations of these regulations and how they should be enforced.

As a result of these various interpretations, it has become very confusing for law enforcement agencies, the court systems, you the driver, and the Corporate Safety Department. Please be advised that we are in contact with the U.S. DOT, American Trucking Association, and the Truckload Carriers Association almost on a daily basis (sometimes several times per day). We maintain this communication so the information going to you is as accurate and current as possible.

SAFETY FIRST (con't)

We have been advised to instruct you, our driver, that in order for you to avoid any confusion out on the highway, to utilize the following procedure with the regards to the placement of the tie down straps.

All tie downs and other components of a cargo securement system used to secure loads on a trailer equipped with rub rails, must be located inboard of the rub rails whenever practicable.

SAFETY INCENTIVE AWARDS PROGRAM

We are getting ready to enter into the 4th quarter of the Safety Incentive Awards Program. Do you know where you stand with regards to the number of "points" you have? Have you lost points previously? Do you want to earn more points? Contact your Terminal Manager or the Safety Department for updates and/or help.

DON'T BE FUELISH

-Mike Derrig, Mgr. Of Maintenance

FACT OR FICTION

- Engine Warm-up and Cool Down

I need to let my Truck idle when I start the engine to warm up the oil and I need to let it idle before I shut it down so I do not damage the turbocharger?

- Fiction: Today's multi-grade oils that we use in our engines provide all the lubrication that is needed. Our engines today use 15w40 multi-grade oil as compared to the straight 40w oils of the 1970's. What multi-grade oil does is provide the protection of heavy oil while having the viscosity of lighter oil, thereby providing the utmost protection at any temperature.

Our transmissions and rear differentials all use 50w90 synthetic oil, which also provides protection at cold temperatures and under extreme loads.

- Myth #1: Quick Acceleration

The quicker I accelerate, the quicker I get to highway speeds so I can save fuel.

- Fiction: Slow acceleration to highway speeds is the best way to save fuel. Progressive shifting is the way to do it. Stay away from high RPM's & shift sooner in the 1400 to 1500 RPM range;

that is where the optimum horsepower and torque is and this driving technique will get you to a highway speed a lot faster.

Do not be a "T&B" driver. Throttle and brake driving belongs on the racetrack, not on the interstate. Plan your moves, check your mirrors, and utilize your Jake brake. **DRIVE DEFENSIVELY** – know what your next move is before you get there. Smooth driving techniques add to increased fuel mileage and longer vehicle life.

Fuel mileage reports will be reported regularly. Have your name on the top of the list. Top fuel economy is something to be proud of!

Have you saved your TWO gallons of fuel today?

A "PAT" ON THE BACK

-Pat Lowrie, Florence T.M.

First, I want the world to know that my daughter, Rachel, won the "Junior Equestrian of the Year" at the "Burlington County Farm Fair" on July 28-30, 2004.

Secondly, a big thank you to FPK for purchasing the crushed asphalt that will eliminate dust storms in our yard.

Of course, this is a great time to welcome the following new additions to our team:

John Lipiec	(Driver)
Roger Gillette	(Driver)
James Taylor	(Driver)
John Fox	(Driver)
Will Bell	(Driver)
Daouda Morris	(Driver)
Doug Rogers	(Mechanic)
Bob Repici	(Mechanic)

Until our next edition, best wishes to all from everyone at the Florence terminal...

"A MAN MUST HAVE GROWN OLD AND LIVED LONG IN ORDER TO SEE HOW SHORT LIFE IS!"

-Schopenhauer