

# K Ltd. connection

Vol.3 Iss.11

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

- SAFETY: Four Habits of Good Drivers... 5
- PLUS new year's resolutions!!



*Jerry Culp: For 2006, I just want to be a better driver.*



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*happy holidays*

# On The President's Desk . . .

With 2005 heading into history, it is hard to believe that K-Limited will venture into it's 9th year (Wow!). Some of you have been with us since that frigid day in January 1997 when K-Limited was born, and others have come into our business life as the years have traveled by. We have been blessed with a wonderful group that continues to grow and develop as a true professional working team.

I personally find this time of the year, the "Holidays", to sit back and reflect. It provides a reality check on our individual thoughts of our business and personal lives. We always remember our good and difficult past experiences, embrace our present existence and dream of what our futures may hold. Reality is simple, we cannot change what happened yesterday, we accept what has been given to us today, but tomorrow should be viewed as an opportunity. Everyday is our best opportunity.

2006 represents 365 opportunities for K-Limited. Our current customer base continues to grow and we have been approached by new potential customers that fit our framework. But for the future, the focus for all of us remains simple: safety and service. These are extremely important to our present existence and our future opportunities.

As we end 2005 and begin '06, we leave behind many obstacles. Some we still face going into the New Year: fuel concerns, insurance markets based on the tragedies created by nature, and a shrinking driver market. But we will focus on solutions and continue to move K-Limited in a positive direction. With everyone working together "2006" will be a great success!

I wish you and your families my personal best this Holiday Season, and I Thank You All for your continued support.

**DRIVE SAFE!**

**KIM A. KAPLAN**



*My New Year's resolution is to get K-Ltd. more involved with the WBE, help take us to the next level.*

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

**WELCOME!!**  
*New Hires - since July*

601 - TOLEDO  
Todd Carder - Driver  
Dwight Rarick - Driver  
William Scruggs - Driver

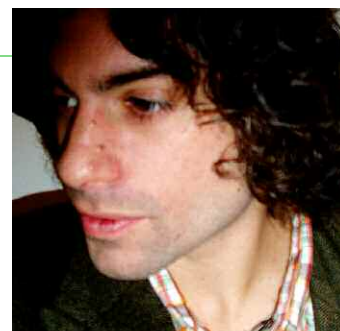
602 - DETROIT  
Jerry Culp - Driver  
Ken McIntyre - Driver  
Ken Gilbert - Driver  
Mike Smith - Driver  
Tim Tackett - Driver  
Shawn Lewis - IC Driver

606 - HAMMOND  
Gerald Jackson - Driver  
Danny Carter - Driver



**"You know, it's always go-go-go. In 2006, I'm gonna start treating myself to the right amount of rest."**  
*- Tyson's Resolution*

*Resolution? Same: sleep and eat less, but get more energy - give more, take less, and get more out of everything.*



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

## BIRTHDAYS!! since July

### AUGUST:

Nick Frueh - 8/1  
Tom Whatmore - 8/4  
Donovan Browning - 8/7  
Michael Gill - 8/12  
Mark Kratochvil - 8/13  
Rich Heffner Jr. - 8/21  
Clyde Mitchell - 8/22

### SEPTEMBER:

John Spurling - 9/10  
Peter McDonagh - 9/14  
Randy Thomas - 9/18  
Kristi Thurston - 9/27

### OCTOBER:

Shawn Lewis - 10/14  
Kent Millhouse - 10/8  
Gerald Notman - 10/13  
Paul Gray - 10/26  
Ken Gilbert - 10/28

### NOVEMBER:

Dan Hedges - 11/12/54  
Ron Hawkins - 11/13/58  
Ron Jones - 11/21/41  
David Sako - 11/21/56

### DECEMBER:

Ron Buchholz - 12/19  
Steve Cramer - 12/3  
Gerald Jackson - 12/27  
Kim Kaplan - 12/25  
Kenn McIntyre - 12/1  
Johnnie Robinson - 12/2  
William Winston - 12/30

# In the Corner Office

by Dean Kaplan,  
Vice President



As the Holiday Season ramps up in high gear, I wanted to take a hard look back at 2005 and once again make an attempt to peer into that infamous crystal ball for a sneak peek at 2006.

From "The Corner Office's" perspective we will end up on a profitable note thanks to all of K-ltd.'s Operation's strong revenue performance in the fourth quarter of 2005. To that, I give all of you a hardy *THANKS* for a job well done.

Now then, looking ahead, again our industry will continue to be hard-pressed by challenges. It's kind of the 'same-old, same-old' in the staggering cost factors: fuel, insurance and equipment. These three primary categories, as

most of you know, will continue to escalate and encumber us at a pace that will not bode well for a healthy, profitable picture in 2006. But I do believe we will endure, staying the course with a solid customer base and continued strategic growth for all of our primary customers within our regional triangle of Toledo, Detroit and Chicago.

Also, we have promising indicators that Philadelphia will show greater signs of more volume and consistency. One last thing on customer note's, we have heard back from

some old acquaintances and friends with "Opportunities" on the horizon; stay tuned more to follow in the coming months.

Additional challenges of driver shortages, hours of service regulations and strong competition from our competitors will continue to be met head-on.

With all this said, I do believe we will persevere and embrace modest yet solid strategic growth. And, as we have always done in the past, we'll face today's challenges and tomorrow's tests lying directly in our path.

Thanking you all again for your commitment to excellence in 2005, I look forward to a Happy, Healthy and Profitable 2006 !!!!!

*"If you ask me how I am, I say 'perfect.' It was last year's resolution too. I like it."*

## PER DIEM RULES FOR 2006:

The Internal Revenue Service has announced some changes in the federal income tax rules governing how much can be deducted for a truck driver's over-the-road expenses. For calendar year 2006, the flat rate per day that may be deducted for a driver's meals and incidental expenses in the continental United States rises to \$52. from the \$41. allowed in 2005. For those who keep an itemized record of meal expenses, 75 percent of such expenses may be deducted for 2006 and 2007, up from 70 percent for 2004-2005. This rule applies only to workers covered by the Department of Transportation's hours of service rules. More information is available from Internal Revenue Bulletin 2005-42 at [www.irs.gov/irb](http://www.irs.gov/irb)



*Duane Pribe: "My New Year's Resolution is to win the lottery."*

# New Year's Resolution Time



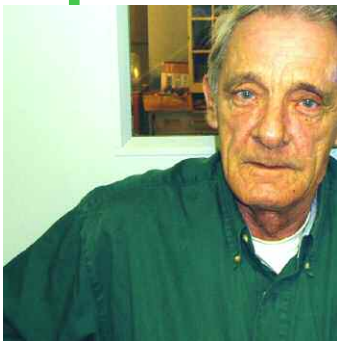
*Tom Whatmore: "Quit smoking. And double my income. It's the quitting smoking that should double it. That's \$30,000 right there!"*



*Clyde Mitchell: "... I think Clyde's going to find more to say."*



*Bobbie: "The same as everyone else's." What's that? "Lose weight."*



*Lloyd Williams: "To make my 4 million mile mark with out a chargeable accident and to spend more time with my grand children."*



*Ron Buchholz: "Be nice to Amy... but that's a lie."*



*Amy Popkin and Susan Smith: Amy, "Well, I'm going to stop cussing." Susan, "Then I'm starting."*



*Nick Frueh: "Buy a house in Toledo so I don't have to sleep in my truck anymore."*

*Mechanics Rob Greunke (top) and John Wolfe had trouble getting resolutions fit for print. John finally said his resolution is to make it to next year's resolution. Rob, in kind, decided his resolution was to make a resolution.*

*See that cigarette in his mouth? Rob Walker: "Quit smoking."*

*Don Watson: Issued the perennial "lose weight," but added he is happy with who he is, "Though I guess I'd like to quit smoking."*

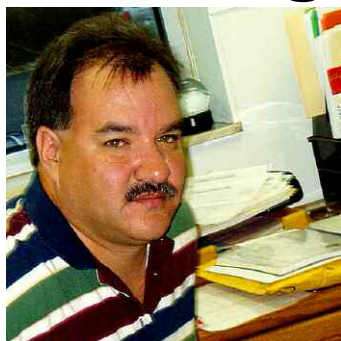
*Kristi Thurston: "Spend more time with my kids."*



# Four gives more

by John Spurling

basic concepts ease winter hazards



*"For '06 I want to lose this 20 lbs. I got when I quit smoking." Well, at least you quit smoking. You're still adjusting. When did you quit? "Easter, dude." If it doesn't work, he's going to quit non-smoking.*

## ANNIVERSARIES!! Hire Dates - since July

8 YEARS: Randy Thomas  
Shari Marcy

5 YEARS: Tim Buchholz  
Richard Heffner Jr.  
Larry Howard

4 YEARS: John Williams

3 YEARS: Aaron Simpson  
Ken Cunningham  
Nick Frueh

2 YEARS: Rob Mackinnon

With winter, the likelihood of slippery road conditions increases and so does the need to be even more vigilant in following common-sense practices in professional driving. Following these four concepts – *seatbelt, slowing down, staying back and smooth operating* – will help bring you home safe and sound everyday.

Seatbelt use among truck drivers is around 50%, while passenger cars is closer to 75%. I know it may not be the most comfortable, but it's not *that* uncomfortable; and your seatbelt keeps you behind the wheel and over the pedals, which may allow you to steer out of danger. In a crash your safest place is in the cab. We tell our children every time they get the car to buckle up, we need to do the same.

During inclement weather, it's wise to put some extra distance – at least double – between yourself and the vehicle in front. I know it can be tough at times because

**As a professional driver you are the manager of your truck and your trip. Keep informed of weather reports.**

of the amount of traffic. The best way to do this is by reducing speed. Excessive speed is among the top causes of crashes involving heavy vehicles.

We know better than to assume drivers around us drive like experts, so give yourself more time to observe so you can react to vehicles and road conditions ahead. Look at least 12 to 15 seconds ahead of your vehicle, anticipate turns and stops, and signal your intentions early.

Smooth driving habits separate the seasoned professional driver from the poor and rookie drivers. Not only does it cut down on wear and tear on the truck, it also boosts safety. Get off the fuel early and coast to begin slowing down. Smooth braking, accelerating and shifting are a sign of a professional driver and are even more important in bad weather where an abrupt movement may cause a skid.

Be mindful of road conditions. As a professional driver you are the manager of your truck and your trip. Keep informed of weather reports. It is important to give yourself extra time to make a trip when there are poor conditions or the potential for poor conditions. By having the extra time, it will keep you from being in a hurry and potentially putting yourself in a bad position. Also, if you are on the road and feel the conditions are not safe to continue, pull off at the nearest safe haven and contact dispatch. No load is more important than your safety!

One extra tip to throw in concerns getting in and out of your truck and on your trailer. As simple as this may sound, slips and falls are the number one cause of injury for drivers. Always keep at least a three point contact with the vehicle. Never jump out when facing away from your vehicle.

The hazards of winter driving are very tricky, but by following some of these good sound driving tips you can make everyday behind the wheel a successful day. Have a great holiday season and a successful New Year!



## Terminal 606 New Year's Resolutions

Mike Meiring

2006! Wow can you believe it !!! Another year has passed, remember all of those New Year's resolutions made last January. Well, here we are again, time to make Hammond's resolutions for this year.

Most people choose the usual resolutions - quit smoking, lose weight and so on. Most of these are well intended, but unfulfilled.

This year I would like to take a broader approach and have a resolution for the entire Hammond Terminal. 2005 was a good year for safety here. For 2006, I would like our resolution to be that we improve on our outstanding safety record and have another great, safe year. Winter driving, traffic, delivery location and road conditions are everyday occurrences in our industry that put our resolution at risk. To be successful with our resolution for 2006 will require a commitment from all to be safe at all times.

Lets make this one resolution that is kept.

May you and all your family have a safe, happy and wonderful holiday season.



# UNDER THE TRUCKS

NEWS FROM YOUR GARAGE

Paul Gray and Jay Kaplan

Winter is here! This brings out the very best in our drivers and the very worst in some of the general public. Thank you for not only protecting yourself and staying safe, but also helping K-Limited keep insurance costs down and protect the equipment. You are doing a Great Job – THANK YOU!!

But winter does present the possibility of new problems that need to be avoided. We all know this stuff. But my job is to remind everyone:

- **PLUG IN** your tractors when in the yard. Please put the cords back on posts when not in use.
- **PARK** in your regular parking spot. Please be considerate of your fellow drivers.
- **FUEL** at least a quarter tank at all times.

• WIPER fluid levels to be watched as well.

I thought the MICHIGAN v. OHIO thing was over and finally behind us. But remember those two International Show Trucks that caused all the attention at the terminal and around town? You won't believe it, but they were both purchased by two of K-LTD'S long standing IC's. An OHIO guy purchased the Michigan truck and a MICHIGAN guy purchased the OHIO truck!! Who would have thought?? So, I guess the rivalry goes on, even in the off season.

The last new company tractors that joined the fleet are getting great reviews. You're telling us that the new Wide Base Single Tires are giving a great ride and, at this point, seem to be getting good mileage. JERRY

NOTMAN is sure that with the new Eaton Fuller Ultra Shift he may be able to drive 20 more years??? We're counting on that Jerry!

In November, we attended the NTTC Maintenance Seminar in Louisville, Kentucky. Attendance was the biggest in their history. A few of the issues covered were Hours of Service Regulation, Size and Weight policy, and Vehicle Stability. There was extensive conversation about the Wetlines. New regulations are in the works. At this point it appears that these new requirements may be the most expensive and least needed regulations ever to face the tank truck industry. Stay tuned...more will be published on this later next year. It will be interesting to see what

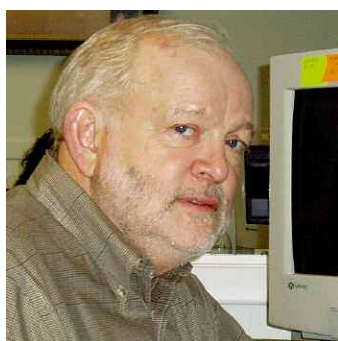
really occurs.

As always, SECURITY is everyone's job. Help us to look out for one another, on the road and around the terminal. If something looks fishy, it probably is. Please advise us if you think it may need our attention.

Highway Watch continues to be a focus as well. Funded by the Transportation Security Administration (TSA) and administered by the American Trucking Association (ATA), Highway Watch is there to provide proper tools to help us all keep the roads safe and secure. Not only does it protect the pavement, a major national investment, but benefits our public image. IT is a state-focused program, depending on the use of communication, technology, broadcast networks, and dedicated professionals like you to report and relay proper safety and security assessments.

From all of us in the garage we wish you a HAPPY HOLIDAY SEASON! Thank you for being a great group of drivers.

We appreciate you!!



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new year's

Paul Gray: "No more pictures."

Jay Kaplan: "Stay healthy... and get older."

resolutions



# K-Limited's Hurricane Katrina Relief

*Shari Marcy - Terminal 602*

It all started with two caring hearts at Sopus River Rouge with Glen and William. They were on break watching the devastation Hurricane Katrina brought to thousands of people in the Gulf and decided to do something. They called me and asked if i could find a freight box and a driver to go to Louisiana. Of course I went to Jay and Dean Kaplan, who found me a freight box through Nagel Companies, and the ball started.

I wanted take the time and thank everyone who donated food and clothing and water and toys and whatever you donated. Everyday I came in and saw my office with more and more items for those afflicted people. So many people poured out there hearts and wallets to fill the freight box.

We had a remote set-up at Lowe's on Airport Highway, and had K-100 air plugs to get people to come and donate items. Also we teamed up with Toledo Cares, a Toledo organization that has adopted Biloxi, Mississippi, as a sister city. All in all, we filled that freight box from top to bottom. Bobbee, myself and Dan Hedges stayed with the trailer for two days accepting donations along with Toledo Cares. I want to thank them for all their time and energy in filling that freight box.

The trailer went to Baton Rouge, LA, and Biloxi, MS. Dan Hedges drove the truck. When he got there he was told that the people there had not had water since the day before. They were very happy and thankful for everyone's efforts to get them essential items they needed.

Again, thanks, it turned out to be a great success and another thanks to Sopus, Nagel Companies and everyone at K-Ltd.

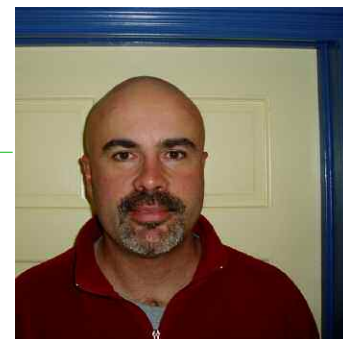
*God Bless,  
Shar i*



*Shari Marcy: To find a rich man so I don't have to work anymore. Stinking rich. 'Blingy' rich."*

## new year's resolutions

*Bill Scruggs: "I'm going to quit drinking beer, but I figure I'll start smoking... for balance y'know?"*





Happy

Holidays

from:  
K-Ltd.

