

# *THE L.J. KENNEDY EXPRESS - DISPATCH*

ISSUE #5

SPRING 2005 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".**

**L.J. KENNEDY EXPRESS-DISPATCH**

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Mike Mattingly

**Editor Emeritus**

Ray Ebert



**DRIVER-OF-THE-QUARTER**

Larry Oaks of the Aliquippa terminal is the winner of the "Driver-of-the-Quarter" award.

"Lawrence has an outstanding attitude. He is always prepared to make an extra effort. He's easy to work with and willing to help others. We appreciate his efforts and desire to excel," says Mike Cain, Aliquippa's dispatcher.

For these reasons, Larry will receive a \$100 U.S. Savings Bond. Congratulations!

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**"YOU WANT LOYALTY FROM DRIVERS. HOWEVER, HOW LOYAL ARE YOU TO THEM? ARE YOU WILLING TO LOOK AFTER YOUR DRIVERS WHEN IT IS INCONVENIENT OR DIFFICULT TO DO SO?"**

**-Craig Arthur**

**LJK APPLICANTS WITH FAMOUS NAMES**

These are the actual names of some LJK applicants.

Mike Tyson  
Scott Peterson  
Steve Austin

Michael Jackson  
Barry Williams  
George Washington

\*\*\*\*\*

**SAFETY FIRST, PART I  
-Dennis Plucinik**

Please welcome to the Corporate Safety Department, Michele Silva. Michele comes to our company with eight years experience in the trucking industry. She will be assisting in the auditing of driver's logs and other clerical duties. Michele lives locally here in Kearny and is very excited about the opportunity to finally work for L.J. Kennedy. She has admired our company from outside the gate for several years, and is pleased to be welcomed into the company.

Please extend a warm welcome to Michele. (Her extension is "244" and her email is [michele.silva@kennedytrucking.com](mailto:michele.silva@kennedytrucking.com).)

\*\*\*\*\*

In order to unify our forms throughout the terminal, the Safety Department is in the process of revising those forms used for reporting accidents and injuries. The new injury report has already been sent out and the accident report is currently undergoing revision.

In addition to updating our forms, we are also revising our accident driver notification letter, and preparing the same type of letter for tickets & forms issued.

Please make sure that all letters issued from the Safety Department are signed by the driver and returned within seven days of receipt.

Once we begin to collect this information from each terminal, we will be able to monitor the types of accidents, injuries, log violations, and tickets more closely and provide our results to terminal managers.

As a reminder to the drivers, please make sure you always have a camera in your tractor, along with the accident kit. You may pick up this camera/kit at any terminal or call the Safety Department.

-Dennis Plucinik

## **SAFETY FIRST, PART II**

**-Mike Mattingly**

I believe that one of the biggest reasons that motor vehicle accidents occur is because of the following:

- Impatience
- Anger
- Aggressive feelings
- Unnecessary risk taking

Year after year, the same group of drivers are able to avoid preventable accidents. What is their secret? It's no secret, really.

- The safest drivers control their temper, especially when driving. They know that "DWA; Driving While Angry" is a formula for disaster. If you're mad, get off the road & calm yourself down. Anger will only make things worse.
- The safest drivers are patient. They know that life on the road can test their patience, so they act accordingly. Take a little extra time to minimize the likelihood of an accident. It's worth it!
- The professional drivers know that aggressive driving gives our industry & their fellow drivers a bad name. A professional realizes he or she is a representative of a group that needs to earn and keep the motoring public's respect, everyday.
- The professional balances risk vs. reward, and understands the consequences of his/her actions. This is a sign of maturity. The professional has few regrets because he/she thinks before acting.

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**"I NOW PERCEIVE ONE IMMENSE OMISSION IN MY PSYCHOLOGY--- THE DEEPEST PRINCIPLE OF HUMAN NATURE IS THE CRAVING TO BE APPRECIATED."**

**-Jim Mullikin**

## **WHAT EVERY DRIVER SHOULD EXPECT FROM DISPATCH/OPERATIONS**

**-From the War-room of Fred Kennedy, President**

I've been around the world and I have met some fascinating individuals and I've also learned a few things about human nature.

First, people are basically the same, wherever you go. We all want & need the following things.

### **TO FEEL APPRECIATED**

Whether we're from the Philippines or from Philadelphia, we need to feel appreciated.

It is a key objective of our dispatchers and managers to make sure our drivers feel appreciated.

There are several ways a dispatcher or manager can achieve this objective:

- Make sure a driver's special efforts are noticed & commented upon. This is flattering because it shows that the dispatcher/manager is observant enough to notice your initiative.

Driving a tractor-trailer requires skill and patience. An empathetic dispatcher can make the proverbial bumps in the road a little easier to take.

### **TO BE LISTENED TO, WITH AN OPEN MIND**

To be carefully listened to is flattering. It says "your opinions & feelings matter to me." (And it is smart). Think about it: who knows the job better than the man or woman who does it? Open, participative management is important to us. Your ideas & thoughts are valued, regardless of the job you do.

### **TO FEEL SUPPORTED**

You shouldn't feel alone, even if no one is in your tractor with you. If you have a problem, or need support, you should feel that your dispatcher would be there to help you. Your dispatcher cares about you, and you should know it, without a doubt in your mind.

(continued on Page 4)

## **WHAT EVERY DRIVER SHOULD EXPECT FROM DISPATCH/OPERATIONS**

### **TO RECEIVE OPPORTUNITIES TO GROW & LEARN**

Learning should be a pleasure, not an unpleasant duty.

The best drivers are proud of their knowledge, and they always want to learn more.

The driver who is dissatisfied with his level of knowledge is prepared to grow & develop further than the driver who is content and satisfied.

The best drivers believe they are capable of improving and they know that training cannot take hold unless there is a willingness to learn. At L.J. Kennedy, all drivers should expect that resources will be dedicated for their ongoing professional development. If you don't believe you're getting appreciation, support, open-minded treatment and opportunities for growth, sit down with your dispatcher or terminal-manager and discuss your feelings.

Until we meet again, please accept my thanks for the wonderful job you are doing. We are proud of you. You are part of an elite group and we salute you!

-Fred Kennedy

\*\*\*\*\*

## **WHINING, WHINING, WHINING -MITCH BOOKBINDER**

It has been said that whining is simply anger coming through a very small hole.

Some people are always whining. They whine a lot about their jobs. No matter how good the company is, they whine. They always find something to complain about. They whine whenever someone is around that will listen or has to listen.

Whiners are poisonous. They tear down morale.

All trucking companies have room for improvement. You can focus on the problems or you can be grateful for what's good, and work on solutions to problems.

Everyone whines sometimes. When it becomes habitual, it's time to ask yourself: why am I here?

-Mitch

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## **A NOTE FROM ROGER METZ A KENNEDY DRIVER IN IRAQ**

Hey Guys,

Just want to drop you a quick line to let you know that I've made it to Iraq safe. Other than some mortar attacks, things here are pretty quiet. Yea, right!

You can tell everyone I hope they had a Merry Christmas and let's all hope the New Year brings us happier times. We have it pretty good here. We are staying in an old Iraq airplane hangar. We have heat & a/c and we're out of the weather.

Food is surprisingly good and there's plenty of it! The only problem is Iraq cigarettes. If you happen to catch Marlboro reds on sale, pick me up a carton or two, and I'll pay you for them when I see you next.

I miss everyone and really can't wait to get back to work.

I really miss all the freedom that our country offers. Freedom, that unless you've ever been out of the states, you "kinda" take for granted. Oh, by the way, my address has changed:

Sgt., Roger Metz  
HHC/103 AR Maint.  
FOB Summerall OIF III  
APOAE 09393

Well, I should be going. Tell all I said "hey and I plan on shooting all the little bastards before they shoot me."

Love you guys, Roger.

P.S. Tell Kenny my brother is still telling everybody he knows about the cookout/party you guys had for me.

-Roger Metz

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**"WHAT PROBABLY DISTORTS  
EVERYTHING IN LIFE IS THAT ONE IS  
CONVINCED THAT ONE IS SPEAKING  
THE TRUTH BECAUSE ONE SAYS  
WHAT HE THINKS."**

-Sead Tupkusic

## **QUALCOMM NEWS**

**-Ray Ebert**

### **THE INFORMATION ERA**

Yes, we have come a long way in our industry. Some might ask, a long way from where? Ask any ol' timer (there are a few left), and they'll tell you from the driver's perspective. A long way from the hot days and cold rainy, snowy nights hunting down a telephone that worked or standing in phone booths by the side of the road that reeked with heaven knows what, trying to place a call to the company dispatcher. Then inevitably to be told to "hold the line."

Or, from the dispatchers viewpoint - remembering what Jim Brophy remarked when we moved the dispatch office from the front of the building to the rear office at Stony Point – "gone are the days when we kept watch out this window hoping and praying for trucks to come over the penny bridge to move the remaining loads or seconds out of the yard for the day."

We have moved into the information era. Today you can sit in the comfort of your air conditioned or heated cab and communicate with your dispatcher, whatever the weather outside might be. He or she, as the case may be, can give you your next move, or even pre-assign your next load from Kearny, Aliquippa, Carrollton or wherever, and never touch the telephone. Magic? No! Computers? Yes! What miracles the information era has wrought!

LoadMaster, Qualcomm and you make this possible. Who would have thought, only a few years ago, that you would be operating today an in-cab keyboard with a display screen that actually updates your arrivals, departures, layovers or whatever your activity on the road, when it happens, in a dispatch office miles, sometime hundreds of miles, away?

The benefits to you and to our company are many. You have the advantage of a dispatcher/driver manager, who has the time to assess what your, next best load or movement will be. The dispatcher knows where every truck is at any given moment, which truck will become available and when; no more guess work and no chasing the first empty truck after a load as in the past.

The following are a few tips on how to better use Qualcomm. It is important for the success of this program that you use Qualcomm in a timely fashion – that is, use these Macro commands when the event actually occurs, as that is the time that will be recorded in LoadMaster.

Thank you and continued success in the information era!

### **QUALCOMM MACRO TIPS**

#### **When Departing Terminal Loaded**

- Your load information will be displayed on cab-display screen
- Macro #3 Depart Shipper (Terminal)
- Macro #8 Arrive Consignee
- Macro #9 Load Empty – next movement will be displayed on cab screen

#### **When Departing Terminal Empty to Location**

- Location of Shipper displayed on cab-screen
- Hit Reply – drive to location
- Macro #9 Empty Move Completed – load info will be displayed on cab-screen

#### **When Departing Terminal Empty to Shipper**

- Load information displayed on cab-screen
- Hit Replay – drive to shipper
- Macro #2 Arrive Shipper
- Macro #3 Depart Shipper – then Macro #8 Arrive Consignee, Macro #9 Load Empty – next movement will be displayed on cab-screen

#### **Multiple Stops – (Each Stop-Off)**

- Macro #6 Arrive at Additional Stop
- Macro #7 Depart from Additional Stop

#### **Multiple Stops – (Final Destination)**

- Macro #8 Arrive Consignee
- Macro #9 Load Empty – next movement will be displayed on cab-screen

#### **Layovers**

- Macro #14 Going on Layover
- Macro #15 Coming off Layover

#### **Layovers – Drivers who take vehicle home for weekend – Empty or Bobtail**

- Macro #9 Empty Move Completed – reply to new load or movement info only when starting up – then only Hit Reply

#### **Layovers – Drivers who take vehicle home for weekend – Loaded**

- Macro #9 Upon arrival home
- Macro #3 Upon starting up from home – then Macro #8 Arrive Consignee, Macro #9 Load Empty – next movement will be displayed on cab screen

Other useful Macros #11 Request Directions, #17 Breakdown, #30 Accident Report & #28 Awaiting Dispatch.

-Ray Ebert

***"VISION IS THE ART OF SEEING THINGS THAT ARE INVISIBLE TO OTHERS."***

**-Dave Brown**

## **L.J. KENNEDY'S NEW EQUIPMENT FOR 2005 -Mike (Derrig) & the Mechanics**

L.J. Kennedy currently has approximately 70 new tractors and 150 new trailers on order for delivery in 2005. The tractors will be Freightliners, Volvos and Macks. The Freightliner models are Columbia CL120 60" XT mid-roof sleepers with Caterpillar C-13 430 HP engines, Eaton Ultrashift Transmissions, Wabco Traction & Rollover Stability Control, as well as Michelin Widebase tires.

The Volvos are VNM630 60" mid-roof sleepers with Volvo VED12 435 HP engines, Eaton Autoshift Transmissions, Wabco Traction Control and Michelin Widebase tires.

The Macks will be CXN613 60" mid-roof sleepers with Mack AC 430HP engines, Eaton Ultrashift Transmissions, Wabco Traction Control and Michelin Widebase tires.

We also have 150 Great Dane Trailers on order. These trailers also will have the Wabco Rollover stability control, and Michelin Widebase tires.

Over the years, you have seen many improvements come into the L.J. Kennedy fleet of trucks and trailers and you will continue to benefit from these improvements. All our equipment already has computer controlled antilock brakes (ABS) as your private automobiles do. We have also been specifying LED (light emitting diodes) lights and many more safety features that have now become standard on the Kennedy fleet. This year will be no different as we explain some of the new features we have added to this year's order.

First, let us highlight some of the driver comforts we have added. All of our sleepers are now 60" mid-rise. which allows more headroom allowing you to stand up and walk around a little more. We have also added storage cabinets and antenna hookups. All the radios are now am/fm with cd players, the steering wheel is tilting & telescoping and we have added an air suspended front axle to the chassis.

The three pedal Autoshift transmissions have been very well received by all that are currently driving them and this year we are specing the two pedal Ultrashift transmissions. All of these enhancements, especially the larger sleepers, add weight to the chassis; so to compensate for this, we have been testing and evaluating for the last two years the Michelin widebase tire. This will become a standard feature on the Kennedy fleet for two reasons. First, there is a five hundred pound weight

saving in this configuration, and the added benefit is less rolling resistance, which equals better fuel economy. Michelin is advertising a three percent fuel advantage but the true saving is somewhat better. Unlike the Super single tires that were first produced in the 1970's, the widebase technology is far superior and the support network that Michelin has put into place has proved tried and true.

The most expensive addition that we have added to the new units is the Wabco Rollover Stability Control. It has been determined that in almost all rollover accidents, the driver did not feel or sense that the truck was rolling until it was already beyond control. This feature is an add-on to the antilock brake system (ABS). As the vehicle enters a turn, the air suspension system sends a signal to the ABS, which recognizes the amount of lean in the suspension. If the computer controls determine that the lean is too extreme for the vehicle speed, the brakes will automatically be applied to slow the vehicle to a safer speed in which to negotiate the turn.

There is another add-on feature to the ABS system you'll appreciate. If you are on ice or snow and the computer senses a wheel spin situation, the computer will apply braking to the spinning wheel sending the power to the opposite side, allowing you to get off of the ice without burning up tires and rear differentials.

As you can see, the technology that is becoming available to the trucking industry is phenomenal, but it is not cheap. The added cost of new equipment is rising tremendously. The EPA surcharges on new engines alone are over **Five Thousand Dollars per truck**. However, despite the added costs, the Kennedy's and the management committee have allowed us to add these features to the trucks for one reason. It makes the job better & safer for you, our DRIVERS. The Kennedy philosophy is to make the drivers job as safe and comfortable as possible. Happy Motoring!

-Mike Derrig

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**"WHEN TWO PEOPLE IN BUSINESS  
ALWAYS AGREE, ONE OF THEM IS  
UNNECESSARY."**

-William Wrigley

**"GOOD IS THE ENEMY OF GREAT."**

-Voltaire

## **A MESSAGE FROM SAFETY CARE CORPORATION**

The management staff of L.J. Kennedy, Intervention Service, Inc. (our employee assistance provider) and SafetyCare, are pleased to announce a partnership whose primary purpose is to foster life safety, security and wellness for you and your family.

SafetyCare is an innovative company that offers home emergency assistance and wellness support. They offer a variety of services and monitoring that cannot be attained with any other monitoring service. Whether or not you have an existing alarm system and want to utilize SafetyCare services, need a life safety system to monitor smoke detectors and carbon monoxide detectors or need a medical alert for a loved one, Safety Care can handle it all. Plus they give you so much more!!!

The service cost for non-Kennedy staff is \$39.95 per month ... because L.J. Kennedy is a client of SI, the discounted monthly cost to you is just \$26.95 including the revolutionary two-way voice system monitoring. We will be sending you literature about SafetyCare or you can visit them on their website at [www.safetycare.us](http://www.safetycare.us). To get the Kennedy discounted price, enter KEN in the Referring Organization Field of the web site.

This is an opportunity that can make a real difference.

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### **FROM HAROLD WILSON, CARROLLTON RECRUITMENT GURU**

I want to take this opportunity to thank all Kennedy drivers & especially the Carrollton group for having a very safe winter driving season. The snow, ice & freezing temperatures have got to work on everyone's nerves this time of the year. But the trees are starting to bud & spring is just around the corner.

The intensified recruitment efforts are starting to pay off at Carrollton. We now are up to 90 drivers & trucks in Carrollton. Let us not stop now but trudge onward, relentlessly.

Don't forget - \$1,000, that's right, \$1,000- for all drivers for referral bonus. The Carrollton gang has led the way in referral bonus paid in the year 2004.

If you need referral cards, come & see me or Mike Mattingly.

Until next time, remember to stay safe.

-Harold

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### **CHANGE HATS/SWITCH GEARS -Liberty Mutual Insurance Company**

With the majority of injuries occurring outside the cab, increased awareness is needed to ensure a driver isn't injured. Upon arriving at your destination safely, when exiting the cab, whether at a job site, terminal, customer location – change your hat. Whether done for the day or just starting to untarp a load, change from your driving hat to a hard hat. Ensure your safety outside the vehicle at all times, and be able to arrive home at the end of the day in the same shape you left that morning, for yourself, your family and friends.

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### **USG OAKFIELD SAFETY MESSAGE**

We recently loaded a trailer in Oakfield that was Aliquippa bound. After placing his tarp over the load, the driver pulled from the docks without securing the load. (No straps were on the rolls). After seeing this, a USG supervisor made contact with the driver and explained that it is USG's safety policy to have the roll secured before moving the trailer from the dock. The driver fully understood and was very cooperative with USG's personnel. Please be aware of USG's load securement policy.

Thank you very much for your cooperation in this matter.

-Dayle Kelly

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## **DATA FROM MATT KENNEDY “THE NEW SIGN LANGUAGE”**

It took a decade to develop – and it is not much to look at – but a more legible typeface for road signs has been approved by the Feds. Drivers in Texas and Pennsylvania are already getting a glimpse of “Clearview”, the typeface created by graphic designer Donald Meeker and typographer James Montalbano. The pair improved readability of the Federal Highway Administration’s standard alphabet by tweaking the relative heights of letters and the lengths of ascenders and descenders. They ran tests in a computer lab and worked with transportation engineers to log recognition distances. Clearview is readable from 900 feet away, a 20% improvement over the old lettering. Design critics have complained that it’s not beautiful. “But it isn’t supposed to be,” Montalbano says.

(Article courtesy of Wired Magazine)

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## **DRIVER PROFILE OF THE QUARTER: ANDRIUS SIROTAVICIUS/KEARNY TERMINAL DRIVER**

In 1976, when Andrius was born, Lithuania was a Baltic state existing under communist oppression. (Ironically, in the USA we were celebrating 200 years of independence during 1976).

Andrius’ parents were both engineers: his mom still is. His elder sister, Violeta, is an accountant in Lithuania. His youngest sister, Zivile, is a student and waitress in England.

After graduating high school, Andrius attended a technical college, where he studied mechanics. This led to three years of work as a mechanic, interrupted by one year of service in the Lithuanian Army. (Andrius rose quickly through the ranks, attaining a rank of Sergeant during his brief military stint).

Andrius’ life changed dramatically when he stopped to pick up an attractive young hitchhiker in Vilnius, the capital of Lithuania. The hitchhiker was late for work. (Editors note: Hitchhiking is a common practice in Europe, particularly Eastern Europe).

The hitchhiker, whose name was Olivija, refused to give Andrius her phone number, forcing him to visit the mall where she worked.

A week later she moved into his home. A year later, in 1999, they were married, although Andrius proposed to Olivija within five days. (She waited 11 months to say yes).

Andrius soon learned to drive a tractor-trailer. He traveled throughout Europe delivering leather hides, pipe, machinery, fish, beef, vegetables and flowers. He was out for a week at a time and earned \$300 for his efforts. His ability to speak German, Polish, Russian, Lithuanian & English helped him in his travels. When asked about driving in Europe, Andrius revealed the following:

- Favorite country: Austria. Reason: beautiful mountains & scenery.
- Nicest road: Germany & Holland. For 35 euros (approx. \$44.00), he received a one-week travel pass.
- Nicest people? Good & bad everywhere.

In 2003, Andrius & Olivija took part in a lottery run by the U.S. government. They won the right to immigrate to the USA. They were 27 years old.

Andrius received a lead from his wife’s cousin and landed a job with a moving company in New York run by former Israeli paratroopers. He had to earn a U.S. CDL, because his European license was not accepted by American authorities. Three months later, he hauled his first load to Florida in one day. (In Europe all tractors have tachographs, but drivers do not keep logbooks).

Andrius always dreamed of driving a tractor-trailer and he enjoys it now as much as ever.

Andrius would like to thank Lenny Williams & Victor Vasquez for the care they took to make sure he learned to haul flatbed freight safely & securely. He is forever grateful to them.

Andrius is unique, but his story is typical. America is a magnet for many of the world’s best & brightest. These new citizens embrace American ideals, values and culture, and integrate quickly into the American “melting pot.” Perhaps no person appreciates freedom & opportunity as much as those who have been denied it.

If you’ve met Andrius, you know he’s a special person and a wonderful addition to L.J. Kennedy, as well as America.

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**THE MUNROE DOCTRINE  
FROM ALIQUIPPA TERMINAL  
-JOHN MUNROE, ALIQUIPPA T.M.**

January was a sub-par month for the Aliquippa Terminal regarding accidents and injury, some preventable, some not. We still have several weeks of bad weather ahead so I would like to remind everybody to be careful and take your time.

As Spring approaches, keep your mind on what you are doing, not where you are going on vacation or what you are doing this weekend. As Ripley might say "believe it or not, most companies have more accidents in the Spring than they do in the winter." Don't let this happen to you. Pay attention and expect the unexpected.

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P.S. I need to admit that Rick Baker was right when he said the Patriots were superior to the Steelers. He is now \$10 richer and I am \$10 wiser.

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**THE MPG KINGS (YEAR OF 2004)**

The rankings of fuel-efficient terminals appears below:

**1<sup>ST</sup> PLACE**

Florence 6.34 mpg

**2<sup>ND</sup> PLACE**

Stony Point 6.18 mpg

**3<sup>RD</sup> PLACE (tie)**

Kearny 6.06 mpg

Bristol 6.06 mpg

**5<sup>TH</sup> PLACE**

Carrollton 5.96 mpg

**6<sup>TH</sup> PLACE**

Auburn 5.93 mpg

**7<sup>TH</sup> PLACE**

Aliquippa 5.76 mpg

**8<sup>TH</sup> PLACE**

System 5.47 mpg

Corporate Average 6.00 mpg

Corporate Goal (2005) 6.25 mpg

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**THE OVER THE ROAD FUEL  
NETWORK PURCHASE KINGS  
(2004)**

(Percentage of fuel purchased in LJK Network, Pilot & Travel Centers of America).

ALIQUIPPA	98%
BRISTOL	93%
AUBURN	91%
CARROLLTON	91%
FLORENCE	91%
KEARNY	87%

If everyone does as well as Aliquippa in 2005, our bottom line will improve and we will all benefit.

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**TOP MPG ROAD DRIVERS, BY  
TERMINAL**

George Mihalek	Florence	7.42 mpg
Jim Music	Kearny	6.85 mpg
Gary Burton	Carrollton	6.82 mpg
Gary Nagy	Bristol	6.57 mpg
Frank Jewett	Auburn	6.44 mpg
Ed Janicki	Aliquippa	6.13 mpg
Steve Dickson	System	6.05 mpg

As our thanks for a job well done, each driver on this list will receive a \$100 U.S. Savings Bond. If we improve our mpg in 2005, we will all benefit.

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**"ALL RISING TO GREAT PLACES IS BY  
A WINDING STAIR."**

-Ed Smith

**"TO DO EASILY WHAT IS DIFFICULT  
FOR OTHERS IS THE MARK OF  
TALENT. TO DO WHAT IS IMPOSSIBLE  
FOR TALENT IS THE MARK OF  
GENIUS."**

-James Joyce

## THE TWENTY PLUS CLUB

Congratulations to the following employees with twenty or more years of employment with L.J. Kennedy Trucking!

Pete Wisniewski	46 years
Jim Brophy	44 years
Charlie Campbell	38 years
Willie Williams	34 years
Pattie Kennedy	32 years
George Rowe	31 years
Bob Anderson	30 years
Ed Czerminski	30 years
Doug Malizia	29 years
Rick Baker	27 years
Carl Davidson	26 years
Barbara Torturello	25 years
Ginny Kennedy	24 years
Stephen Padolski	24 years
Guy DiDomenico	23 years
Don Gensure	23 years
Warren Fahrenfeld	23 years
Janet Agrew	22 years
Bob Pohero	22 years
Janet Wentworth	22 years
Bob Chatman	21 years
Brian Hirsch	21 years
Irene Potts	21 years

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## TRIVIA QUIZ

- Can you name the star of the 1986 World Series who drives a flatbed tractor-trailer during the off-season?
- Do you know which future NBA Hall-of-Famer owns a trucking company that he also drives for? (Hint: the company is based in Utah).

ANSWERS IN OUR NEXT ISSUE.

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**“OLD OR YOUNG, WE ARE ALL ON OUR LAST CRUISE.”**

**-Bob Paul**

## OUT-OF-ROUTE MILES FOR 2004

Bristol	7.41%
Florence	5.89%
Kearny	5.46%
Aliquippa	4.95%
Auburn	4.62%
Carrollton	3.92%
Stony Point	2.45%

Corporate Average 4.47%  
Corporate Goal (2005) 3.00%

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## PROUD PARENTS SECTION

- Warren Fahrenfeld, Kearny driver, wants everyone to know that his three sons, Brian, Kevin & Warren, Jr., all deadlifted more than 600 pounds each and benched over 370 pounds, each while competing in the AAPF Tom Foley Classic in Nanuet, NY. (All three sons were featured in the December issue of “Powerlifting USA” magazine).

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**“BLESSED IS HE WHO EXPECTS NOTHING, FOR HE SHALL NEVER BE DISAPPOINTED.”**

**-Joe Perreira**

## **THE THIRTY SAFETY COMMANDMENTS**

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

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## **MONEY MATTERS**

**-John Roulett**

We all know how hard it is to put money away on a regular basis - especially for the long-term. At no time, however, has it been more important to invest in your future than it is today. With Social Security representing less and less of your retirement income, along with the fact that we are living longer, you as an individual are going to be increasingly responsible for funding your retirement. The company is as concerned about your financial future as you are. Your company sponsored

retirement plan can help you reach your financial goals. In addition to being an important way to help yourself, your 401(k) plan offers many additional advantages. Some of these include:

- Your contributions are made on a pre-tax basis, therefore lowering your taxable income and in turn lowering your taxes.
- Investment earnings grow on a tax-deferred basis.
- Once you have chosen how much to contribute, your contributions are made by simple, systematic payroll deductions.
- You have the ability to invest in a diversified, high quality menu of options.
- A 24-hour toll-free number as well as internet access to your investments to check your balance or make investment changes.

The best time to start participating in our company retirement plan is now! No contribution is too small! If you have any questions or would like to start contributing, please see your supervisor or Terminal Manager for more information.

-John Roulett

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## **FROM THE CHAIRMAN OF THE BOARD**

**-Frank Kennedy**

I have a confession: when I was a driver, I drove when I was tired. Very tired.

I was lucky. I never hurt anyone. Not everyone is so lucky. That's why I am writing this letter to you.

Please listen to me. Don't drive tired. Lives depend on it. If you need to rest, PULL OVER, notify dispatch and get some needed sleep!

Even a driver in complete compliance with D.O.T. regulations may need to sleep more. If you need more rest, pull over. Don't drive tired. Don't endanger yourself. Don't endanger others. Don't drive while fighting to keep your eyes open.

Get the rest you need. No load is worth jeopardizing lives for.

I know what I am talking about and I understand what you do. I care and I want you to stay safe & healthy.

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