



TSNAmerica Trucking Info Hub



Here To Keep You Truckin'

www.TSNAmerica.com

Mar 2014

ISSUE 2

UPCOMING DEADLINES:

March 31 2014

Illinois IRP Renewal

April 30, 2014

1st Quarter IFTA

1st Quarter KYU

1st Quarter NM Weight Distance

1st Quarter NY HUT

May 31, 2014

1st Quarter OR Weight-Mile Tax

Rhode Island IRP Renewal

June 30, 2014

HazMat Certificate Renewal

TSNAmerica Welcome

Introducing our 2nd issue of Trucking Info Hub - here to keep you truckin'. Throughout the past quarter, we have expanded our services and our clientele; thank you all and keep those referrals coming - and don't forget you can earn referral credits off future services!

Our featured contributor this quarter, Jason Engkjer, of Kalina, Wills, Gisvold & Clark, discusses the dos and don'ts of a DOT safety audit. Beginning this quarter, we will be showcasing our featured contributors on our website! We welcome any questions and suggestions for future industry topics.

Please share our newsletter with your friends and don't forget to Like Us on Facebook and Follow Us on Twitter! Thank you again, we look forward to seeing you at MATS and until next quarter - Keep On Truckin'!

Truck Services of North America would like to offer you **UP TO 50% off your Quarterly IFTA Filing Fee.**

When you use TSNAmerica to file your Quarterly IFTA and refer us to others, **you can save BIG!**

Refer 1 friend and **SAVE 25%**

Refer 2 friends and **SAVE 50%**



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MATS INFO

TSNAmerica is excited to announce that we will be attending The Mid-Atlantic Trucking Show this year, which will be held in Louisville, Kentucky from Thursday, March 27, 2014 - Saturday, March 29, 2014.

Carrie and Amber will be at the TruckLogics booth, number 72144, located right inside the Pavilion entrance. Stop by and say hello on your way to registration!



As the industry's premier business event, MATS is the perfect place to explore new products and services to expand or even start your own trucking business. It's attendees this year will include all the industry leaders like Volvo, Western Star, Great Dane Trailers and even Goodyear, all premiering new products or offering education and services.

This year's MATS includes a wide variety of seminars, with topics ranging from industry news to accounting and finance for your business, a concert featuring Chris Hennessee and Gretchen Wilson. The must see event of the show will be the 25th annual PKY Truck Beauty Championship which includes the largest grouping of show trucks in the country!!

Will you be attending the Truck Show? Don't forget to share your pictures with us!



SAFETY TIP: Trucks are four times more likely to be rear-ended than cars so it is especially important to use designated parking areas. In case of emergencies where designated parking is not available, pull completely off the road and set out flares, safety triangles or other devices to alert 'four wheelers'.

SHOUT OUT CORNER:

Special thanks to our customers for their referrals:

Alex Bedaso of NV

Luke Perrigo of NY

Danny Waller of TX

Ronnie George of NC

Frank Wagoner of NC

William Holland of MD

John Drumheller of GA

AG Dupye Transportation of MD

A very special thank you to our agents for their industry referrals:

Rob Moseley, Greenville SC
Smith Moore Leatherwood

Steven Groth Indianapolis IN
Bose, McKinney & Evans

We **LOVE** referrals!!

FEATURED CONTRIBUTOR

The Dos & Don'ts of DOT Safety Audit **by Attorney [Jason Engkjer](#)**

A U.S. Department of Transportation (DOT) audit can be stressful for a motor carrier. The key to navigating an audit is to understand the dos and don'ts before, during and after the audit. Here are a few suggestions to help the motor carrier through the audit process.

DO implement a written set of recordkeeping protocols before an audit ever occurs. Written protocols can prove helpful for a number of reasons. First, written protocols help ensure compliance with federal recordkeeping laws. Second, written protocols provide your safety and recordkeeping managers with a quick reference guide in the case of a question. Finally, showing a DOT inspector a set of written protocols can help mitigate a violation the inspector may discover during the course of the investigation. Thorough and accurate recordkeeping will lead to a successful audit.

DO NOT, after receiving notice of an audit, attempt to re-write or falsify records. Obviously the wrong thing to do, but carriers attempt to re-write, and even falsify, records after receiving an audit notice. Never attempt to falsely revise or re-write records before an audit. Falsified records carry a hefty price that can include substantial financial penalties, criminal prosecution, and a downgrade in the carrier's safety rating. Consult with an attorney before you revise anything.

DO control the audit environment. Inspectors may attempt to conduct a "surprise" audit. Scheduling is a relatively murky issue, but try to reschedule the inspection to a later convenient time for you and the inspector. Request the list of records the inspector wants to review well before the audit. Have those records ready the day of the audit, and be prepared to locate additional documents during the audit. On the day of the audit, provide the inspector with a separate room to review documents. Do not allow the inspector to wander around the terminal unescorted or randomly interview employees. If the inspector asks to interview someone, schedule the interview for a later time. Assign a staff member to sit with the inspector during the audit to observe and obtain documents. The staff member should not talk substantively with the inspector without a supervisor or counsel present. Most importantly, be polite and cooperative. If you feel the inspector is overstepping bounds, contact your attorney.

DO NOT sign anything before consulting with an attorney. An inspector's job is to enforce motor carrier laws and regulations. However, inspectors may pressure carriers into signing documents during or immediately after an audit. The form may look fairly benign. Other times, the inspector may ask the motor carrier to acknowledge violations to support a later Notice of Claim (NOC). Do not succumb to the pressure or sign any document without consulting your attorney first. If you do receive a NOC, contact your attorney immediately to discuss the violation(s), the penalties, and your options to contest the NOC or negotiate a settlement.

Navigating a US DOT audit can be a daunting task. Following a few simple rules will not only help lead to a successful audit, but keep the roads safe for all. Contact Jason Engkjer if you have any questions regarding audits or any other transportation law related matters.

Jason Engkjer is an attorney at Kalina, Wills, Gisvold & Clark, in Minneapolis MN Contact him at (763) 259-3458 or engkjer@kwgc-law.com.

We Want To Hear From You! Have a topic you want covered? Share it with us & watch for it in an upcoming newsletter!

FEATURED CUSTOMER



Ronnie George Jr **A-1 Express Logistics LLC of Wilmington NC**

How long have you been trucking?

I have been in the trucking industry for 11 years.

What is the best part of your job?

The best part of my job is satisfying customers by reaching out and providing them with needs that other companies can't.

Where is your favorite place to truck through?

I would have to say my favorite place to drive through is West Virginia.

How does TSNAmerica help you?

TSNAmerica is always very helpful with taking care of my IFTA, permits, Taxes, MC-150, anything I need help with they're always there to take care of it for me and in a very timely manner.



Trucking Info Hub is provided by TSNAmerica as a complimentary service and is for informational purposes only.
Always consult a professional to address specific legal concerns regarding your business needs.