

# FUNDAMENTAL SOLUTIONS FOR YOUR TRUCK DRIVER AND COMPLIANCE NEEDS



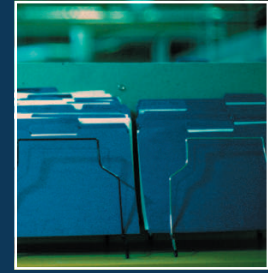
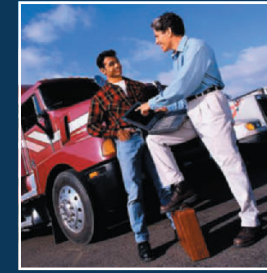
**FUNDAMENTAL**  
LABOR STRATEGIES, INC.®

DRIVERS, COMPLIANCE, MANAGEMENT AND RESEARCH



[www.fundamentallabor.com](http://www.fundamentallabor.com)

# Pioneering. Straightforward. Experienced.



Providing outsourced truck drivers

and DOT compliance solutions

## About FLS

For over twenty five years, **Fundamental Labor Strategies, Inc. (FLS)** has built and maintained mutually beneficial relationships with CDL truck drivers and the companies that utilize them. Our proprietary market research guides our decisions and enables us to do what other companies cannot. With FLS, you can expect a company that is pioneering, straightforward, and experienced.

Our mission is to establish and maintain mutually beneficial, open, direct, and long-term relationships with our employees, customers, and suppliers.

### Our Approach

Our proprietary research is the foundation for all that we do. It is an element unique to us that makes for better collaboration with drivers and clients.

Our long-term partnerships with clients result in reduced and more predictable costs, increased operational control, managed risk, and a better focus on what matters most to their operations. Our long-term partnerships with drivers are based on respect, recognition, a focus on their success, and rewards for top performance.

*The FLS approach enables us to deliver more value and satisfaction to our clients and drivers.*

## What We Do

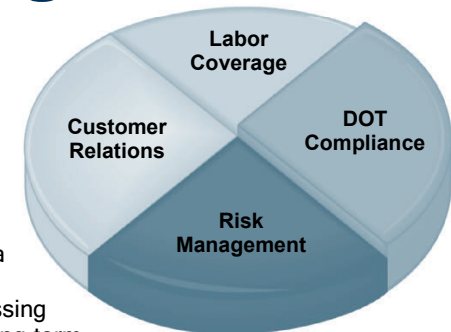
FLS provides extra, fill-in, or dedicated outsourced drivers and DOT Compliance products. We excel in managing the complexities of driver employment and DOT Compliance so our clients can focus on their core businesses.

- **Commercial Truck Drivers:** We provide DOT qualified commercial truck drivers on a flexible-short-term or dedicated-long-term basis
- **Compliance:** We have developed solutions for managing all elements of DOT driver requirements
- **Management:** We educate driver employers on critical industry topics with on-going educational seminars, consulting, and other approaches
- **Research:** We conduct market research studies on commercial truck drivers and driver employers to keep in tune with industry trends

## Why We Do It: The Big Four

We have found that motor carriers face four common challenges:

- Labor Coverage
- DOT Compliance
- Risk Management
- Customer Relations



Often, these issues are not addressed in a comprehensive or proactive way. Driver employers typically focus on putting out pressing fires as they arise rather than seek out long-term solutions. Our primary focus is to ease your workload by avoiding distractions caused by one or more of these four operational challenges. Our research, experience, and client testimonials indicate that most companies that employ drivers, even those well run, cannot manage these four issues more effectively and at less or more predictable cost than FLS.

## Our Credentials

- Over 25 years of experience in all aspects of driver employment and management
- Geographic Coverage: Serving markets from Boston, MA to Richmond, VA
- Data driven: we extract critical data from over 45,000 driver and motor carrier interviews and use it to shape business decisions and client recommendations
- Strength in managing the four basic driver employer challenges:
  - We plan for, manage, and cover driver absences
  - We maintain a strong DOT compliance and safety first philosophy
  - We improve and add value to your customer relations
  - We manage risk through careful loss prevention and control

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## Contact Us

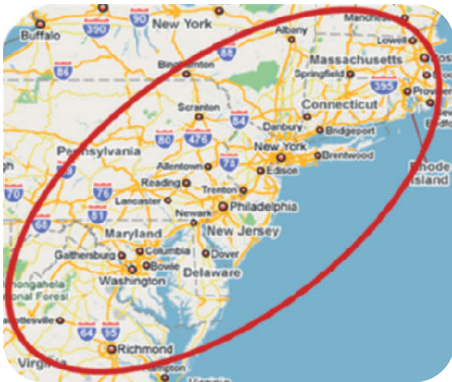
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### Markets We Serve:

- Boston Area
- Hartford Area & Southern CT
- Southern NY State
- Long Island
- Greater NYC Area
- Northern NJ
- Northern & Eastern PA
- Southern & Central PA
- Philadelphia Area & Southern NJ
- Baltimore Area
- Richmond Area



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