

K Ltd. connection

Vol. 3 Iss. 1

No Limit on Safety Toledo, OH - Taylor, MI - Hammond, IN

• SUMMER 2005 •

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psst... check out the site's new style
www.k-ltd.com

2005 Safety Awards Banquet

K Ltd.

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salad
dessert
creams
red potato

CARRIER SERVICE AWARD FOR 2004
PRESENTED TO
K-LIMITED CARRIER LTD
FOR Hauling over 3,000 loads with dedication to safety & service
BY JONES HAMILTON CO.

2004 SUNCO CARRIER OF THE YEAR AWARD
RECOGNITION TO PASSENGER
K-LIMITED TOLEDO, OH TERMINAL
CONGRATULATIONS TO K-LIMITED

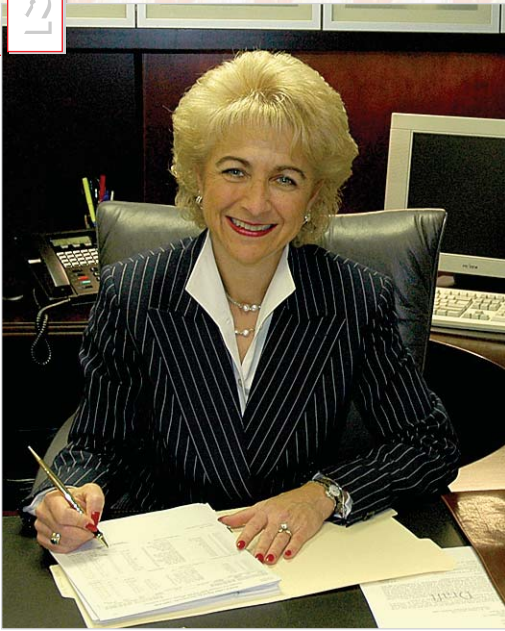
K-Limited Carrier

PRIDE • PERFORMANCE • PROFESSIONALISM

Our mission at K-Limited Carrier, Ltd., is to work for our customers. In hazardous and non-hazardous materials, we are your complete transportation resource. We understand clients have unique and specific needs. There are no "packaged jobs" here. Every aspect of each shipment is tailored specifically for that customer.

By using high-tech resources such as a computerized dispatch system and satellite tracking while your load is in transit, K-Ltd. maintains total control of your shipment. Customers confidently assign K-Ltd. again and again, knowing their job will be completed quickly and safely.

SUBSIDIARY OF HANZARD



On The President's Desk . . .

FIRST, congratulations on winning the Sunoco Carrier of the Year 2004 – third year in a row – and the Jones-Hamilton Co. Carrier Service Award for 2004. Wait, I'll do better --- CONGRATULATIONS! And doing better is what all of us at K-Ltd. need to think about everyday because once again we are a victim. Everyday when we travel up and down the highway, making our time sensitive deliveries to the customer, we are victimized. We are the victim to FUEL COST.

With the current environment it is absolutely necessary we utilize the proper Fuel Purchasing systems we have in place. Plan our logistics correctly so we can wisely fuel at cost efficient stops. Further, operations has been put to a challenge to ensure proper, mindful dispatch decisions are made. We have seen our fuel cost more than double from this same time last year. We will continue to monitor our predicament, but we cannot defeat this growing variable cost without everyone's help. Be aware of engine idle time, don't just park your units and leave the engine running. Limit any out of route driving to a minimum, run the most direct route possible.

I know you all can do it though, as you proved yourselves worthy in battle by winning the Sunoco and the Jones-Hamilton Co. Carrier awards. Again --- CONGRATULATIONS! But with another successful K-Ltd. Safety Banquet in the books, you set the service bar ever higher with our customers. Out of the gate for 2005 we are not meeting the expectations you have set, as our joint operations performance overall has dropped. But even though that's down a little, we're a three-peat champion with Sunoco, and I know you each look at the lower performance as a challenge to make it better next year.

Your competitors will always be looking for opportunities. Let's not give them any free ones. It is up to each of us to ensure we provide the best service possible to our customers. In reviewing non-conformances we have had placed against us, I see the root cause to be something very simple ... Communication. I believe, and know, we can do much better, you have proven this. Be proactive, provide yourselves enough time, understand exactly what your delivering customer requires, be prepared and most of all communicate if you cannot meet your requirements. Hey, call me.

We all know the game is not over until the Fourth Quarter ends, so let's make the last two quarters our very best. Let's be a strong team, demonstrate our strengths, and together we'll win, independently we lose. WE ARE WINNERS !!

Drive Safe – Be Alert!

- Kim Kaplan



K - Limited Carrier has always been among the largest female-owned and operated certified bulk carriers in the United States. But now it's official, with formal recognition by the Women's Business Enterprise National Council.



SAVE THIS DATE:
AUGUST 28

¥ ¥ ¥ ¥ ¥

K-LIMITED'S COMPANY PICNIC IS BACK BY POPULAR DEMAND! AT GENOA MEMORIAL PARK THERE WILL BE NICK & JIMMY'S BBQ, GAMES AND MORE. DETAILS TO FOLLOW...

No Limit on Safety toledo, OH - taylor, MI - hammond, IN

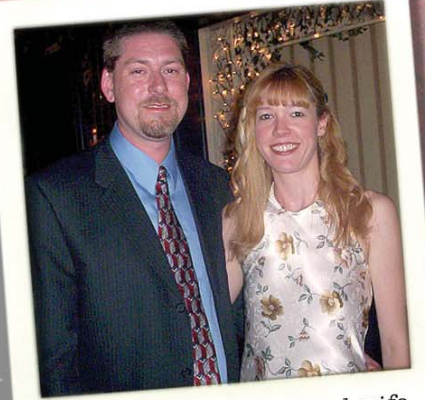




from back: Bobbee Clawson, Heather Moore, Shari Marcy and Ed Storey



from left: Aaron Simpson, Nick Frueh, and Rob Walker: hey, bald is in, Aaron, let it shine!



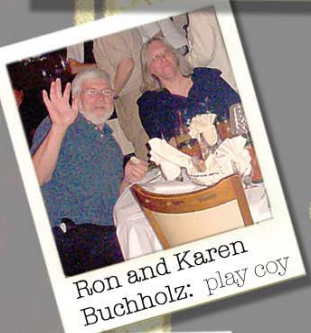
Donovan Browning and wife Megan: looking good



IS PROUD TO PRESENT THE
**2004 SUNOCO
CARRIER OF THE YEAR AWARD
UNSCHEDULED FACILITIES**

TO:

**K-LIMITED
TOLEDO, OH TERMINAL**



Ron and Karen Buchholz: play coy



Gerald Notman and wife Marilyn: half camera shy?



P.J. McDonagh - glows at his own safety

K-LIMITED HAD AN OUTSTANDING PERFORMANCE, SAFELY DELIVERING SUNOCO'S TOLEDO SHIPMENTS AT 97% ON-TIME (CARRIER), AND OBTAINED AN OVERALL RATING OF 5 FOR SUNOCO'S CARRIER OF THE YEAR CRITERIA

SUNOCO WOULD LIKE TO THANK EVERYONE AT K-LIMITED, ESPECIALLY THE DRIVERS AND DISPATCHERS FOR THEIR OUTSTANDING SERVICE IN 2004



Dan Kawziniski and wife Judy: warming up together



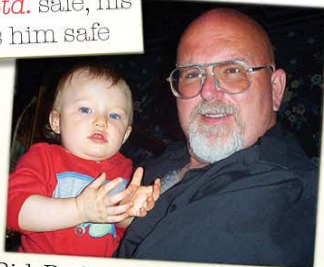
Dean and Kim ham it up, well, they probably had steak

CONGRATULATIONS TO K-LIMITED!

415,109
total company safety miles



John keeps *K-Ltd.* safe, his wife, Kim, keeps him safe



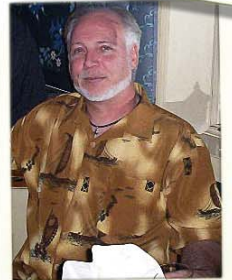
Rick Buchholz holds son, Nathan, who's explaining some finer details



Heather Moore, Shari Marcy, Susan: dressed to impress



Rob Greunke: caught red faced



Tom Clawson: Bobbee's husband hears the music



Ron Hawkins, Jr., and wife, Yvonne: maybe she won it?

CARRIER SERVICE AWARDS FOR 2004

PRESENTED TO

K-LIMITED CARRIER LTD

FOR HAULING OVER 3,000 LOADS

WITH DEDICATION TO SAFETY & SERVICE

Golden Wrench Award

Rob Grunke
John Wolfe

High Hours Award

T-606: Peter Garza
T-602: Ron Jones
T-601: Peter McDonagh

High Miles Award

T-606: Ed Storey
T-602: Rori Burle
T-601: Michael Gill

Certificates of Excellence

T-606: Mark Kratochvil, James Scholte, Lloyd Williams
T-602: Franklin Cain (just short 250K), Ken Cunningham, Robert Mackinnon, Clyde Mitchell, Terry Newsome (just short 500K)
T-601: Donovan Browning, Rick

Buchholz, Tim
Buchholz, Dan
Hedges, Matthew
McDonagh, Gerald Notman, Duane Pribe, Rob Walker, Tom Whatmore

100,000 Miles Award

Anthony Goolesby
Ron Hawkins, Jr.
Joe Krajnik
Peter McDonagh
Aaron Simpson

Charlie Sherman
Piotr Stepaniak

250,000 Miles Award

Ed Storey
William Winston

500,000 Miles Award

Rori Burle
Ron Jones
Ron Buchholz
Richard Heffner, Sr.
Kent Millhouse

BY JONES-HAMILTON CO.



from left: Michelle Hefner, her husband Rich Hefner, Jr., and Dick, Sr. sharing a 'clean' joke



Clyde Mitchell leaning in with wife Judy



Terry and Donna Newsome

In the Corner Office

by **Dean Kaplan,**
Vice President



- *Commitment to Excellence*
- *Professional, Dedicated Drivers and Office Staff*
- *Solid Customer Base*
- *Regional Strength within the "Triangle Concept"*
- *No Limit on Safety*
- *Pride, Performance, Professionalism*

You've all come to expect something unusual and different from my perspective, so I will once again make thoughts to words in my own way. The K-Limited Group is in the midst of what I consider our grandest opportunity since we opened the doors in 1997, summed up in two words: **CHICAGO MARKETPLACE.**

K-Group first hit the Chicagoland area in 2001. Since then, like anything, we've had our ups and our downs. But we've reached the next plateau of carrier stability. That simply means:

Welcome!!!

MIKE MEIRING – TERMINAL MANAGER 606, CHICAGO, IL:

I'm sort of a jack-of-all trades guy out here away from the main operations in Detroit and Toledo. At K-Ltd. I do a little dispatch, customer service, billing – I'm the maintenance representative and Chicago's safety director when called upon for it. My 30-plus years of logistics knowledge make that manageable, but what's great is knowing that even though I am working as an individual, everyone in K-Ltd. is still working together. The open communication here allows me to know everyone at each facility as a person. We're all working for the same thing, the customer, no matter where we are.

EDUCATION: Bachelors of Business Administration in Transportation Management, Trinity University in Sioux Falls, SD

HOBBIES: Golf and travel – I love goin' anywhere with my wife, Rose

ABOUT K-LTD: Our customers are valued greatly here, for them we're always going above and beyond what's simply required. Say a customer forgets an order, then calls at the last minute – worried – trying to scramble around and get the job done. Rather than tell the customer it's their fault or even tell them we will "see what we can do," we do the scrambling for the customer – we get the job accomplished. Any special need, we do whatever to make it happen. And our customers know that. Because of this dedication to service, all of our customer relationships are personal, one-to-one.

Welcome as well, new since January 1

- **DRIVERS AT 601, TOLEDO - CHARLES GERRIE, MICHAEL GREEN, HERB HARRINGTON, KEITH LEE, DAN RANKIN**
- **DRIVERS AT 602, DETROIT - DAVID SAKO, TERRANCE SARGENT**

"What is he talking about," I'm sure you're asking, along with, "What does this mean?" Simply stated, we have worked through the growing pains. We have built a seamless conduit through Toledo, Detroit and now Chicago, formulating a logistically strong regional environment that allows us to produce higher loaded mile ratios, and greater revenue – ultimately placing K-Limited in a much greater position.

Our focused leadership from senior management has brought us Terminal Manager Michael Meiring, a family guy perfect for our philosophy, and Heather Moore, an administrative assistant fitting in right where she's needed. For K-Limited "606" they've given us strength and stability from the inside, allowing us as a carrier to grow our driver base with sound, loyal professionals who show pride

and ownership of their daily responsibilities.

And as Chicago Ops built in strength, we've grown with additional customers. But the cornerstone of our newest opportunity lies with Carpenter Chemical, potentially \$1 million in annualized revenue. This newest addition – and the initial customer base of NCOC, ISO Container Customers Consolidated, Sunoco, and our friends at Calumet Tank Equipment – offers the strength and stability K-Limited needs to be the objective player within the Chicago region.

One can only speculate about the future, but I assure you more opportunities can be tapped. With due diligence we will find them, we will continue to grow, and we will continue to nourish K-Limited's ongoing customer partnerships.

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LET K-LTD PAY FOR YOUR HAZMAT AND CDL RENEWAL: NEW REQUIREMENTS FOR HAZMAT ENDORSEMENTS

The Transportation Security Administration (TSA) implemented new requirements to renew your CDL hazardous materials endorsement. It involves a criminal background check on each applicant based on a fingerprint check by the FBI. This new requirement is for all states and started May 31, 2005.

For those renewing now, you must make sure you start the renewal process 60 to 90 days in advance of your birthday renewal date. This being a new program, it could take that long to get the results of the background check. *You will not be issued a hazardous materials endorsement until the check is successfully completed.* If your HAZMAT endorsement expires it will have a negative effect on your ability to work and on your paycheck! **If you are proactive and get this process started 60 to 90 days in advance, K-Limited will pay for the background check (average \$95.00) AND pay for your CDL renewal.**

Drivers MUST contact the IBT/TSA by phone at (877)429-7746 or online at www.hazprints.com to fill out the application. This must be done prior to the agency taking your fingerprints.

Ohio, Michigan, North Carolina and West Virginia are some of the states using the IBT/TSA program mentioned above. Some states such as, Indiana, Illinois, Pennsylvania and Maryland have chosen to run specific state run programs. Details for these programs are not as clear. More information will follow as details become available.

Keep your receipts from the expenses, to be reimbursed by K-Limited. If you were to leave the company K-Limited may deduct the cost of the background check and CDL renewal from your last paycheck.

The Safety Department will make every attempt to give reminders, but you have to be proactive. For questions, talk to your terminal manager or call John Spurling.





FROM UNDER THE TRUCKS



by **PAUL GRAY** -
Maintenance Director

All garage staff would like to thank DRIVERS for your help and understanding these past months. We know your job is a demanding one and, though sometimes it may appear otherwise, the garage is always looking out for your best interests. The garage staff knows you are the key to K-Limited's equipment staying safe and running efficient. It is always important the garage crew and drivers work together for open lines of communication.

In case you haven't noticed K-Limited has invested in eight new "9200I International" tractors, two of which have an "Eaton Fuller Ultra Shift RTO-16910B-DM2 10-Speed Fully Automatic Transmission." And for the first time at K-Limited, one of these tractors has WIDE BASE SINGLE TIRES. This

unit will be driven by LARRY HOWARD. The other unit, with the Eaton transmission, will be guided down the highway by JERRY NOTMAN. The garage is always looking to make the driver's day better, and safer.

But we need your help again with hoses, many are coming due - CHECK THE TEST DATE! As you are aware, overlooking this can be costly to the driver and the company. **HOSES** are a **HUGE COST!** We must protect this investment.

One more item: SECURITY. Please keep an eye on our terminal. We leave a lot of areas unlocked, for your benefit, so please advise if you notice anything out of the norm.

Again thank you for being a great group of drivers!

Shari Marcy - Terminal 602 Manager, Detroit

IN BRIEF, THANKS

Congratulations to all the drivers who earned awards at the 2005 safety banquet. You all deserve to be congratulated for your great safety performances and your great customer service.

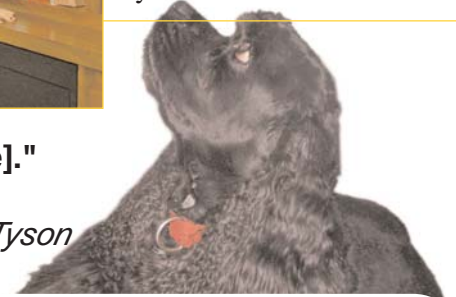
Thanks also to everyone for helping with our main customer in the Detroit market, Shell at River Rouge. Everyone has been making an extra effort in completing the Shell time-card and loading requirements. As a whole, we're doing a lot better punching the cards three times, as required. We're also on the hunt for another pre-loader at Shell. If you know of anyone fitting that position please let us know. The referral bonus is still on.

Last but definitely not least, 602 terminal had an awesome month of May. All you guys made that happen with your dedication to your jobs and all the very hard work you did to cover freight. K-Limited is lucky to have every single one of you, and I am personally thankful to God to know each of you. Thanks for everything. My job can only be done with you!



"Woof [Feed me]."

- Tyson



"Faultfinding without suggestions for improvement is a waste of time."

- Ralph C. Smedley

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\$2000.00

Driver
Referral

The Liquid Bulk Transportation Industry has been running above capacity since 2004. At K-Limited, finding business is not our problem, it is finding professional Drivers and Independent Contractors. We need your help! From now until August 30, 2005, if you are an active K-Limited driver and refer a qualified driver, you will earn bonus income.

Here is how the program works. Once the Driver or Independent Contractor is hired and completes the orien-

tation training program, you will receive a \$500.00 referral bonus. You also receive \$500.00 when the new Driver or Independent Contractor successfully completes four months, eight months and one year of full-time working service. Federal regulations require taxes be withheld from each payment.

Please make sure the new Driver or Independent Contractor submits their application with your name on the application showing that YOU referred them to K-Limited.

Very important!

Keeping in communication with the hired driver recruited through you is recommended. Sometimes getting started with a new company can have "bumps in the road." Help counsel this new Driver and give them support. Be a friend and help the new driver's be successful, and help protect your investment.

Recruiting the best professional Drivers in the business strengthens your company as a leader in the tank truck industry. Ask for an application.

Learning Safety in the Desert:

A notebook from Safety Director .
John Spurling



For four days in late June I attended emergency response training classes at the Colorado State Training Center for Domestic Preparedness, in Pueblo. With about 40 others – mostly Sunoco employees, railroad workers and emergency responders – I learned about the most-current philosophies in the world today on how to handle accidents involving hazardous materials.

Our mornings were all classroom material, then afternoons were drills or simulations. It was about a 300-to-400 acre government facility, that's a wild guess but it was B-I-G. This training center was even shown on CBS' 60 Minutes, a wall was built solely for train to smash into – just to see the effects. I didn't see that, but there were three different mock-ups of train derailments. Each was about five or six cars and featured different chemicals.

The training was comprehensive, I didn't just learn about what I'd do in the situation, I learned how emergency response works top to bottom: from dealing with media to learning about various product and general procedures like proper grounding and flammability guides.

One interesting mock-accident was the derailment of propane, both a liquid and gas. 25-feet away from the accident the training experts set up flares, not to make the 100-degree heat that much more uncomfortable, but to burn off excess product in the air and around the area. That was dangerous in itself! Then the propane was transferred from the railcar laying on it's side to a safe tank-truck.

Despite the heat the whole training was pretty cool, just finding out all the levels of control involved in an accident was helpful. There's an incident commander, the safety guy (that would be yours truly), a logistics guy, reconnaissance, public information officers, etc.

When I got home from the training I did what most of us do, flipped on the television. CNN and C-Span were both attending to a story about an explosion at Prax-Air in St. Louis. I watched it all knowing exactly what was happening at each step, as far as the requirements of emergency responders anyway.

My hope, for K-Limited, is to have this knowledge and never use it. With the attitude of "No

Limit on Safety" and sound practices from all employees - and a little luck - I won't have to.



Fred Sajewski, in memory of

On May 21, 2005, K-Limited's alliance partner, DistTech, lost a former employee, Fred Sajewski, who helped put them on the map as the safest tank truck carrier in the industry. Though he did not work for us, he certainly worked with us.

Fred was a legend in our industry as a Safety Director. During the 15-plus years Fred served with his company, they received an unprecedented five "Heil Outstanding Performance Trophies," 1987, '92-3, '95 and '97. This incredible achievement was only possible because Fred had tunnel-vision when it came to safety. He wasn't there to make friends, or even to win awards, he was there to ensure a well thought out safety program be properly administered, and that our nation's highways be safer.

He also was aware of each driver, their families, and their welfare. That was his mission. And he accomplished that job better than anyone could have ever imagined – including Fred!

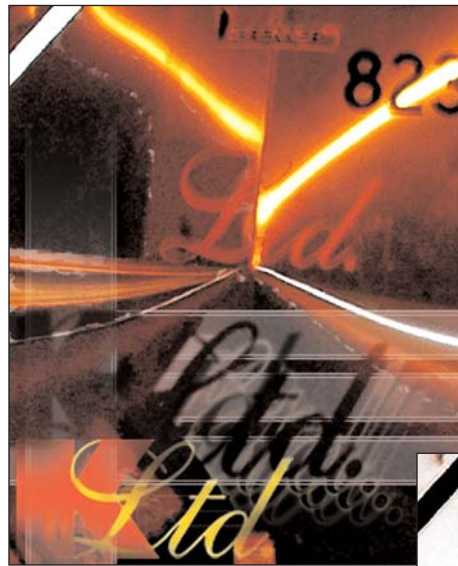
Fred started in the industry as a driver, like a lot of us, then moved into management. He went to Manfredi Motor Transit in 1983 as the Terminal Manager at Dayton. It was a tough job at a tough time, but Fred was steadfast and managed the terminal quite well. Many do not realize Manfredi's business with BASF was a direct result of Fred handling an accident of a competitor. The company was so impressed by his skill, they offered work both at their Greenville and Cincinnati, Ohio, plants.

But Fred's niche was safety, serving as the Chairman of the National Tank Truck Carriers Safety Council for 1996 and seven. He was the right guy, for the right job, at the right time. He will be missed in the industry.

During retirement Fred found he liked fish, moreover, he liked catching them. And he'd always loved flea markets. Even the fish and fleas will miss him – we all do.

Thoughts and prayers to his wife, Diane, we share her grief. Donations in Fred's name can be made to the Diabetes Association of Greater Cleveland, 3601 S Green Road, Suite #100, Cleveland, OH 44122. DisTech will match any and all employee donations made in Fred's name.

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K-Ltd. Connection is produced by K-Limited Carrier, Ltd., edited by Phillip L. Kaplan. Contact: (877)865-5583 OR fil@youramericantypewriter.com

