



FOR THE TRANSPORTATION PROFESSIONAL "Elite" FLEET® MAGAZINE Special Issue

He Endangered His Life to Save Mine

Martin Del Real rolls truck to save life

NCI MOBILE APP INTRODUCED



BETTER CHOICES: *NCI Health Initiative*

Preparing for Food Safety Modernization Act

CITIZEN DRIVER AWARD

Steve Danielson and Buddy Haston named as finalists by TA/Petro



VIEW FROM THE WINDSHIELD



JIM FRANCK
PRESIDENT

Another year has flown by. And what an interesting year it has been. Probably the most contentious election in a generation, economic uncertainty, soft freight market, new federal regulations endlessly on the horizon- never a dull moment. But with the election behind

us we look forward to a successful and robust 2017- in the windshield.

We have many exciting projects this year and into next to help us as we move forward. First is the ongoing refresh of our trailer fleet. We will take delivery of 400 (56+ already in service) new trailers between now and next summer. This is just the start, as we move to a seven year trade cycle to keep our trailer fleet efficient and reliable. We are also nearing completion of the update to the Blue Tree in cab devices to provide you the leading edge in technology. The android platform will give us the flexibility to enhance the functionality of your unit as needed. We are currently deploying SmartDrive forward facing video cameras. This will help you be a safer more productive professional driver. It has already helped protect NCI from litigation. During our pilot program, in two incidents, it clearly showed we were not at fault. We have also deployed Transflo/NCI mobile app to allow communication and information flow to and from your mobile device. If you haven't tried it check it out.

And we will be replacing our 2014 T-680s next year. Truck technology is moving as quickly as every other segment of our industry. We recently took delivery of fifteen 2017 T-680s to test the water. These trucks are equipped with Bendix Wingman with adaptive cruise and brake assist as well as Blind Spot Warning. They are also equipped with predictive cruise that recognizes your GPS position and will react proactively to the terrain ahead, without you having to lift a finger. And they are equipped with "Virtual Technician" that will allow us visibility to your engine alerts for quick diagnosis and up time.

As we enter that "most wonderful time of the year" all of us at National Carriers wish you, your family and friends, a safe and blessed Christmas season.

And of course a successful 2017.

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Front Cover -

Goldie Seymour poses with her truck and NCI trailer featuring her and her grandchildren.

See more photos and complete story beginning on page 8.

He Endangered His Life



Jamie Post had not felt well since returning from an out-of-town business trip. She couldn't pinpoint her ailment other than a menacing feeling of impending misfortune. Several times on Monday she had walked to her pickup, became nauseous as she approached the vehicle, and in turn, returned to her house. Tuesday, Jamie got up early, forcing herself to load her dog for a trip to the veterinarian.

Martin Del Real had an early morning load of cattle to pick up northeast of his home in Dodge City, KS. As he does every morning, he kissed his wife Maira and went outside to start his truck. Routinely, while his truck warmed up, he prayed that he would have a good day and he and his family would be safe. His drive to the feed yard was uneventful. As per his usual routine, Martin left home before the first light of day, meeting other National Carriers drivers at the feedlot, and helping the others load their trucks.

Jamie normally would use the bypass around the eastern edge of Dodge City when traveling from her home to her veterinarian, located northeast of Dodge City in Ness City. Today, however, she choose to go through Dodge City, negotiating the multiple stoplights and traffic. The sense of dread she had felt through the weekend still enveloped her. She felt no sense of urgency as she trudged through the traffic, heading east toward the rising sun.

Martin was the first truck of the NCI convoy to leave with his load of 36 cows. The other trucks would follow every few miles, spacing themselves out, allowing traffic to flow easily. Ten minutes into his trip, Martin realized he had not put on his seatbelt. For a moment he considered not putting it on, after all it was just a 30 minute trip into town. Thankfully, his better judgment won as he considered the negatives of a ticket or the consequences of an accident. Traveling the speed limit of 65 MPH, he headed west toward his destination of National Beef Packers in Dodge City.

As Jamie headed east outside of town she needed to make a turn. Approaching the intersection, she looked for oncoming traffic. Peering into the sun, she saw that it was clear and slowly proceeded to turn north. Suddenly, a brilliant silver streak appeared from nowhere. As it flashed by she continued her turn. She didn't feel an impact, she wasn't hurt, and she only had a feeling of bewilderment. Her thoughts were scrambled as she tried to process what had happened.

Martin could clearly see a pickup facing him with its turn signal indicating a turn across the lane he was travelling in. The pickup was moving slowly and he anticipated that it would stop and make the turn once he passed. To his amazement, the pickup turned broadside into the path of his oncoming truck. Instinctively, he took evasive action. Cutting hard to the right, he went off the pavement and onto the narrow strip of dirt that borders the highway. His cab narrowly missed the vehicle. While staying in control, he tried to bring the truck back onto his original lane and keep his load upright. Unfortunately, in order to



... to Save Mine

miss the pickup, the rear of the trailer went off the dirt shoulder. Slowly, Martin could feel his trailer, then his truck begin to roll onto its passenger side.

Jamie was in shock; however, as her senses returned, she realized what had just happened. She stumbled from her pickup and hurried toward the overturned truck and trailer. In the distance she could see the truck driver lying face down on the pavement in front of the truck, not moving.

Slow motion is the best way Martin can describe the rollover of his truck. He could feel the trailer pulling the cab over and there was nothing he could do to stop it. The final jarring impact left him suspended in his seat belt. He immediately turned the engine off and fought to free himself. It was only later that he realized he had been trying to find the seatbelt buckle on the wrong side of his body. He wriggled out while the belt was still buckled. Remembering a similar incident where the driver perished when his truck caught fire, Martin began kicking at his windshield. His body felt hot, but he had no time to check for injuries; he needed to clear himself of the truck. After several frantic kicks, the windshield gave way and he crawled out, lumbering away from the truck. He fell exhausted, face down on the cool pavement. His only concern was if the people in the pickup had survived the crash.

Martin was laying still on the payment when Jamie reached him. She was in shock and worried that he was hurt seriously. While she was concerned about his injuries, he kept asking about the people in the pickup. Repeatedly, he asked her to check on the people in the pickup saying he had done everything he could to avoid the accident. She reassured him that she was the person in the pickup and everyone was alright.

The cool morning pavement felt good under Martin's adrenalin filled body. A lady who had witnessed the accident quickly covered him with a blanket. She assisted until emergency personnel from the fire department and the highway patrol could respond. Martin was taken to the hospital emergency room.

Martin shared, "I broke my finger and have a bruise where the seat belt caught me, and that is all. I am now the biggest believer that seat belts save lives because I feel it saved me from serious injury or death. All professional drivers wonder how they would react if something like this were to happen to them. You have no time to think, you just react. All the times I have driven down the road thinking about what I would do if something like this happened, paid off today."

"He endangered his life to save mine! He has five children and a wife and he chose to risk his own life to save me. I am so grateful and humble. From the moment I met him until now, his only concern was about me and how I am. He's told me he is alright, that he will get another truck, and for me not to worry about him at all," Jamie said.

Both Jamie and Martin want to share that it is their belief in Jesus Christ and his protection that prevented either of them from serious injury.



BETTER CHOICES

with the



ED&AL/AL&ED *show*

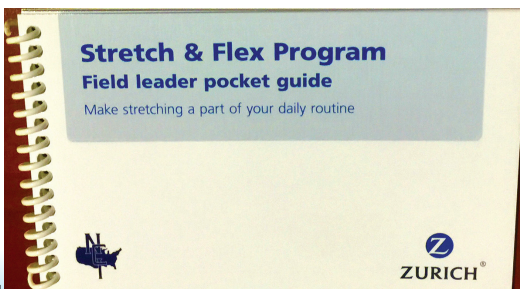
<https://www.youtube.com/user/NationalCarriers>

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“Better Choices is a health initiative National Carriers has launched aimed at encouraging professional drivers within the “Elite” Fleet and the transportation industry to make positive choices concerning exercise, nutrition and habits. National Carriers wants our drivers to live longer, healthier lives. It benefits everyone in the transportation industry to keep experienced, safe drivers active and able-bodied,” stated NCI director of driver services, Al Love.

Love hosts a video series with Ed Kentner on the National Carriers YouTube Channel called The Ed & Al / Al & Ed SHOW. Together they implemented and monitor the program. The initiative consists of three separate areas: healthy habit choices, healthy food choices, and healthy exercise choices. Drivers can participate in all areas or the branch that most concerns them.

A Flex and Stretch booklet featuring drivers of National Carriers demonstrating 32 separate stretches and 5 warm-up stretches has been created and distributed to the fleet. Donna Emmert, Senior Absence, Health and Productivity Consultant with Zurich Services Corporation, was enlisted to advise which exercises would reduce stress, increase flexibility, and combat fatigue. After driving for hours with the body in a static position, the muscles tighten. Add traffic or bad weather to



the mix and the stress from driving can result in pain. Getting in the habit of stretching at every stop will help keep the muscles loose, reduce the fatigue and relieve the tightness.

Stretching has many benefits, including increased flexibility and improved range of motion. After hours of driving, stretching will help improve the circulation and minimize the aches and pains from sitting. Reduction of stress, plus keeping NCI drivers alert behind the wheel, are additional benefits.

“By the very nature of our industry, truck drivers tend to lead a sedentary lifestyle. Long hours behind the wheel and sometimes limited nutrition choices present many health issues. The purpose of this initiative is to inspire our drivers to apply some simple tips and help them improve their overall health. After all, that should be everyone’s priority,” stated Jim Franck, president of National Carriers, Inc.

Weight Loss Winners



OVERALL

James Rampy - 31 lbs



DRIVER

Amara Batiste - 26 lbs



COUPLES

Ron & Destiny Klock - 20 lbs



TEAM

*Steve Danielson, Steve Spence, Heather Lancaster, Amy Lancaster, Kalee Goodson
72 lbs*

It Takes 7 Million ?



Jim Franck, President of NCI, first became aware of Trucking Moves America Forward during a Truckload Carriers Association meeting in February of 2016. His interest in involving National Carriers stemmed from two important issues.

8 He shared, "The initiative goes to the heart of improving the image of our industry to the motoring public. This allows the transportation community to converse with drivers of all vehicles through the use of a fifty-three foot billboard. The message being conveyed is simple; the person driving this truck is a person just like you. Our drivers are hard-working, honest folks who are providing for their families just like other breadwinners." He added, "We chose Goldie Seymour to represent NCI on this trailer in response to her being named 2014 Driver of the Year. She has been a rock solid representative of NCI whether in our drivers lounge, while attending Women in Trucking events, interacting with our customers, or recruiting on our behalf at the Great American Truck Show. Next year we may add another trailer and ask another driver to participate."

Seymour was routed through Liberal, KS, to pick up a load from the National Beef Packers plant. NCI Social Media Director Ed Kentner coordinated a photo shoot at a local city park. Her granddaughters, Annika and Zaria were her passengers and were excited to participate in the project. An hour was spent posing for shots while looking for that perfect facial expression.

"The photograph we used for the trailer actually was snapped by the photographer when we were setting up for a different shot. I was preparing for the next pose, the girls were restless and began playing, tugging each other back and forth. When we looked at the proof sheet, this photo jumped off the page, as it does from the trailer," reflected Kentner.

"As a two time winner of driver of the month and a past driver of the year, I feel so very honored and blessed to once again represent National Carriers. This new trailer is such a beautifully well done piece of equipment. Not only does it represent National Carriers in such a wonderful way, but it also gives tribute to the many drivers out here for what we all do. It also gives tribute to the women out here whether they

People to Move America

be daughters, mothers, wives, and yes, grandmothers. It is wonderful to be a member of the “Elite Fleet” family,” she proudly stated.

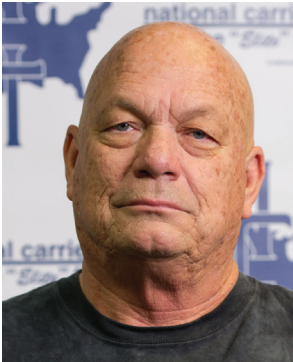
Spokesperson for Trucking Moves America Forward, Grigsby Crawford recounted, “TMAF was launched at the Mid-America Trucking Show in 2014 with the goal to be, at its heart, an education initiative. Many folks in the industry, from the grassroots level up to executives, recognized the need for an improved image of trucking – both internally, on an industry-wide level, and among the general motoring public. As for long-term goals, TMAF will continue to educate policymakers, motorists and the public about the benefits of the trucking industry – with the goal of helping to build a groundswell of political and grassroots support necessary to strengthen and grow the industry. It does this through a combination of advertising campaigns, earned media (such as op-eds), digital & social media, and spreading the word at major industry events like MATS, GATS, and NTDC”.

Crawford continued, “As for how NCI fits into the picture, we can certainly say that with your trailer wrap purchase, you are already helping as one of the best ambassadors of our core message – that professional truck drivers are hard-working men and women – family, friends, community members – who are truly moving America forward by providing the products we need to function in our everyday lives. TMAF likes to refer to the wraps as “moving billboards” that are seen by an estimated 16 million people each as they travel across the country.



Two NCI Drivers ...

Known as the "Elite" Fleet since 1968, National Carriers has been the home of some of the most outstanding drivers in the transportation industry. This fall, NCI independent owner operators, Buddy Haston and Steve Danielson, have been named as finalists for the TA/Petro Citizen Driver Award for 2017.



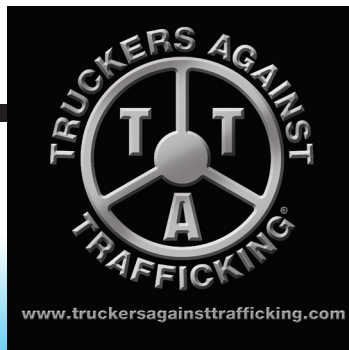
Steve Danielson stated, "My wife entered my name into the contest last year. Several people wrote letters of recommendation on my behalf including a letter from the president of National Carriers, Jim Franck. I did not know what to expect. I filled out the paperwork they required and took a "wait and see" approach. I reached the semifinals last year. I was once again nominated this

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year. I was excited to learn I had reached the finals. Last year's experience helped me better understand the criteria that the judges look for. This year I have reached the one million safe driving miles plateau with NCI, as well as being named driver of the month in May. These honors combined with the project I am involved in, working with at-risk kids in my community, has been recognized by the selection committee.



PARTNERS -



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Finalists for the 2017 TA/Petro Citizen Driver Award



Buddy Haston was also nominated for the 2016 Citizen Driver competition. After extensive review by the judges, he was recognized as a top 20 finalist at last year's award banquet held in Louisville, KY.

"NCI social media director, Ed Kentner, asked if he could nominate me for consideration for the 2017 competition. Even though the process is tedious, I agreed to fill out the required paperwork. I appreciate how far I advanced last year, and I am grateful to have made the top twenty contestants once again. At 77 years old, it would be unbelievable to win and have my name on one of the TA/Petro truck stops," exclaimed Buddy.

According to the official Citizen Driver website, a nominee must be an over-the-road professional truck driver who is currently employed and driving at the time of the nomination and a legal resident of the United States or Canada (excluding Quebec) who is a registered member of the UltraONE® or UltraONE® Expediter Driver Rewards Club Programs (each, a "Program").



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TravelCenters of America seeks to recognize over-the-road professional truck drivers who evoke public respect for the truck driving profession.



**PARTICIPATING
CARRIER**

National Carriers leads Transportation Industry in preparing for Food Safety



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NCI Director of Safety Jill Maschmeier has been preparing National Carriers for the upcoming US Food and Drug Administration Food Safety Modernization Act (FSMA). It is the most sweeping reform of food safety laws in more than 70 years. President Obama signed it into law on January 4, 2011. The ultimate goal is to ensure the U.S. food supply is safe by shifting the focus from responding to contamination to preventing it.

The FDA Food Safety Modernization Act (FSMA) rule on Sanitary Transportation of Human and Animal Food advances the FDA's efforts to protect foods from farm to table by keeping them safe from contamination during transportation. Specifically, the FSMA rule establishes requirements for vehicles and transportation equipment, transportation operations, records, training and waivers

Maschmeier explained, "The new rule requires that the design and maintenance of vehicles and transportation equipment ensure that it does not cause the food that it transports to become unsafe. For example, trailers must be suitable and adequately cleanable for their intended use and capable of maintaining temperatures necessary for the safe transport of food."



JILL MASCHMEIER

n Industry y Modernization Act

She continued, “The measures taken during transportation are to ensure food safety. Examples include: adequate temperature controls, preventing contamination of ready to eat food from touching raw food, protection of food from contamination by non-food items in the same load or previous load, and protection of food from cross-contact, i.e., the unintentional incorporation of a food allergen, maintenance of records of written procedures, agreements and training (required of carriers).”

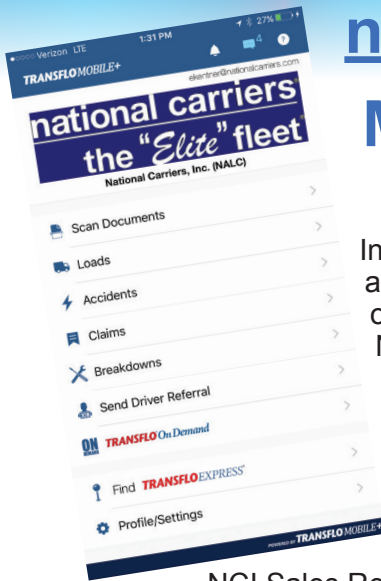


“Training of National Carriers drivers in sanitary transportation practices, then the documentation of the training, is one of our highest priorities. This training is required when the carrier and shipper agree that the carrier is responsible for sanitary conditions during transport. We have partnered with Iron Apple, an industry leader in food safety to implement the training. We began with our 4th quarter safety meeting, which involved an informative online video followed by a test,” concluded Maschmeier.



national carriers

Mobile APP Is A Hit



In July, NCI introduced a mobile app that allows drivers access to operations, safety and recruiting. Now drivers can communicate directly with NCI through their smartphone or tablet, receive load information, scan paperwork for payroll, turn in accident and claims information as well as report truck breakdowns.

NCI Sales Representative and lead advisor on the app, David Evans said, "Currently over 300 drivers at NCI are utilizing the mobile app as continued enhancements are planned in the coming months."

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The home page features the following menu options :

- **Scan documents:**
- **Load Information**
- **Accident Reporting**
- **Claims Reporting**
- **Breakdown for Truck or Trailer
Driver Referral**

Scan Documents allows drivers to send documents via photo. Easy editing allows our drivers to frame the photo to include only the information that needs to be sent. After Dec. 31, this will be the only way to send payroll paperwork to NCI.

Load Information lets NCI know if you are available, accepting the load, your status in transit and when the load is completed.

Accidents and Claims can be reported via the app – just follow instructions and fill in the blanks.

Breakdown on both the truck and trailer can be reported with a touch of a button.

Driver Referrals can be sent while talking to a prospective driver.

It's easy to download the National Carriers Mobile App from the Apple or Google App store



Driver Appreciation Donors

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Platinum

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