

THE TRANSPREP Newsletter



Fresh Solutions for the Transportation Industry

A Monthly Newsletter

April 2013 - Volume 2 - Issue 4

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Industry Stats

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Doing It Right

By Kim Richardson

I have always shared with my friends and colleagues that time is most valuable asset. I have learned so much over the years from so many great people. I still work pretty hard every day but I think I am much smarter worker today than I was when Lisa and I hung the KRTS shingle in 1989 and claimed to be open for business. I have tried to capture some things that have made our business and personal life better. I do believe that those who work the hardest are always the luckiest but you can work smart as while you are working hard!

Creating Your Vision & Making It Clear

The biggest obstacle in reaching your end goal is making that first step and most people fail in this regard because they do not really know why they have to do whatever it is they should be doing to get there. By creating a mental or visual note of your plans and dreams, you will be motivated to switch up the gears more as you convince yourself that you have a compelling future ahead of you with massive gains and reward. This way, you have now created a commitment in your mind to this vision and the more you remind yourself of this, the more responsible you will be in seeing your dreams come true. It's really plain and simple, write down your vision, not your goal, your overall vision and a guide on how you are

going to get there. The more clearer you can paint this picture for yourself, you will know exactly what you need to do to get there.

Finding A Role Model Or Mentor

It is difficult to accomplish something when people do things alone without the presence of like-minded people. Most people become successful because they emulate the success of others and try to distance themselves from the problems faced by their mentors. By finding a role model or mentor, or by just spending time with good company, people can follow in their steps and be motivated to succeed. We all need someone or something to believe in. Find yours and follow through.

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Doing It Right

Continued.....

Throwing Away Distractions

When trying to achieve something worthwhile, distractions such as surfing the net, reading junk email, or watching TV can be the pot holes in your journey down the road of success. A few minutes a day procrastinating can add up to hours in one month. This wasted time is precious and could have been used doing other productive things to get you closer to your dreams. It may be difficult at first to steer away from these distractions but a good start is by limiting these distractions slowly until the mind realizes they are really useless. Start by timing yourself when you start certain activities i.e.... watching Lost on TV or checking out that funny cat picture site and you will soon realize how much time can easily be wasted. We all need a balance in what we do, just make sure that website or TV show you where just spending your time with was not a 3 out of 10 and you have really just wasted hours of precious time when you could have been that much closer to your dreams.

Setting Realistic Goals And Plans

Many failures arise from the fact that people set very high and unattainable goals and when they fail to meet them, they give up altogether. Goals and plans are useful in motivating but making them unrealistic can be very damaging. When planning, people should make sure their goals and plans are attainable within the time frame allotted to them. Working smart means planning goals that are

SMART – Specific, Measurable, Attainable, Relevant, and Timely.

Making A To-Do List

This is a simple tool but is very effective which is why most, if not all, successful businessmen use it. The to-do-list should contain doable actions for each day. When making a list, there should be more than enough time for each action to avoid the doer being discouraged when he ends up getting delayed..

Making A Not-To-Do List

To be truly productive, you should not only list down things you have to-do, you should also list down things you should avoid. These can come in the form of distractions or temptations that slow down progress. You can use this list later after having accomplished the plans for the day related to your work. We all have vices, find yours and push it to the back of your back burner so you can prioritize the more important tasks to succeed.

Learn To Delegate

One thing that can be attributed to the success of big dollar companies nowadays is that they streamlined their business process by delegating work effectively and in many cases even outsourced some of their business processes. When a person focuses on one process too much, they can lose track of other processes that also needs attention and their overall progress starts to slow down. Instead of focusing on every part of a plan, successful people learn to entrust some parts to others who specialize in that area and can complete the tasks more accurate and efficiently.

Rewarding Yourself

Trying to achieve success can be very time-consuming and it requires a lot of effort. This often leads to 'burn out', where people start losing track of their goals because they have become too clouded with all the pressure associated with their actions.

Instead of focusing everything on the work that needs to be done, it is equally important to relax and reward yourself every once in a while to recharge your mental and physical well-being. Stress and pressure certainly does nothing to improve performance.

There should always be just the right amount of work-life balance in every plan of success. A cluttered life equals a cluttered mind, minimizing the distractions and cutting out the unwanted BS in your life will do wonders for your productivity and focus in achieving your dreams.

It is great to see so many people responding to our Newsletter! Thank you for all the GREAT comments! Please pass this newsletter to anyone you wish!

Best regards always,

Kim Richardson



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Update on Code W Indicators on Ontario Commercial Drivers Licenses

Known as a code "W", effective May 26, 2013, MTO will commence the re-issuing of driver's license cards to affected drivers who are not medically fit to operate in the United States. In advance of the re-issue of the license card, those drivers can expect a letter from MTO indicating the changes that are taking place. In a nutshell, the changes are purely cosmetic in nature and serve to provide additional reference information so the driver and the carrier knows the driver is not medically qualified to operate in the US. This whole process is in keeping with MTO's commitments (and those of all other Canadian governments) to meet the requirements set out by FMCSA to have this issue addressed by January of 2014.

Generally speaking, drivers who use insulin to manage diabetes, drivers with epilepsy or a history of epileptic seizures, drivers with specific hearing impairments or drivers with monocular vision are prohibited by US law from operating commercial vehicles in the US. At present, this information is only provided to the driver in the form of a letter from MTO indicating the prohibition. It is currently the onus of the driver to notify his/her employer if they are not allowed to operate in the US because of one of the above medical conditions. Going forward, if drivers are prohibited from operating in the US, there will be a "W" indicated on the front of the license in the section "REST/COND". This is the same location where the driver's air brake endorsement is currently shown as a "Z". There will also be an abbreviated note on the rear of the license card where it will state "Com-Veh-Ca", meaning only allowed to operate a commercial vehicle in Canada. Please note that although the code "W" will be identified on the license and the abstracts, the specifics of the

disqualifying conditions will not be identified to ensure the privacy of the specifics of the issue.

Once the transition has taken place, carriers will have better information at their disposal to understand potential medical restrictions that will restrict drivers from entering the US. Updates to the Code W will also be automatic, so if a condition no longer exists, or if a condition develops, those will be updated by MTO and communicated to the driver in the form of a letter and a new license card. It will also be updated on the drivers abstract.

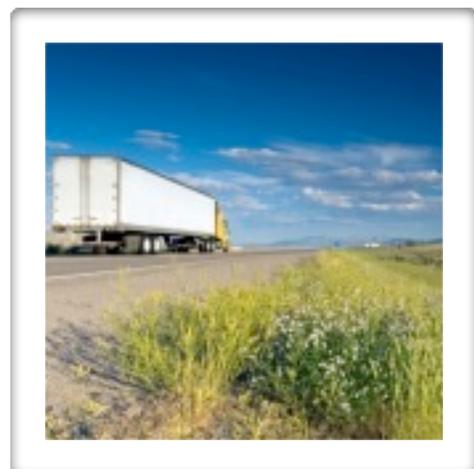
I hope this update has been useful. MTO will be providing additional information on this issue to affected drivers going forward and you will notice the changes on abstracts you are checking after May 26th. OTA may have additional outreach on this issue in the future if required.

Regards,

Geoffrey Wood
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“Kim Bits”

with Kim Richardson

Each month you will find some information I think may be of value to you some way, somehow. Little "Kim-Bits" of information I have found over the month. It may be an opinion on something, it may be information you can use personally or professionally, it may be something I tweeted, emailed or received from one of my industry friends or colleagues. I hope you enjoy "Kim-Bits"



Follow Transrep Inc on these popular social media sites

Kim Richardson
 (@KimWRichardson)
 2012-11-24 5:44 PM
 Transrep can help with this call us
 “@MeghanMBiro: Recruiters:
 Should You Be Using Social
 Media? goo.gl/jeGtG via
@tonyrestell”

Kim Richardson
 (@KimWRichardson)
 2013-02-13 7:15 PM
 Marcello & Kivisto LLC is
 Transrep's newest customer. Every
 trucking company needs at their
 finger tips a great Transportation
 Law firm.

Kim Richardson
 (@KimWRichardson)
 2013-01-01 8:22 PM
 This is rally good. please retweet.
 Why You Shouldn't Avoid Twitter
 Any Longer - [skipprichard.com/
 why-you-should...](http://skipprichard.com/why-you-should...) (via
@SkipPrichard)

Kim Richardson
 (@KimWRichardson)
 2012-11-24 12:48 PM
 Great idea Kurtz! Drivers love this!
 Smart move“@KurtzTrucking:
 Driver safety meeting technical in
 the shop pic.twitter.com/x8L3lcGh”

Kim Richardson
 (@KimWRichardson)
 2012-11-21 6:09 PM

Enjoy this information and please
 retweet “@TransrepCanada: Which
 Way is Your Marketing Gun
 Pointing? wp.me/p2cRyO-2d”

Kim Richardson
 (@KimWRichardson)
 2012-11-26 10:55 PM
 Great article Steve, standards are
 in place, North American at that-
 PTDI
[todaystrucking.com/stop-passing-
 t...](http://todaystrucking.com/stop-passing-t...)

Kim Richardson
 (@KimWRichardson)
 2012-11-26 11:13 PM
 Great association! “@OnTruck:
@OnTruck "benefits smaller
 carriers more than anyone else"
 Find out what else we do [youtu.be/
 Wd5oJOlh_9U](http://youtu.be/Wd5oJOlh_9U)”

Undercover Recruiter
 (@UndercoverRec)
 2013-03-09 11:23 AM
 Do You Suffer from Social Network
 Overload? [INFOGRAPHIC] [bit.ly/
 12CXIQV](http://bit.ly/12CXIQV)

OTA (@OnTruck)
 2013-03-18 4:49 PM
 Arguments Begin in Court
 Challenge of HoS Revisions
ontruck.tv/w44

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[Blogging for Transportation](#)





TRUCKING SAFETY AND LITIGATION ISSUES

A COMPLIMENTARY SEMINAR

Brought to you by Marcello & Kivisto, LLC

SPEAKERS INCLUDE:

STEVE BRYAN

CEO of Vigillo

“CSA BY THE NUMBERS - CSA POINTS AND
WHAT WE CAN LEARN”

RAY HAIGHT

CEO of Transrep, Inc.

“HIRING INSIGHT - ANALYSIS OF DRIVER CANDIDATES”

JOHN SCHNEIDER

Oxford Outcomes

“APPLYING MEDICAL ECONOMICS TO ESTABLISH
THE ‘REASONABLE’ COST OF MEDICAL BILLS”

DOUG MARCELLO

Marcello & Kivisto, LLC

“THE TRIALS OF TRIAL - WHAT YOU AND YOUR DRIVERS
ENCOUNTER IN THE TRIAL PROCESS”

KEVIN STUART

PMTA Director of Safety

DOT INSPECTION OF TRACTOR TRAILER

(Be Prepared to Go Outside for a Hands-On Experience)

LOCATION:

U.S. Army Heritage and Education Center

950 Soldier's Drive, Carlisle, PA 17013

After the Seminar, take a tour of the U.S. Army Heritage and Education Center

DATE AND TIME:

April 16, 2013

Registration 9:00 a.m. to 9:30 a.m.

Program 9:30 a.m. to 3:00 p.m.

Lunch is Included

R.S.V.P. — (717) 240-4686 or jmulligan@cdl-law.com

Upcoming Events in the Transrep Community

Find out How Transrep Can Grow Your Business
(Go to Meeting Teleconference –Thursdays at 10am
Call 905-512 -0254 for more details)

Manheim Truck Auction
www.manheim.com



www.transrep.ca

Transrep Inc Newsletter

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About Transrep Inc.

TransRep Inc. is dedicated to bringing quality products and services to the transportation industry through their superior sales and marketing strategies. The executive team is lead by two long time industry veterans who have over the years led companies, associations, committees and teams to success. Ray Haight and Kim Richardson have a long history of excellence in the transportation business community. Along with a team of highly motivated trained professionals they have developed a lifetime of relationships with industry leaders and decision makers as well as association and government representatives. Social media should be an intricate part of every company's sales and marketing strategy, if it isn't part of yours or the tools you have do not provide the results you expected, then we have a cost effective solution. All services have a proven track record of success!

