



CROSSROADS

A Publication For And About Valued D&T Team Builders

AUGUST 2006

Gordy Minnichsoffer wins 'Technician of Year' award

There was a lot happening at the 74th annual conference of the Minnesota Trucking Association (MTA) August 3-5 in Brainerd, Minn. But for D&T Trucking Company, nothing was more noteworthy or satisfying than to see one of its own being honored.

Gordon Minnichsoffer, a technician in the D&T shop, was named MTA's 2006 Outstanding Maintenance Technician "in recognition," the plaque reads, "of his outstanding effort in fleet maintenance."



Gordy and Valerie Minnichsoffer.

Not everything went as planned regarding his selection; "Mark (Shop Manager Mark Wells) wanted to keep the award a surprise from me (until the conference), but the MTA sent me a letter announcing it," said Gordy. Regardless of how he found out, though, "I was surprised and very excited, and my family was very proud," he said.

Asked why the honor came his way, Gordy in his response was a man of few words. "It's just hard work," he shrugged. "I work hard in my job to get things done. When something needs to be done, I just do it."

The philosophy has well served this "country boy," raised on a farm 20 miles north of Stillwater, Minn., ex-high school wrestler; and long-time technician in the tire business. On behalf of his former employer, years ago he was a familiar sight every Thursday at the D&T shop, and during one of those visits a conversation ensued with Wells.

"Mark was looking for a technician and asked me if I knew anybody," recalled Minnichsoffer. "One thing led to another," he went on, with the result that he joined D&T March 9, 1998, "It was a good change for me," he remarked. "Things are going well, and I really enjoy it here."

It was a good move for D&T Trucking Company, too, one might add, as evidenced by the recognition of Gordy from the MTA. And D&T is as proud of him as is his wife, Valerie, who was at the award presentation, and the rest of their family.

The Minnichsoffers' home is in Stillwater, where Valerie works as a cosmetologist. They have three grown sons—all also ex-wrestlers and athletes in other sports as well—Ross, 26, and in construction management; Lance, 24, a North Dakota State University graduate in Business Administration; and Wayne, 21 and in his fourth year in Automotive Engineering Technology at the University of Minnesota, Mankato.

Ross by the way is getting married at the end of September, so here is an open memo to Gordy and Valerie: Please send wedding photos for use in the Crossroads!



Left to right: David Hugel, FMCSA Deputy Administrator; D&T award-winning technician Gordy Minnichsoffer; and Chief Mark Dunaski, Minnesota State Patrol.

Driver Appreciation Week at D&T



D&T Trucking Company celebrated National Truck Driver Appreciation Week August 21-25, which was just before the deadline for this month's Crossroads. Watch our next issue for comprehensive coverage of the event.

An eloquent statement about his credentials

Gordy Minnichsoffer was not one to toot his own horn when asked about his credentials for being a Maintenance Technician of the Year. But Mark Wells, Shop Manager of D&T, tooted it for him—and eloquently—in this nomination letter to the Minnesota Trucking Association.

Here's what Mark wrote; it speaks for itself.

"Thank you for the opportunity to nominate Gordon Minnichsoffer for MTA Maintenance Technician of the Year. Gordy has been a true asset to our company as well as the trucking industry in general. Prior to joining D&T Trucking Company in early 1998, Gordy had worked in the truck tire industry since 1973. During that time, his vast experience ranged from in-store customer service to emergency roadside service. Currently, his duties encompass all aspects of inspection, maintenance and repair of refrigerated and dry van trailers as well as handling the bulk of our tire work.

"While Gordy possesses the troubleshooting and mechanical skills you would expect a nominee to have, his other personal attributes are what make him an exceptional candidate. One of his greatest qualities is dependability. His work ethic has earned Gordy the respect of his supervisors, fellow technicians, office staff and our independent contractors. Everyone knows that they can count on Gordy to get the job done, and done right. Whether it's a vehicle repair or record keeping, he is a perfectionist. Even the most routine tasks are performed with an unwavering attention to detail. Gordy applies that same discipline to all aspects of his job. He manages his time wisely, is extremely neat, well-organized and very safety conscious.

"Keeping things running smoothly requires teamwork, and Gordy is a vital part of our team. He does a great job communicating with the dispatchers and operations people, keeping them well informed about equipment status and ensuring that the demand for equipment is satisfied. In the shop, he works very well with others and has been instrumental in training new employees in specialized tasks such as using our computerized record-keeping system, performing dynamic wheel balancing and laser tandem alignment.

"Gordy's long-term contribution to the transportation industry deserves recognition. I strongly recommend that he be considered for the MTA Maintenance Technician of the Year honors."

And he was, and the MTA made a great choice!

Avoiding accidents by managing speed and space

Speed and space management are necessary basic skills for professional drivers. Much of such management comes from common sense, augmented by years of driving experience. Even for the most experienced, however, a review is always a good idea (it certainly can't hurt), because bad management of speed and poor judgment of space are too-common causes of commercial motor vehicle accidents.

Managing speed of course means adjusting to weather, road conditions, curves, hills, visibility and traffic. The space factor refers to the room needed by an 18-wheeler for safe operation. And of the space all around the tractor-trailer, the area ahead is the most important, because following too closely is the most frequent cause of accidents.

There are three distance considerations involved in the ability to stop a vehicle in time to avoid a potential hazard: Perception, reaction and braking.

Perception distance—The distance the vehicle travels from the time a hazard is seen until the brain recognizes it. Perception time for an alert driver is 3/4 of a second, during which, at a speed of 55 mph, you travel about 60 feet.

Reaction distance—The distance traveled from the time the brain tells the foot to move from the accelerator until the foot hits the brake pedal. Again, the typical driver has a reaction time of 3/4 of a second, meaning another 60 feet down the road.

Braking distance—The distance it takes to actually stop the vehicle once brakes are applied. Braking distance is affected by vehicle weight, length and speed and by the condition of the roadway. At 55 mph, on dry pavement and with good brakes, a heavy vehicle may take 250 to 300 feet to stop, while an empty vehicle takes even longer (300 to 400 feet) because the brakes, tires, springs and shock absorbers

on heavy vehicles are designed for their best performance when the truck is fully loaded.

Obviously high speeds greatly increase the distance required to stop. The professional driver therefore skillfully manages speed and space and understands how to maintain control of his/her vehicle at all times.

July was anniversary for these Safe Driving Achievers

Each month there are independent contractors of D&T Trucking Company who have reached an anniversary as a Safe Driving Achiever, meaning that each has been driving a specified number of years without an accident. Since success starts with safety in the trucking industry, the Crossroads is always happy to honor such achievers.

The list below recognizes contractors for the month of July.

- 27 Years – Dean Wallace
- 25 Years – John Hostetler
- 21 Years – Carlyle Berhow
- 7 Years – Brain Hoppenrath
- 2 Years – Paul Green

About the subject of sleep apnea

A 'Q and A' with Ken and Shirley Kosbab

(Editor's note: Recently there was an article in the Crossroads regarding the subject of sleep apnea and the trucking industry's concerns about it. The article touched a nerve for D&T independent contractor Ken Kosbab, not because he doesn't want people to talk about it but rather because he doesn't want them to be made needlessly afraid of it. His is the voice of experience; he has sleep apnea. So the Crossroads sat down for a question-and-answer session with him and his wife, Shirley).



This photo was taken in 2002 when Ken joined D&T Trucking Company's Hall of Fame after completing 10 years of accident-free driving with D&T. He continues to be a Safe Driving Achiever to this day.

CROSSROADS: You've met a lot of people on and off the road who have sleep apnea.

KEN: Yes. Other truck drivers, not necessarily from D&T. Other drivers. Other people.

CROSSROADS: So your feeling about our article was. . .

KEN: It made me too concerned because, for me, sleep apnea is something normal. I've had it for years. So I just say, don't be scared, just find out about it and get treated.

CROSSROADS: When and how did you realize you had the condition?

KEN: Well, I didn't realize it for a long time. I didn't think of having sleep apnea. If I wasn't rested when I woke up, I'd just think that I had a bad night's sleep. It was 'too hot in the house' or 'too cold in the house,' some reason like that.

CROSSROADS: When did you notice that there was a problem, Shirley?

SHIRLEY: You don't really know exactly, but it seemed to start getting worse about five years ago.

KEN: I'd say about two years. . .

SHIRLEY: At first it was maybe once a month. Then it would be more often. He'd be snoring and then all of a sudden he would cut off and wouldn't be breathing for awhile. I'd nudge him or elbow him or even hit him and wake him up.

CROSSROADS: As these episodes became more frequent, Ken, how did you feel the next day?

KEN: Like nothing happened

CROSSROADS: You still weren't aware of it.

KEN: I wasn't aware of it even when it was happening. I tried to tell the doctor, 'No, I don't have sleep apnea.'

SHIRLEY: The only thing is, he was waking up tired. I mentioned that to the doctor.

KEN: The doctor was prompting me to go get tested overnight at the Sleep Center at Methodist Hospital. So I finally said 'okay, I'll do it.'

CROSSROADS: But you still didn't think there was anything wrong.

KEN: Nope.

CROSSROADS: So what did the test show?

KEN: (Chuckling at the thought) I wasn't breathing half the night.

(Editor's note: Following confirmation of the diagnosis of sleep apnea, Ken was fitted with a CPAP (Continuous Positive Airway Pressure) device, the most common effective treatment for the condition. This involves a mask worn over the nose during sleep. Pressure from an air blower forces air through the nasal passages to prevent the throat from collapsing).

CROSSROADS: How long have you been using the mask?

KEN: About a year and a half.

SHIRLEY: Now he breathes more deeply at night, is getting more oxygen. There's an adaptor for it for use in the truck. We take the CPAP with us on vacations.

KEN: I do feel better. There's a world of difference.

CROSSROADS: Why did all this take so long?

SHIRLEY: He just didn't believe there was a problem—until I started punching him harder. It took the longest time for him to agree to go to the Sleep Center.

KEN: I've met people who also use the mask. We all say the same thing; 'Why didn't I do this sooner.' Now I wear it every night and for long naps. A couple of times I didn't wear it because I forgot to take the cord with me and I felt worse after waking up. The only time I don't need it is for the short naps, 20 minutes or so.

CROSSROADS: How has this affected you as far as trucking is concerned?

KEN: Well, I've always felt good while driving. And when I would start feeling a little tired, I would always pull over for a short nap. I still do. Anyone should, and it's always a concern for those driving long hours. But what's changed now for me is that I need the short nap much less frequently.

CROSSROADS: So your advice for people who might have sleep apnea is. . .

KEN: Just don't hesitate getting tested (at a Sleep Center). You can be treated, and I wish I had done it sooner.

A customer profile

Schroeder maintains tradition, grows with the times

Schroeder Milk Company, Inc., Maplewood, Minn., is a D&T customer with more than 120 years of deep roots in the dairy industry. To provide a historical perspective, the company's founding in 1884 took place only 26 years after Minnesota became a state and 14 years before the Spanish-American War.

Through the decades Schroeder Milk continued to meet challenges by doing its own thing in its own way. Today, in this modern age of conglomerates and consolidations, it remains what it started out to be—a privately-owned manufacturer and distributor.

"We promote the fact that we're an independent," said Bob Kirchoff, Chief Executive Officer and President. "There are customers who prefer working with our kind of company and like the service and flexibility, as well as the products, that we offer."

Bob has a bit of history himself with Schroeder; he was hired 22 years ago and subsequently did "just about every job there is here, including driving a truck." Now he leads a company with annual volume in the \$125 million range and with approximately 225 employees, including seven fourth-generation Schroeder family members.

While Schroeder Milk is obviously steeped in tradition, it also has demonstrated the characteristic ability—going all the way back to the early days—to overcome obstacles and adapt, change and grow with the times. For example, about 70 percent of its volume now comes from made-to-order contract packaging sold nationally.

The company's product line consists of about 150 varieties of packages (products) designated as either "branded" or "non-branded." The Schroeder brand is distributed locally or regionally, primarily in Minnesota and western Wisconsin, by the company's private fleet. The contract packaging or private label products, generating faster-growing non-branded revenue, are transported by over-the-road motor carriers such as D&T Trucking Company.

"Freight is a huge issue for us," said Kirchoff. "We have a multitude of customers in all 50 states—food companies that are manufacturing and marketing or just marketing—and in order to compete nationally we need motor carriers that are flexible and cost-effective. D&T falls into that category and does a good job for us."

To capitalize on the potential business nationally, Schroeder Milk Company added 55,000 square feet of production capability to its 85,000 square foot Maplewood headquarters and plant in 2002. This has resulted in double the capacity to produce various products in the company's line.

The "pretty big" undertaking for an independent was clearly accomplished with an eye toward the future; "we are now operating at about 65 percent of our production capacity and hope to fill it up in another year," Bob projected. "Then we can start discussing another expansion."

Perhaps for a 125th anniversary celebration?



Schroeder Milk Company has averaged about 10 to 15 percent growth in volume annually with its dairy-based package/product line.

September 11, 2006

*Five Years Since That Dark Day
In Our Nation's History*

*May We Always Remember The Victims Of Terrorism
Pray That Their Deaths Shall Not Have Been In Vain
And Ask For God's Blessings On America
And On Our Troops Throughout The World*



The Customer Comments ...

(Editor's note: As part of the customer profile on Schroeder Milk Company, the Crossroads talked to John Cowan, the company's Director of Distribution. Here are some of his comments about the relationship of Schroeder with D&T Trucking Company).

"D&T was demonstrating the ability to meet our needs in matters such as tight delivery schedules and pricing even before I took this position at Schroeder Milk Company six years ago, and that has continued to be true. So the opportunities are still here for D&T, although in a different way.

"We have grown, are getting busier and busier, and have four times as many loads leaving here than we did six years ago. But our business model has changed. We are doing so much more contract packaging, business to business, and these customers arrange for their own freight.

"But D&T is able to prosper along with us . . . I'm optimistic that that will continue . . . because you know a lot of the players for whom we make products. So Jay (Jay Matykiewicz, D&T Sales and Marketing Representative) can work with these people. And it's still true even in business to business to some extent that the motor carrier is representing us. Certainly the customer knows that the load is from Schroeder.

"So it's important for us to have a strong relationship with the carrier. There's no question that it's important to have a personal relationship with a sales guy such as Jay, who's 'been there', who has that stability, as do the drivers at D&T.

"I have been impressed with the high level of your owner-operators. They are a steady crew, very professional, and good to work with. In trucking there's a lot of people coming and going, but at Schroeder we have a good track record of keeping people. I'm proud of the tenure of our private fleet group. This benefits us in getting our message out and taking care of our customers, and the same thing works for you guys at D&T."

Quoting Jay . . .

Here's what D&T's Jay Matykiewicz had to say about a valued customer: "As John Cowan pointed out, our opportunities with Schroeder Milk Company have changed, but the change is for the better. With Schroeder's growing contract packaging business, our load volume through them has increased by about 30 percent in the last several years. This of course has benefited D&T and our independent contractors. We appreciate the very positive relationship we have with Schroeder and its customers."

Schroeder Milk . . . some moments in history

- 1884** – A new business begins under the ownership of Henry Schroeder and his brother, Herman.
- 1911** – Henry buys his first truck, but for years afterward he continues to also use open wagons drawn by horses.
- 1921** – Fire destroys all company facilities, including power plant, ice house and barns. All 130 cows and 18 horses were saved, as were Henry's 1918 touring car and two trucks. Loss was estimated at \$100,000.
- 1922** – Company is back in operation with several buildings constructed on a nearby site.
- 1929** – Pasteurization of milk is now required by the State of Minnesota. Henry converts one of his new buildings, constructed in 1927 of steel and concrete, to a pasteurization plant and begins advertising his "Safe for Baby Milk."
- 1934** – Second generation family members are now in the business.
- 1943** – Company founder Henry Schroeder dies at the age of 89. By then all of the home delivery routes had been sold, and the third generation had started working in the business.
- 1960** – The cows are long since gone from the company operation. Milk is purchased from farms in Minnesota and Wisconsin.
- 1984** – Schroeder Milk Company, Inc. celebrates its 100th anniversary. Ice cream dessert is the newest product introduced by Henry's grandsons.
- 2001** – There are now seven fourth-generation Schroeders involved in various facets of the company. A plant expansion project is underway.
- 2002** – A 55,000 square foot addition is completed, doubling production capacity.

(Historical data is from an article by Cathy Dalglish in the Ramsey Country History publication).



A Schroeder photo from, literally, the "horse and wagon days."

This is a health risk factor for commercial drivers

The “Gettin’ in Gear” Wellness, Health and Fitness program—which the Crossroads will continue to write about because it is so important—includes among other information some of the common health risk factors for commercial motor vehicle drivers. One of those risk factors is obesity, not a pleasant subject but one that should be discussed by those concerned with a driver’s welfare.

“Obesity” usually describes anyone having “overfatness” and weighing in excess of 5 percent more than their “ideal body weight” (average) for their height and gender. Specialists periodically adjust the definition of what constitutes “overweight” and “obesity,” but the general idea remains.

In general, for young men about 17 to 27, ideal average body fat measures would be about 15 percent of body mass, and therefore the borderline for obesity would be 20 percent body fat (i.e. a 200 lb. man with 40 lbs. of fat). For middle-aged men, age 27-50, whose average fitness measure is approximately 25 percent body fat, obesity would be defined as a body fat content in excess of 30 percent. Thus, male obesity is often cited as being in excess of 130 percent of ideal body weight.

For young women aged 17 to 27, obesity would correspond to a body fat content about 30 percent, for middle-aged women, aged 27-50, the borderline between the average and obesity for these women would be anyone with an excess of about 37 percent body fat, or being in excess of 137 percent of ideal body weight.

How prevalent is obesity?

In the U.S., studies show about one third of the general population is overweight. On the other hand, of almost 3,000 truck drivers surveyed, 75 percent were either overweight or obese; 40 percent had an overweight body mass index (BMI) between 25 and 30. In this survey, a BMI greater than 30 was considered obese; 33 percent of the respondents were classified as obese. Another study, that examined the prevalence of back pain among 40 bus and 40 truck drivers, noted 55 percent of the truck drivers were overweight.

Obesity is a well-established risk factor for diseases such as cardiovascular disease, hypertension, diabetes, or stroke—and it brings other problems and risks as well. Being overweight exacerbates conditions of arthritis, back pain or other musculoskeletal disorders, such as carpal tunnel syndrome. It also presents higher risk of cancer when it accompanies other health-related conditions such as low activity levels or diabetes.

The amount of body fat is a reflection of the balance between the food someone eats and their physical activity. One pound of fat tissue represents an imbalance of about 3,500 calories. (That is, the person at some point consumed more energy through food than their body used). There are a number of factors, such as heredity and age, that affect body weight. As one gets older, new fat accumulates, though not evenly, all over the body. Instead, particularly for males, it accumulates in increased amounts in the abdominal area, forming “the potbelly.”

To lose weight you must burn more calories than you take in:

Increasing physical activity, reducing caloric intake, or a combination of both, can do this. Increasing activity and moderately reducing the calories you eat is the best method to lose fat and keep it off. Increased intake of calories will, of course, promote fat formation.

Some important weight loss basics:

Not all weight is fat. Lost weight usually consists of a combination of fat, lean body mass and water. But watch out for crash diets. **The more rapidly weight loss occurs, the larger the amount of lean body mass lost.** That means that while the scale may register a significant weight loss, the type of tissue lost is not all fat. Some of the rapid weight loss achieved by crash diets is also caused by a large loss of water. There is always some loss of water during any diet. Generally, this type of fluid loss is only temporary and once a normal diet is restarted the body will then retain the natural amount of fluid it needs to function.

The roller-coaster effect of weight gain due to on and off again adherence to fad diets is clearly not the goal. Weight loss should be gradual. When fat is lost, it usually is lost evenly from all over the body. A rapid weight loss may be medically hazardous. Usually quick weight loss diets are not nutritionally complete. They may promote the formation of kidney stones or electrolyte disturbances that may lead to cardiac difficulties and even death. So when you see advertisements for weight loss programs that make claims to help you lose large amounts of weight over a short duration, the claims that sound too good to be true probably are.

For anyone for whom this subject is relevant, the Gettin’ in Gear program can help in matters such as changing habits gradually and weight maintenance. The program is worth investigating and D&T Trucking Company is happy to have it available to our independent contractors.

Welcome to the team

The independent contractor team of D&T Trucking Company has four new members. They are **Terrance Zimmerman**, whose home is in Bruce, Wis.; **Dino Tokin** of Woodbury, Minn.; **Jeffrey Fielder**, Milaca, Minn.; and **Steven Keuntjes**, Nekoosa, Wis. D&T welcomes them and looks forward to a mutually beneficial association.

Watch out for our nation’s kids

School days are back again (or soon will be as you’re reading this), which prompts the reminder that, no matter what’s been hauled by the trucking industry, there’s obviously no “commodity” more valuable than our nation’s children. Vigilance of course is always necessary, but this is particularly true now around the schools, playgrounds, etc. So keep a sharp protective eye out for the kids, be careful, and drive safely.



A Message to D&T Contractors . . .

*Now Is The Time To Start Referring Drivers
To D&T And Be Entered In The Next*



SPECIAL REFERRAL PROMOTION



*For a Grand Prize Back By Popular Demand . . .
A Free Trip For Two To The Famous
TALLADEGA (ALABAMA) SUPERSPEEDWAY*

For An Exciting NASCAR Race

*Details to Follow, But Make Referrals Now
To Be Eligible For The Grand Prize Drawing!*



On the Lighter Side . . .

THANKS FOR CALLING

Beth was riding with a friend one evening when, well along in her pregnancy, she started having labor pains. Immediately they drove to the hospital. When it was confirmed that the birth was indeed imminent, Beth asked a nurse to call her husband, Tom, who at that point had fallen asleep on the couch at home.

After several rings, Tom was finally startled into waking up. Groggily, he reached for the phone.

"Your wife is about to have a baby," the nurse crisply informed him. "You should come to the hospital right now."

"Thanks," he replied, rubbing his eyes. "I'll go find her and tell her."

* * *

NUMBERS GAME

The coach of the Little League team had not yet familiarized himself with the names, or with the pronunciations, for all of the members of his team. So in filling out the lineup for their first game, he decided to refer to them by uniform numbers.

It was their turn at bat. "Number 3," called out the coach, "you're up," and the player wearing Number 3 approached the plate.

A minute or so later, the coach shouted for "Number 6," and then for "Number 1." But for that third batter, there was no response. No one arose from the bench, and the umpire was getting annoyed about the delay.

"Hey," said the coach. "Who's Number 1?"

"We are," the entire team yelled back in unison. "We are!"

* * *

TIMES ARE TOUGH

Did you hear about the city-owned cemetery that ran into economic difficulties and had to lay people off? The cemetery now is operating with a skeleton crew.

* * *

WHAT'S IN A NAME

A young man called directory assistance seeking a telephone number for a "John Smith" living in Minneapolis.

"Oh my goodness, there are multiple listings for John Smith," the operator responded. "You'll have to give me a street name before I could possibly help you."

The young man hesitated before answering. "Well, okay," he said. "Most people call me 'Rain Man'."

* * *

ASKED AND ANSWERED

This well-traveled couple decided on a change of pace for their next vacation and headed for the hills to "rough it." They found a small, out-of-the-way but clean bed-and-breakfast establishment charging \$35 a night.

That was certainly reasonable, the couple agreed, but just to be sure they asked, "And of course the accommodations would include a private bathroom."

"Sure do," the grizzled proprietor nodded, "just as long as we don't have any other guests."

No. 2 in a series of 3

The art of using communication 'devices' effectively

(Editor's note: In last month's issue, the horn was the first subject in this series about communication "devices" that are vital to motoring safety. The topic this time: lights).

Visibility obviously plays an essential role on the road. Headlights of course are the primary source for seeing and being seen, but auxiliary lighting is also a key factor and should be kept clean and in good working order. Turn signals and brake lights are particularly vital at night, when they are the only way of communicating with other drivers.

Special attention is required with regard to the condition of headlights. Even if they are in tiptop shape, visibility is only about 250 feet at low beam and 350 to 500 feet at high beam. Moreover those figures can be reduced by as much as 50 percent if dust and dirt collect on the lamps, so headlights must be cleaned on a regular basis to maximize the amount of light emitted.

Adjustment of headlights also is critical for the best possible night vision. Even a slight misalignment can reduce the reach of high beams by as much as 35 percent. Here are some other points of emphasis that apply in night driving.

- Don't overdrive headlights. This causes the eyes to become physically confused, and therefore less efficient, because they are trying to adjust to changing light patterns.
- Follow the four-second rule in order to be able to stop within the area of road that can be seen with the headlights. The rule is a check against driving too fast; choose a fixed object ahead, and then begin counting "one thousand one", etc. to make sure the object is not reached before you get to "one thousand four." Weather conditions or reduced traction may require an even greater downward adjustment of speed.
- When a driver rounds a curve, the headlights shine

straight ahead (and off the road), reducing his/her already limited vision. Speed therefore should be decreased. Also, lights should be switched to low beam so as not to blind oncoming drivers.

- Communicate, don't "retaliate," if oncoming lights seem to be on high beam. Flick your lights as a signal rather than moving yours to high beam. Set a good example by dimming your lights at least 500 feet before meeting an oncoming vehicle and at least 200 feet away when overtaking a vehicle from behind.

Aside from night driving, use of headlights can help improve vehicle visibility and prevent accidents during the day, too. Situations requiring daytime usage include cloudy, rain, snow, and fog conditions; frosty mornings when other drivers' windows may be icy or "foggy"; any time you have trouble seeing other vehicles (their drivers will probably also have trouble seeing you); on small country or mountain roads, where even on sunny days the use of headlights may help avoid a head-on crash; when necessary, for whatever reason, to get another driver's attention.

Helpful night driving tips

1. Turn on headlights immediately at twilight.
2. Don't stare at a signal point in front of you; this can create victims of "highway hypnosis."
3. In watching for potential hazards, the gaze should be shifted constantly from left to right; front to back; close to far away.
4. Don't look directly at the headlights of oncoming vehicles. Instead, glance off to the right lane to avoid being blinded.
5. Allow extra following and stopping distance.

September anniversaries of service with D&T

One measure of the stability of a motor carrier is the longevity of service provided by staff and (for D&T, which has always had a 100 percent owner-operator fleet), independent contractors. This company is well known in the trucking industry for its low driver turnover, and staff members, too, have "found a home" here.

Customers as well are aware of and appreciate such stability and see it as an indicator of dependability and professionalism. That is why the Crossroads each month lists those reaching anniversaries of service, and here they are for September.

CONTRACTORS

11 Years - Jerald Long
6 Years - Garry Meyers
5 Years - Jordan Scheidt
4 Years - Stefan Sienczuk
3 Years - Derrick Stout
Francis Collins
2 Years - Steven January
Mark Guenther

STAFF

25 Years - Phil Casperson
13 Years - Erik Vegoe
10 Years - Arthur Hemenway
9 Years - Jay Matykiewicz
2 Years - Rick Pratt

Happy birthday from D&T to:

| | |
|--------------------|--------------|
| John Bracelen | September 19 |
| Philip Casperson | September 3 |
| Gregory Grunert | September 1 |
| Anthony Hanvold | September 8 |
| Gerald Holmstrom | September 15 |
| Ryszard Jucha | September 14 |
| Paul Kruske | September 27 |
| Terry Melvin | September 17 |
| Derrick Stout | September 13 |
| Mary Taft | September 30 |
| Terrance Zimmerman | September 6 |



From the 2006 Working Class Pride and Polish calendar

Equipment (and driver) of the month for September

The practice of monthly recognition of contractors is never easy, since there are so many highly deserving and qualified drivers at D&T. But there are only 12 months to a year! And there's space in the calendar for only one contractor per month. So we apologize to the other drivers even as we single out Derrick Stout for September.

Derrick Stout is part of a tradition. His father, Jimmy Stout, was one of the 12 D&T contractors selected to appear in the 2005 Working Class Pride and Polish calendar. His uncle and Jimmy's half-brother, Don Warner, is in this year's calendar. And so is Derrick, who earned the honor on his own merits.

An owner-operator since 1997, he has been with D&T since September, 2003; "I wanted a company where you're known by your name and not treated just as a number," said Derrick. He has a perfect safety and on-time record, and the Freightliner typifies the effort that a professional driver puts into his equipment.

"Your truck shows the pride you have," Derrick said, "and that's important in having a good personal relationship with customers. They notice the appearance of the truck and driver."

He and his wife, Danielle, have three daughters (Rebekah, 6; Maggie, 4; and Calli, 2) and two dogs "who are members of our family, too," boxers "Precious" and "Bambam"—"they greet me at the door no matter how late I come in off the road," said Derrick.

At home in La Crosse, Wis. or on the road, he keeps in close touch with his dad and uncle. They see each other as much as possible and talk on the phone daily, so that each knows what and how the others are doing.

That's part of the tradition, too.

Derrick Stout - 2000 Freightliner



Left in the dark? Look on the bright side!

In a season generally filled with periodic severe rain storms, accompanied by heavy thunder and startling bolts of lightning, loss of power is not uncommon. Steps can be taken in advance, however, so that you're not left totally "in the dark," so to speak, even if and when the lights go out.

1. Be sure to have an emergency kit that includes flashlights, batteries, battery-powered radio or television, battery-powered (or wind-up) alarm clock and first-aid items. Some homes also contain candles that can be used in power-less emergencies, but take care if small children and/or pets are present.

2. Be sure you have a phone (land-line with cord or a cell) that with an adaptor can be charged in your vehicle.

3. Be sure to have an adequate supply of bottled water, non-perishable food that doesn't require heating (although gas stoves should still work) and utensils such as a manual can opener. By the way, food will normally remain frozen for 36 to 48 hours in a fully loaded freezer (so long as the doors remain shut) and 24 hours in a half-full freezer.

4. Be sure to have important telephone numbers readily available (fire department, police department, the Red Cross, the power company, etc.).

5. In the event of a power failure, it is a good idea to turn off the air conditioner and other electric appliances in order to avoid a circuit overload when the power is restored to everything at once.

In summary, being prepared for an outage can be very helpful in looking on the bright side while sitting in the dark!

The D&T Trucking Company



*A publication for and about
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Highway to Health

The term "take your medicine" is in some situations an admonition to do penance or accept the penalty for a wrongdoing. But in the matter of health, it is good advice. So-called miracle drugs might not work miracles. But they can work. Unfortunately, though, many people who become ill, and for whom medications are prescribed, do not take them as regularly as they should.

This can mean a slower recovery or, in the case of a potentially serious illness, even more severe consequences. Besides that, some illnesses and diseases are communicable; failure to take medicine as intended can result in germs being spread to others.

One reason why some patients cannot stick with a treatment program—they just "forget" or don't bother—is that the need has not been satisfactorily explained to them. Communication between the patient and doctor or other health care provider is a two-way street. Just as you should keep him/her informed of your symptoms and problems, so should the medical professional do the same for you with regard to the diagnosis and expectations about medications.

If the provider uses terms or language you don't understand, and/or if you have no idea what some impossible-to-pronounce new drug is supposed to do, ask for an explanation, repeat what it means, and make sure your interpretation is correct.

We all know that doctors are often quite busy. But whether in person or over the phone, the patient should be allowed time to voice concerns and get answers. If your physician consistently rushes you, interrupts when you're speaking, makes you feel foolish for asking questions and doesn't seem to be listening, he/she might not be right for you.

If so, perhaps it would be advisable to consider developing a more satisfying relationship with another health care provider who understands the importance of communication. After all, you are the "customer."

Thought for the month . . .

Have you had a close call on the road recently . . . perhaps a motorist whom you hadn't really noticed until he surprised you by suddenly cutting in front, causing you to respond instantly to avoid an accident . . . and then you figuratively or literally wiped your brow and thought, maybe, that someone up there must have been watching out for you (and the other motorist)?

Near accidents can indeed send a message to never become complacent behind the wheel. There can be a tendency to relax during good weather, but now especially—with roads and streets filled with tourists in a hurry, construction, children coming and going, etc.—is not the time to let your guard down.

Trucks are a target for criticism (usually unjustifiably) from some; don't give them a reason. And if you've had a near incident, consider it a warning call to always be mentally focused and alert.

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