



FOR THE TRANSPORTATION PROFESSIONAL

“Elite” FLEET® MAGAZINE

Special Issue

Welcome Professional Drivers

Evan “Buddy” Haston Stopping Center

Qualified Twenty-One Year Olds May Now Drive

Lynch Retires

After 30 years as Driver then Driver Manager

Mud Flaps Like You’ve Never Seen Them

The Story Behind NCI APU Selection

New Refrigerated Units

Electric/Diesel Power

Amarillo Petro Renamed in Honor of NCI Owner-Operator



VIEW FROM THE WINDSHIELD



LOREN BRIDGE *VICE-PRESIDENT*

Recently, Loren Bridge celebrated forty-three years of trucking at National Carriers. Here we share a few of his favorite recollections.

- Legal pad, pencil and telephone was all a dispatcher needed in 1974 to do the job.
- Had to learn that a fifth wheel was not the spare tire.
- Deregulation in the early 80's opened the door to more customers and more competition.
- Weight and length changes allowed for longer trailers and heavier pay loads.
- Fuel prices.
- Three truck parades down Main Street in Liberal, Ks.
- Commercial Driver's License, the days of multiple licenses and log books are behind us.
- New hours of service rules and regulations.
- Technology, satellite tracking and communication with the trucks.
- Recession.
- Electronic logs—the preverbal black box.
- Technology, satellite tracking, temperature monitoring with our trailers and in cab cameras.
- FSMA-Food Safety Modernization Act.
- Cost of equipment.
- Wrinkles, fifteen to twenty additional pounds but not much gray hair---yet.

What made National Carriers great 40 plus years ago is what will continue to make National Carriers successful—the folks behind the wheel, without the drivers doing their thing those of us in the office wouldn't be here.



*A MUCH YOUNGER
LOREN*

TRIBUTE TO BETTY MOORE

By Mike Rinehart

4

TRIBUTE TO MIKE LYNCH

by Loren Bridge

5

AUXILIARY POWER UNITS

Driver Comfort and Fuel Savings

6

DIESEL DIRECT ELECTRIC UNITS

More Cost Effective

7

2017 CITIZEN DRIVER AWARD

Evan "Buddy" Haston

8

**NEW REFRIGERATED
UTILITY TRUCKS**

Arriving at the "Elite" Fleet

10

MOSE RICHARDSON

Somebody had to be 1st at NCI

11

MUD FLAPS

No BIG Deal ... Right?

12

ALFREDO TAPIA MARTINEZ

Family, Music, Friends, and Safe Driving

14

DO YOU HAVE WHAT IT TAKES?

Get on the road in as little as 3 weeks

15



ON THE COVER - Buddy and Naomi Haston pose in front of Petro Stopping Center bearing his name in Amarillo, Texas.



4

Tribute to Betty Moore: Credit Collection and Billing Manager

Contributed by: Mike Rinehart, VP National Carriers

The subject of collections naturally is unpopular. A collector is usually as welcome as some contagious disease, nevertheless it is a necessary part of every business in order to be successful.

To say that food will win the war is true, but above all money is needed. In order that business may pursue its course of business, money must be kept in as near a normal circulation as possible, which is also known as cash flow. The person that has the most to do in keeping this condition normal is the collection managers. In other words, the collection department steps to the front rank with the other important departments in aiding any business to win the war.

Credit, Collection and Billing Manager, Betty Moore, for the past 22 years has helped National Carriers, Inc. win the war. Over the past 22 years Betty has overseen the monitoring of credit limits, billing and collecting over \$3 billion dollars!!! Betty has decided to retire and will be doing so in September 2017. While we hate to see a trustworthy, dedicated employee like Betty go, we wish her all the best in her retirement and a great big THANK YOU for her devoted service to National Carriers. There is no doubt Betty will be spending much more time spoiling all of her grandchildren, so she will certainly be known as the "fun" grandma.



MIKE LYNCH
Then and Now

Loren Bridge Vice President of NCI Pays Tribute to Mike Lynch

Michael Lynch started his career with NCI on May 5th, 1986. Mike was born in Castlepollard Ireland (we won't tell Trump you weren't born in the US) grew up in upstate New York. Mike entered the Air Force and served 3 years 7 months and 6 days ending his military service in Wichita, Ks. Needing something to do after the Air Force he started driving for Bruenger. He had no experience driving a big truck, making a whopping .045 per mile. After a couple years of driving he decided to go to a college in Kansas, some say it's the best college in Kansas other have different opinions, he chose the University of Kansas in Lawrence and to this day Mike is a very loyal KU fan. After KU Mike drove for Godfathers Pizza making deliveries in Kansas, Oklahoma, Texas and Missouri, in 1986 Mike started driving for Verlin "Shag Muffin" Zirkel, Verilin had trucks leased to NCI so Mike's career with NCI started. In 1988 Mike bought his first yellow long nose Peterbilt, and leased it to NCI. For several years, he made his living as an owner operator, Mike went through three yellow long nose Peterbilts. Mike moved into the dispatch office in Liberal handling several different operations, finishing his career in our livestock division in Dodge City.

Mike has three children, Michael, Anthony and Megan along with four grandchildren. Mike plans on moving closer to his family in Wichita.

Michael Lynch thank you for all the years you have given National Carriers as a driver, owner operator and dispatcher it's people like you that make this company great. Enjoy the next phase in your life.

MIKE LYNCH QUOTE:

"A man would be a fool to quit a job like this!"

Auxiliary Power Units

Driver Comfort and Fuel Savings



In an ongoing effort to increase driver comfort, lower fuel consumption, and reduce carbon emissions, National Carriers continues to invest in auxiliary power units for each of our company tractors. Drivers want to be comfortable while away from home. National Carriers wants to spend as little as possible on fuel so they can pay drivers the maximum amount possible. With those goals in mind, auxiliary power units are a key component in making sure everyone gets what they want and need to be successful.

Current Kenworth T680 tractors are equipped with

TriPac Evolution units. These units require minimum service and have proven to be durable and reliable. When service is required it can be done at a National Carriers shop or on the road at a Thermo King dealer. It is estimated that these units could save over 2,000 gallons of fuel per unit over a year's time. With over 400 company trucks, the projected annual savings is over \$800,000 in fuel costs. With these reduced fuel costs more money will be available for future driver pay increases.

Lex Mendenhall, Director of Operations for the refrigerated division stated, "Driver comfort and operational savings are the driving force behind our APU investments. Idling is both cost intensive and counterproductive to protecting our environment. Reducing engine noise while our drivers rest insures a more tranquil slumber. A better rested driver is a safer, more productive driver. Our investment in the auxiliary units makes sense from several viewpoints."

A new brand of auxiliary unit is about to be introduced into the fleet for possible future installations. Idle Smart units will be installed on a test group of National Carrier trucks during the fall of 2017. These units promise to offer advanced features such as Battery Protect™ which allows fleets to monitor batteries and run the engine for a desired amount of time when voltages get low, avoiding dead batteries. With Cold Start Guard™, fleets have the ability to have their trucks start at a specific coolant temperature and run until the desired engine coolant temperature is reached. Of course, drivers will set the inside temperature to the warmth or coolness that meets their comfort needs.

Diesel Direct Electric Units

More Cost Effective

Thermo King's Precedent S-600 Trailer Refrigeration Unit sets the standard in transport refrigeration. The S-600 not only meets Tier 4 Final emission certification by the EPA and CARB, it complies with CARB's Ultra-Low-Emission Transport Refrigeration Unit In-Use Performance Standards (ULETRU).

The Precedent platform utilizes unique DDE (Diesel Direct Electric) architecture to drive optimum efficiencies and double-digit fuel savings across real-world applications. It's a smarter approach, with high speed airflow during low speed engine operation, for optimal protection of fresh loads and improved fuel efficiency.

In addition, with two very large condenser coils, on both road and curb sides, it more than doubles the surface area of previous units allowing for faster pull down time and more efficient operation.

NCI and CSTK have had a long standing relationship since the 1970's. With CSTK's 15 locations throughout the Midwest and the East coast, including locations servicing Liberal and Dodge City, we are able to provide 24/7 service to reduce NCI's down time and warranty concerns (www.cstk.com).

The well managed team at NCI is very effective at tracking efficiency and cost, and providing valuable feedback to Thermo King to enhance product development. CSTK is happy to be a part of NCI's team.

"I have often teased NCI Director of Maintenance, Johnny Branstine, that I should be on NCI payroll, but honestly, it is great pleasure to work with the NCI team. The employees treat you like family. I hope they feel the same about CSTK," said Mike Nelson, VP General Manager of CSTK Oklahoma, Wichita and Western Kansas.



MIKE NELSON, VP General Manager
Central States Thermo King



2017 ★ CITIZEN ★ DRIVER AWARD



*Article Provided By
Robust Promotions*

Nation
Carrier

8

If you're one of the many people who has met Evan "Buddy" Haston throughout his 51-year driving career, at church or in his neighborhood in North Richland Hills, Texas, it will likely come as no surprise that he was named by TA-Petro as a 2017 Citizen Driver Honoree.

In 2013, TA-Petro launched the Citizen Driver Program to honor exceptional drivers who exhibit strong citizenship, community involvement, leadership, health and wellness, and safety. To date, 26 Citizen Driver Honorees have been named as the best of the best. Buddy is one of five members of the 2017 class.

"Knowing his business and being one of the best in his profession is one thing, but Buddy is an outstanding person as well," said Lex Mendenhall, Director of Operations, National Carriers, Inc. "Buddy is active in his church, a doting husband, a father, and a grandfather. He never comes in without a smile in his voice and a joke to tell. I've known a lot of good men who drove for a living, but Buddy is truly one of the best of the best."

Buddy started driving part-time over 50 years ago at age 25, and quickly made it his full-time career. To date he has logged more than 6 million miles on the road, all of them accident free. He is involved in his community, church, and workplace and is known for taking the constant changes of the profession in stride. Whether it's dealing with difficult customers, congested traffic, or the day-to-day struggles associated with physical and mental health, Buddy has established a standard of excellence and integrity.

"Over the years in Operations, we came to know that if Buddy had that load on, you could sleep easy. It was a done deal. In a fleet of 700 drivers, Buddy, after over 25 years of service to this company, is still one of our top hands. Year after year, load after load, Buddy just keeps delivering the groceries on time every time. He just doesn't know any other way," added Mendenhall.

Among Buddy's many accomplishments are being named Driver of the Month three times while driving with Harris Corp. and #1 Driver of the Year at Arthur Heavy Equipment. He joined National Carriers, Inc. (NCI) in 1989 and his 4 million safe miles there give him the highest solo driver total of the fleet. Buddy has been nominated several times



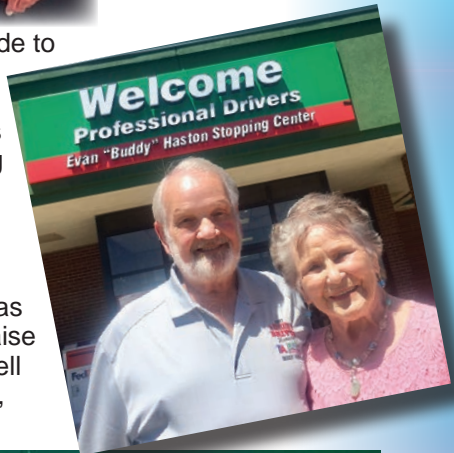
*Buddy with TA President
Tom O'Brien*

for the Driver of the Month award by NCI's Safety and Operations group, and achieved the award three times, most recently this past September.

Wellness is also of keen interest to Buddy and he is happy to share his personal experiences with other drivers on the pitfalls of poor diet and lack of exercise. He has appeared in several social media posts explaining NCI's Better Choices initiative,

and encourages drivers industry-wide to participate.

"He has established a bar of excellence for many and still strives to raise it for himself, all while doing so with dignity and humility and never seeking recognition. All of these accomplishments and many more have been achieved all the while with God, country and family as priorities. He has also helped me raise the bar in my own endeavors, as well as others in theirs," said Ron Hibler, retired driver.



9



New Refrigerated Utility Trailers

Arriving at the "Elite" Fleet



10

In a recent statement from Bo Watson of Utility Trailer of Dallas, he wrote; "Utility is a proud partner with National Carriers. They easily live up to their moniker as the 'Elite' Fleet by putting their most important asset first: the driver. National Carriers specs trailers that help maximize the driver's productivity, limit downtime and lower maintenance. Over the years they've added automatic tire inflation, the Smart Truck Premier aerodynamic system, and door switches that automatically shut down the reefer unit when the doors open. We are truly thankful for the continued partnership and look forward to the future."

National Carriers has ordered 120 trailers adding to the 400 received in the past eighteen months.

The new Utility trailers National Carriers has invested in have designed Barrier rear doors. The doors feature a bonded foam "sandwich" design which reduces weight, optimizes thermal efficiency and seals better than other designs. The stainless steel rear door frame is corrosion resistant. The trailers are designed with 360 degrees of foam insulation creating 100 percent foam insulation for greater thermal efficiency.

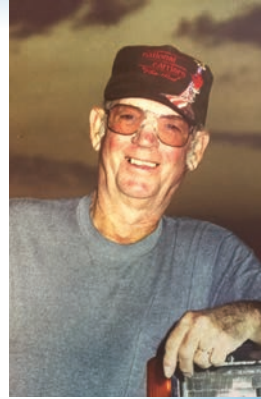
The new trailers also feature Abex brake lining for longer lasting brakes, resistant Bendix TABS6 w/ Trailer Roll Stability for trailer safety, and Hendrickson Tiremax Pro Tire Inflation System. This allows trailer tires to auto-inflate and deflate to maintain proper inflation without the driver having to get out of the cab. Smart Truck Premier Aerodynamic System Meets CARB and EPA standards which reduces fuel consumption and is driver friendly.

Somebody had to be 1st at NCI ... it was **MOSE RICHARDSON**



Eighty-five year old retired NCI owner operator, Maurice “Mose” Richardson, has the distinction of pulling the first load of cattle into National Beef Packers plant in 1969. Prior to the building of the plant in Liberal, KS, Mose hauled cattle from Kansas, Oklahoma and Texas to Kansas City, Missouri, for NBP. After the plant was built, he relocated his family from Luray, KS. to Liberal.

Prior to pulling cattle, he had operated a pool hall in Luray the previous fourteen years.



Mose recalls, “National Beef owners John and Johnny Jacobson came to Luray and helped me move my family. We loaded all our belongings into a dry van and headed to our new life in Liberal. My recently deceased wife Doris and our three children Gary, Randy, and Brenda loaded up and headed south with me. The boys grew up and stayed in trucking and my daughter works for the IRS in Wichita.”

“NCI began with fourteen trucks hauling cattle. Ralph Highburger dispatched trucks back then. He would drive by your house early in the morning to make sure you had left to pick up your load of cattle. He was tough, but fair. Old man Jacobson was as good as gold. Anything you needed, he’d help you get it. Johnny bought a truck and ran cattle on weekends with us. They helped me grow my business to fourteen livestock trucks which were all leased to National Carriers. I never dreamed these companies would grow as big as they are,” he exclaimed.

Mose spent thirty-seven years with NCI before retiring. His best memory of his career was the fact he had a check every week, and that the check was always good. When asked about the worst thing he remembers? He politely smiles, answering that he cannot remember anything bad about working at National Carriers.



MUD FLAPS

NO BIG DEAL ... RIGHT?



12

In a continuing effort to decrease overall fuel cost of operating company trucks National Carriers is examining every opportunity to make our new trucks as cost effective as possible. Wind resistance can negatively impact one-third of a vehicle's fuel consumption. It might be surprising how something as small as a mud flap can have a major impact in fleet fuel consumption.

Traditional mud flaps cause added drag and decrease fuel efficiency. In inclement weather, water spray caused by traditional mud flaps can compromise a driver's line of sight. Not to mention, traditional flaps have a nasty habit of tearing off and breaking in tough driving conditions, causing equipment downtime, driver delays, and costly non-compliance fees. Due to these factors, National Carriers maintenance team began searching for a better "mousetrap". After much investigation and research, Eco Flaps were selected to be installed on incoming Kenworth T680 tractors.

Eco Flaps are patented aerodynamic splash guards manufactured from high-impact nylon. Invented by a truck driver who was looking for a solution to rainy day road spray, these innovative parts have surpassed their initial intended purpose to become an industry leader in the movement toward better fuel economy, reduced maintenance, and safer roads.

Molded, wing-shaped channels move air and water through

the Eco Flaps ventilated surface to reduce drag. Less resistance equals more efficiency. Time and time again, Eco Flaps have been proven to pay for themselves with fuel savings in a relatively short time frame. Plus, Eco Flaps® are the ONLY splash guards to have the distinction of being SmartWay verified and can provide a simple, cost-effective means toward compliance with the new Phase II GHG regulations

Eco Flaps are made of high quality, impact-resistant nylon polymer, making them virtually indestructible and tolerant of extreme road and weather conditions. They have been impact-tested to withstand temperatures from -200F to +200F without cracking, breaking, or melting. When water moves through the wing-shaped channels, it passes through a “dead air zone” on the back of the Eco Flap and then falls to the road surface. This flow-pattern feature significantly reduces road spray when compared to traditional mud flap design. By directing water to the pavement instead of into the air, Eco Flaps drastically reduce the dangerous cloud of road spray that impedes a driver’s line of sight on wet roads. Thus, Eco Flaps play a critical role in making roads safer for both drivers and surrounding motorists. Reduced fuel consumption can also reduce truck emissions by 400,000 CO2 tons annually to dramatically reduce a vehicle’s carbon footprint

Director of Maintenance Johnny Branstine states that Eco Flaps has invested over \$400,000 on 3rd party testing from firms such as Southwest Research Institute in Bishop, TX, and Transportation Research Center, East Liberty, OH. On various tests, between 1.25 and 3.3 percent fuel savings were recorded using the flaps on trailers complying with SmartWay testing protocol.



Source: <https://www.ecoflaps.com/ecoflaps>

Alfredo Tapia Martinez:

Family, Music, Friends, and Safe Driving



In general, a person born into a Spanish-speaking family is given a first name followed by two surnames, the first being the father's family name (or, more precisely, the surname he gained from his father) followed by the mother's family name (or, again more precisely, the surname she gained from her father). In a sense, then, native Spanish speakers are born with two last names.

As a young man Alfredo enjoyed boxing, and early-on he had to make a choice between pursuing a career in the ring or a normal job. Even though he was an excellent boxer, he felt it was more important to work every day. He was from a large family who lived in California, which included five brothers and a sister. In 1993 he lost one brother in a car wreck. During the following years, he witnessed the negative effects his brother's passing had on his mother.

As he began working, he rode in a truck that transported hay. He helped to load and unload the truck, but never was interested in driving. Later, he moved to Liberal, Kansas, joining his sister who lived there. He attended the Colvin Adult Learning Center where he earned his GED. While attending classes, he met his future wife, Carolina. At twenty-three years of age, he enrolled in the local Vo-Tech CDL class where former Director of Safety for NCI, Darrell Kirkwood, recruited him. Alfredo leased a truck through NCI Leasing during the year 2000. He still operates the same truck within the NCI Livestock Division. He has rebuilt the truck's engine, putting over two million miles on his tractor. Each week he devotes one day to truck maintenance. In July he was named Driver of the Month at National Carriers.

Alfredo shared, "The past seventeen years has flown by. In 2016 I became a citizen of the United States. That was very important to me. I have a good quality of life with my family, my job, and my friends. I love working with cattle and I am willing to help anyone who wants to learn the best practices I've learned. Avoiding injury while keeping the cattle calm are keys to being successful. When I began at NCI, I would send money home to help my parents. My dad thought I was making such good money that I must be involved in something illegal. He sent my mom to Liberal to ride with me for a week to make sure I was earning the money. Once she confirmed my work was honest, he accepted my help to build their home. For me, this job is not about getting ric. I love people and I like to use my experience and money to help others."

Many things have happened since moving to Kansas. He and Carolina married and began a family. Carolina and his daughters, Alexandra and Yaretz, are the center of his life. He tries to be the best dad possible. Writing a poem for a fellow truck driver's birthday has now led into a song writing career. Well-known in the Mexican music world, Alfredo has pinned many songs which have been recorded by various Spanish speaking artists. As his songs have become more popular, music executives have presented Alfredo with many opportunities to leave his trucking world for the music world. His answer?

"I create my music while in my truck. Being alone helps me as I write music. Whether I am sitting waiting to load or unload or driving down the highway, my time is well spent," he said.



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STUDENT DRIVING JOBS

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15

ELITE FLEET ADVANTAGE

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