

The D&T Trucking Company



# CROSSROADS

A Publication For And About Valued D&T Team Builders

JULY 2006

## A Special Invitation to D&T Contractors

*Please Join Us For The 10th Annual*  
**NATIONAL TRUCK DRIVER  
APPRECIATION WEEK**

**Being Celebrated August 21– 25**

**At D&T Trucking Company**

*In Recognition Of The Importance  
Of The Trucking Industry That Provides  
Vital Services To Consumers Everywhere*

**Good stuff.**



- ***Complimentary Meals Served Daily***

Breakfast: 7:30 to 9:30 a.m.

Lunch: 11:30 a.m. to 2:00 p.m.

- ***Free Gifts For Drivers***
- ***Drawings For Door Prizes***
- ***Displays Of New And Used Trucks*** • ***Other Exhibits***
- ***Customer And Vendor Participation In Honor Of Drivers***

***To Independent Contractors Of D&T. . .***

*Welcome To A Week Of Activities Paying Tribute  
To Your Professionalism And Continuing Dedication  
On Behalf Of Our Customers And The Public*

# Professional driving deserves to be appreciated

On this and the accompanying page are two lists that help to support the reason for having a National Truck Driver Appreciation Week, the upcoming event mentioned prominently in this issue of the Crossroads.

Each quarter D&T Trucking Company recognizes its independent contractors who drove accident free and delivered every load on time throughout the three-month period; there are further honors for those who continue the record of achievement for the entire year.

As anyone in trucking knows, such accomplishments are far from easy in view of the challenges of the profession—heavy traffic, road conditions, weather conditions, overly aggressive motorists, etc. So professional drivers deserve to be applauded and to have their “special week.”

And, in acknowledgment of the performance of its independent contractors, D&T welcomes the opportunity not only to participate in National Truck Driver Week but also to show our appreciation to contractors continually throughout the year.

## 100 Percent Safe Driving Achievers, Second Quarter, 2006

James Adams  
 Jeffrey Allguire  
 Gary Anderson  
 David Antiel  
 Joseph Appel, Jr.  
 Royce Beek  
 Brandon Bergman  
 Carlyle Berhow  
 James Boyer  
 John Bracelen  
 Jason Carolan  
 Paul Christle  
 Francis Collins  
 Allan Cordes  
 David Croes  
 Mark Crom  
 Andrzej Dajwowski

Urszula Dajwowski  
 Lukas Daniel  
 Dean Dobberfuhr  
 Pawel Dzimira  
 Tomasz Garbacz  
 Wojciech Gawiec  
 James Grey  
 Paul Green, Jr.  
 Grace Griebel  
 Gregory Grunert  
 Mark Guenther  
 Anthony Hanvold  
 Evelyn Heldt  
 John Heldt  
 Edwin Hohnke  
 Gerald Holmstrom  
 Brian Hoppenrath

John Hostetler  
 Steven January  
 Zbigniew Jarzab  
 Nathan Jensen  
 Terrance Johnson  
 Ryszard Jucha  
 Artur Karwat  
 Todd Kohnen  
 Kenneth Kosbab  
 Paul Kruske  
 Joe Lang  
 Theodore Larson  
 Jerald Long  
 James Long  
 Michael Lyons  
 Frank Mackes, Sr.  
 Terry Melvin  
 Garry Meyers  
 Michael Mihes  
 Shawn Nelson  
 Charles Noll  
 Mariusz Okula  
 William Paul  
 Steven Petersen  
 Harold Pflughoeft  
 Lavern Pflughoeft  
 Svetoslav Popov

Alan Posthuma  
 Norman Poiter  
 Duane Rubner  
 Waldemar Satola  
 Joseph Schumacher  
 Jordan Scheidt  
 Lloyd Schofield, Jr.  
 Raymond Shankle  
 Earl Shrader, III  
 Stefan Sienczuk  
 Marvin Soelle  
 Gary Stewart  
 Derrick Stout  
 Jimmy Stout  
 Tadeusz Strus  
 Charles Swanson  
 Piotr Swiatek  
 David Taft  
 Martin Ver Kilen  
 David Wallace  
 Kathleen Wallace  
 Richard Wallace  
 Timmy Wallace  
 Donald Warner  
 Pawel Winiarz  
 Daniel Zielinski

### Credit in June goes to 11 Safe Driving Achievers

June was an anniversary month of annual safe driving achievement—i.e., attaining their respective years of driving accident-free—for 11 independent contractors of D&T Trucking Company.

Their record reflects considerable credit on them, on D&T, and on the trucking industry and also is an indispensable factor in customer satisfaction. So the Crossroads is most pleased to recognize the following Safe Driving Achievers:

- 19 Years - Paul Christle
- 12 Years - Frank Mackes  
Steve Petersen
- 7 Years - David Wallace
- 5 Years - Al Cordes  
Rick Steidl
- 4 Years - John Bracelen  
Wojciech Gawiec
- 3 Years - Tony Popov  
Kathleen Wallace
- 1 Year - Ryszard Jucha

Thank you to all!

### August anniversaries of service with D&T

#### CONTRACTORS

- 15 Years - Harold Pflughoeft
- 7 Years - Grace Griebel
- 6 Years - Robert Bailey  
Tadeusz Strus
- 1 Year - Tomasz Garbacz  
Mary Taft  
Daniel Zielinski

# 100 Percent On-Time Achievers, Second Quarter, 2006

Jeff Allquire  
 Gary Anderson  
 Dave Antiel  
 Joe Appel, Jr.  
 Bob Bailey  
 Royce Beek  
 Brandon Bergman  
 Carlyle Berhow  
 Jim Boyer  
 John Bracelen  
 Don Burton  
 Jim Caldwell  
 Jason Carolan  
 Paul Christle  
 Frank Collins  
 Al Cordes  
 David Croes  
 Mark Crom  
 Andrzej Dajwowski  
 Lukasz Daniel  
 Dean Dobberfuhr  
 Pawel Dzimira  
 Tomasz Garbacz

Wojciech Gawiec  
 Paul Green  
 Jim Grey  
 Grace Griebel  
 Greg Grunert  
 Mark Guenther  
 Tony Hanvold  
 John & Evelyn Heldt  
 Ed Hohneke  
 David Holmes  
 Gerry Holmstrom  
 Brian Hoppenrath  
 John Hostetler  
 Steve January  
 Zbegniew Jarzab  
 Nathan Jensen  
 Cal Johnson  
 Calmer Johnson  
 Rodney Johnson  
 Terry Johnson  
 Ryszard Jucha  
 Todd Kohnen  
 Ken Kosbab

Joe Lang  
 Ted Larson  
 Roger Lee  
 James Long  
 Jerry Long  
 Mike Lyons  
 Frank Mackes  
 Terry Melvin  
 Mike Mihes  
 Shawn Nelson  
 Chuck Noll  
 Mariusz Okula  
 Milt Olson  
 Willy Paul  
 Steve Petersen  
 Linn Pfeilsticker  
 Harold Pflughoeft  
 Lavern Pflughoeft  
 Svetoslav Popov  
 Al Postuma  
 Norm Potter  
 Duane Rubner  
 Jerry Scheidt

Lloyd Schofield  
 Earl Shrader, III  
 Joe Schumacher  
 Ray Shankle  
 Stefan Sienczuk  
 Marv Soelle  
 Richard Steidl  
 Gary Stewart  
 Derrick Stout  
 Jimmy Stout  
 Charles Swanson  
 Tad Strus  
 Piotr Swiatek  
 Dave & Mary Taft  
 Marty Ver Kilen  
 Dave Wallace  
 Dean Wallace  
 Rick Wallace  
 Timmy Wallace  
 Don Warner  
 Pawel Winiarz  
 Tryan Winston

## Meet River Valley at Truck Driver Week

Among truck dealers that will be represented with a display at Truck Driver Appreciation Week at D&T is River Valley Truck Centers, Mankato, Minn.-based and also with locations in New Ulm, Glencoe and Faribault, Minn.

A family-owned International dealership, River Valley is headed by Jerry Westman, who has been involved with the trucking industry for 21 years. The dealership, which has financing programs "to fit your needs," specializes in new and used truck sales and trailer sales plus parts sales (with an inventory of more than \$1.3 million in parts and supplies) and service featuring a department of 24 factory-trained and ASE-certified technicians.

There also is a full-service body shop and a rental and leasing division with a fleet of 294 units, including tractors and trailers.

**Contact person**—Jerry Westman, Telephone: 507/345-1128.



## Name dropping

Passing roadside inspections with no violations is always an important accomplishment, and so the Crossroads is happy to announce that **Ryszard Jucha** and **Tony Popov** did just that in June. Good work.

\* \* \*

A new independent contractor with D&T Trucking Company is **David Baggs** of Elk Mound, Wis. Also, welcome back to contractor **Ted Ellifson**, Strum, Wis.

\* \* \*

Equipment trades/upgrades: The most recent newsmakers are **Greg Grunert**, whose equipment number is now 1695 (from 1682), and **Terry Melvin**, formerly No. 1683 and now 1694.

\* \* \*

And to **Willy Paul** of Sheffield, Mass., "good luck" in your recent retirement. Willy has been an independent contractor with D&T since August 27, 1991 and now moves on to the next stage with our best wishes.

# High fuel costs: Living with them as best we can

The high costs of fuel are like the old saying about the weather. Nobody can do anything (evidently) about them, they can't be controlled, and the only choice therefore is to adjust and to learn to live with them as best as one can.

And speaking of adjustments, the importance of improving fuel mileage is clearly in the minds of independent contractors concerned about the bottom line. There are steps that can be taken to live with the problem as economically and efficiently as possible, and they bear repeating even for those who have heard them many times before.

- Progressive shifting lowers engine RPMs, and this results in less fuel usage for the same mileage. Also, mileage obviously is adversely affected by engine idle time. Every hour of idling burns approximately three quarters of a gallon of fuel.
- Slow down. Every five miles per hour that the driver averages over 55 mph will reduce fuel mileage by at least one tenth of a mile per gallon.
- As part of regularly scheduled (a must) inspection and maintenance, make sure that tires are gauged and kept fully inflated. This reduces rolling resistance, thereby

improving fuel mileage.

- Look for and deal with equipment problems such as hub components (brakes dragging, low hub oil, etc.) that might increase rolling resistance. And consider accessories hung on the truck, such as satellite dishes and excessively large CB antennas, that reduce fuel mileage. Remember that, aside from driving practices, rolling resistance and air resistance are the greatest contributors to reduced mileage.

The chart below demonstrates what small and large improvements in fuel mileage can mean to the bottom line. It shows the cost per mile for fuel at various fuel costs and miles per gallon. Take this example, when paying \$3 per gallon: Getting six miles per gallon, the cost per mile is 50 cents; at 6.5 miles per gallon, the cost per mile is 46 cents; at seven miles per gallon, the cost per gallon is 43 cents.

Choose your own particular situation and do your own math, but the point is that savings that come with better fuel mileage can add up and are particularly important in this age of rising fuel costs.

## Fuel Cost per Mile (cents)

Cost	Miles Per Gallon														
	5.8	5.9	6	6.1	6.2	6.3	6.4	6.5	6.6	6.7	6.8	6.9	7	7.1	7.2
2.50	0.43	0.42	0.42	0.41	0.40	0.40	0.39	0.38	0.38	0.37	0.37	0.36	0.36	0.35	0.35
2.55	0.44	0.43	0.43	0.42	0.41	0.40	0.40	0.39	0.39	0.38	0.38	0.37	0.36	0.36	0.35
2.60	0.45	0.44	0.43	0.43	0.42	0.41	0.41	0.40	0.39	0.39	0.38	0.38	0.37	0.37	0.36
2.65	0.46	0.45	0.44	0.43	0.43	0.42	0.41	0.41	0.40	0.40	0.39	0.38	0.38	0.37	0.37
2.70	0.47	0.46	0.45	0.44	0.44	0.43	0.42	0.42	0.41	0.40	0.40	0.39	0.39	0.38	0.38
2.75	0.47	0.47	0.46	0.45	0.44	0.44	0.43	0.42	0.42	0.41	0.40	0.40	0.39	0.39	0.38
2.80	0.48	0.47	0.47	0.46	0.45	0.44	0.44	0.43	0.42	0.42	0.41	0.41	0.40	0.39	0.39
2.85	0.49	0.48	0.48	0.47	0.46	0.45	0.45	0.44	0.43	0.43	0.42	0.41	0.41	0.40	0.40
2.90	0.50	0.49	0.48	0.48	0.47	0.46	0.45	0.45	0.44	0.43	0.43	0.42	0.41	0.41	0.40
2.95	0.51	0.50	0.49	0.48	0.48	0.47	0.46	0.45	0.45	0.44	0.43	0.43	0.42	0.42	0.41
3.00	0.52	0.51	0.50	0.49	0.48	0.48	0.47	0.46	0.45	0.45	0.44	0.43	0.43	0.42	0.42
3.05	0.53	0.52	0.51	0.50	0.49	0.48	0.48	0.47	0.46	0.46	0.45	0.44	0.44	0.43	0.42
3.10	0.53	0.53	0.52	0.51	0.50	0.49	0.48	0.48	0.47	0.46	0.46	0.45	0.44	0.44	0.43
3.15	0.54	0.53	0.52	0.52	0.51	0.50	0.49	0.48	0.48	0.47	0.46	0.46	0.45	0.44	0.44
3.20	0.55	0.54	0.53	0.52	0.52	0.51	0.50	0.49	0.48	0.48	0.47	0.46	0.46	0.45	0.44
3.25	0.56	0.55	0.54	0.53	0.52	0.52	0.51	0.50	0.49	0.49	0.48	0.47	0.46	0.46	0.45
3.30	0.57	0.56	0.55	0.54	0.53	0.52	0.52	0.51	0.50	0.49	0.49	0.48	0.47	0.46	0.46
3.35	0.58	0.57	0.56	0.55	0.54	0.53	0.52	0.52	0.51	0.50	0.49	0.49	0.48	0.47	0.47
3.40	0.59	0.58	0.57	0.56	0.55	0.54	0.53	0.52	0.52	0.51	0.50	0.49	0.49	0.48	0.47
3.45	0.59	0.58	0.57	0.57	0.56	0.55	0.54	0.53	0.52	0.51	0.51	0.50	0.49	0.49	0.48
3.50	0.60	0.59	0.58	0.57	0.56	0.56	0.55	0.54	0.53	0.52	0.51	0.51	0.50	0.49	0.49

# Prestigious safety award presented to D&T's Jim Walker

Jim Walker, Director of Safety and Compliance for D&T Trucking Company, has been honored with the 2006 Herb Ney Memorial Award from the Safety Council of the Minnesota Trucking Association (MTA).

The prestigious award is presented to an individual "who has made outstanding contributions toward the continued success of the MTA Safety Council and its mission to promote accident prevention and motor vehicle safety on Minnesota's highways." The award namesake, Herb Ney, died in 1994 while he was President of the MTA Safety Council. Dedicated to highway safety, he was



*Congratulating Jim Walker, the 2006 Herb Ney Memorial Award recipient, was Sandra Brakstad, President of the MTA Safety Council.*



instrumental in the development of the Council into one of the strongest highway safety organizations in the state.

Jim has followed in those footsteps. Long active in and a continuous promoter of highway and commercial motor vehicle safety, he has served on the Safety Council Board of Directors, has guided the development of numerous safety-related programs, and has been the Safety Director of the Year as chosen by the Safety Council.

His background of more than 30 years in trucking has included time as an owner-operator, company driver and maintenance shop foreman before the move into the field of safety, a capacity in which he has served several motor carriers. He has been in his current position with D&T since February, 2000.

At the time he joined our company, D&T President Bob Dolle expressed pleasure at adding a person "of such comprehensive know-how and experience to our staff. Jim's proven background and record of accomplishment will provide valued service to us, our contractors and our customers."

And so it has.

D&T is most happy about the well-deserved recognition accorded its Director of Safety and Compliance and, as for Jim, his reaction is simple:

"It's an honor to have received such an award, and I appreciate it very much."

## Did you know that. . .

. . .the U.S. Interstate highway system has had its 50th anniversary? In commemoration of the milestone, officially reached on June 29, a convoy traveled across country on I-80 from San Francisco to Washington, D.C. Included in the convoy were highway engineers, road historians, and a descendant of President Dwight Eisenhower. As a young army officer in 1919, the President was frustrated by the ineffectiveness of roads at that time, and years later the Interstate concept was at least partially his brainchild; he encouraged it as an efficient way to move military equipment.

Today the Interstate system, while comprising only about one percent of total U.S. road miles, carries 25 percent of all traffic and 40 percent of all truck traffic, it was reported by McClatchey News Service. And, mile for mile, Interstates are twice as safe as all other U.S. roads.

By the way, if Interstates appear more congested nowadays, it's because they are. According to McClatchey, traffic volume has increased nearly 30 percent in the last 10 years.

## We couldn't have said it better!

There has been quite an exchange of viewpoints recently in the letters column of the "Home & Away" AAA magazine. It all started when one person wrote that "It seems so wasteful for the railroad tracks. . .to be so neglected while highways are clogged with these behemoths (meaning trucks)."

Among the rebuttals was this one from "a proud wife of a truck driver, " as she identified herself.

"When was the last time she (the original letter writer) saw railroad tracks go to her favorite restaurant, local mall or grocery store? Instead of putting down truck drivers. . .she should be thanking them because without them she wouldn't have the conveniences she enjoys and uses every day.

And another, also from the wife of a truck driver:

"On the whole, they (truckers) are safety conscious. My suggestion is to stop 'swarming around' them. The vehicles are large and do not stop on a dime. A trucker will watch for you, but you also have to use common sense."

Amen.

# Facts and figures about the importance of the trucking industry and its drivers

- Trucks are the sole source of delivery of food, clothing and countless other products to more than 75 percent of all communities in the United States.
- Trucks annually haul about 9 billion tons of freight and generate approximately 87.5 percent of the nation's freight bill.
- As an illustration of driver commitment, the large truck fatal crash rate has decreased more than 30 percent in the past 10 years, while miles traveled in the past two decades have increased by almost 85 percent.
- The professional truck driver is subject to much more stringent licensing sanctions for traffic violations that is an automobile driver, must have the knowledge and capability to ensure that his/her truck is in safe operating condition, and must be physically and mentally fit.

## Who can drive a truck?

**AGE:** While many states allow those 18 and older to drive trucks intrastate, federal regulations require drivers operating across state lines to be at least 21 years of age.

**LICENSE:** Every truck driver (of a vehicle over 26,000 pounds) must have a valid Commercial Driver's License (CDL) issued by the state in which they reside.

**EDUCATION:** All drivers must be able to read and speak English well enough to understand traffic signs, prepare required reports, and speak with law enforcement authorities.

**CRIMINAL/DRIVING RECORD:** A driver must not have been convicted of a felony involving the use of a commercial motor vehicle; using a truck in the commission of a crime involving drugs; driving under the influence of drugs or alcohol; or leaving the scene of an accident involving a commercial motor vehicle.

**PHYSICAL CONDITION:** A driver must have a complete physical examination at least every two years. A driver must not have suffered any loss of hand, arm, foot or leg movement nor have any physical defect or disease likely to interfere with safe driving. A driver must not have a medical history or clinical diagnosis of diabetes that requires insulin for control. Drivers must also meet blood pressure standards

**VISION:** A driver must have a minimum of 20/40 vision in each eye, with or without corrective lenses, and have a 70 degree field of vision in each eye. Drivers may not be color blind.

**HEARING:** A driver must be capable of perceiving a forced whisper in the better ear at not less than five feet, with or without the use of a hearing aid.

**SUBSTANCE FREE:** Strict regulations forbid the use of alcohol or drugs prior to or while operating commercial vehicles. Drivers are subject to drug and alcohol testing by their employers and by law enforcement officials. All drivers must pass a pre-employment drug test and are subject to random, reasonable suspicion, post-accident, return-to-duty and follow up alcohol and drug testing. A driver must have no current clinical diagnosis of alcoholism, and must not use any drugs which could affect his or her ability to safely operate a commercial motor vehicle.

**"I commend the men and women working in our trucking industry for your dedication to safely and reliably transporting the goods that help America live, grow and prosper."**

*George Bush  
President of the United States*

## *Best wishes on your upcoming birthday*

Gary Anderson	August 9
Donald Burton	August 13
Francis Collins	August 10
Allan Cordes	August 1
Wojciech Gawiec	August 17
Mark Guenther	August 14
Calvin Johnson	August 28
Theodore Larson	August 19
Michael Lyons	August 31
Duane Rubner	August 11
Marvin Soelle	August 24
Gary Stewart	August 26
David Taft	August 4



## No. 1 in a series of 3

# The art of using communication ‘devices’ effectively

As large as a tractor-trailer is, there still can be times when other highway users are not aware of its presence. Among the keys to safety for the truck driver (and others), therefore, is communication—using “devices” (horn, lights, mirrors) to inform others, to see, to be seen.

Effective usage is an “art” that comes with common sense, good judgment and experience, among other factors. The Crossroads in three separate articles will elaborate on communicating with the aforementioned devices, starting in this issue with the horn—of which can be said, “a little use of it goes a long way.”

The air horn of course is extremely loud and could potentially distract or startle others. Moreover, noise has been shown to contribute to driver stress., So the horn should be used sparingly and only to communicate your presence and/or to warn of immediate danger. It is not, after all, a toy.

Here are some appropriate times for its usage:

- When necessary to avoid accidents.
- When necessary to get “eye contact” with other drivers (for instance, tap the horn to alert another driver who otherwise

might turn in front of you).

- On narrow winding or mountain roads where you can not see at least 200 feet ahead.

- Before beginning to back up.

And here are some “don’ts”—situations such as these, when the horn is inappropriate to use:

- Trying to make someone in front of you go faster. That driver could be lost, feeling ill, or having mechanical problems.

- When slowing or stopping. It’s safer to apply the brakes rather than honk the horn.

- Showing other drivers (in effect, “yelling” at them with the horn) that they made a mistake.

- When angry or upset; expressing anger via the horn is aggravating—to everyone.

- When stationary on the road.

In summary, using the horn as little as possible—and only when necessary for the purposes of safety—characterizes the professional driver’s understanding of the need for common courtesy, respect for others, and effective communication when behind the wheel.

## On the Lighter Side . . .

### REQUEST DENIED

Joe had been a patient of Dr. Brown for more than 20 years until he took a job out of town. Five years later, he moved back, decided it was time for a physical, and called the doctor’s office for an appointment.

“Oh my,” said the receptionist. “It’s been so long since your last visit that our information on you has to be updated. We would have to reprocess you as a new patient.”

“Okay,” said Joe. “Send me the questionnaire to fill out.”

“I’m sorry, sir,” came the reply. “Dr. Brown is not accepting any new patients.”

\* \* \*

### HORSING AROUND

Five-year-old Emily was acting up one weekend morning, so her dad was prevailed upon to take her out and occupy her for a few hours that afternoon. Upon their return, Emily’s mom asked where they had been and if they had a good time.

“We had a wonderful time,” the child answered. “Daddy took me to a horse zoo.”

“A horse zoo?” echoed the mother, somewhat mystified.

“Yes, and it was so much fun. The horses wore bright colors and had numbers and ran around in a big circle.”

“I see,” said Mom, glaring at her husband. “And did your father’s horses win, place or show!”

\* \* \*

### THIS IS REALLY TACKY

Did you hear about the driver who swerved to avoid a carton in the middle of the street and barely avoided a collision with a car approaching from the opposite direction? He then was pulled over by a police officer and waited while the officer recovered the carton, which contained large upholstery tacks.

“I’m going to have to write you a ticket,” the officer said.

“What for?” responded the amazed driver.

“Tacks evasion.”

\* \* \*

### THE RIGHT MATCH

Personal want ad: Bachelor farmer with 35 acres of good land would like to meet a lady with a tractor.

\* \* \*

### DOESN’T ADD UP

Math was always a difficult subject for Billy, and he had to attend summer school to make up some credits in order to get into college.

Later that summer, he ran into a friend who asked him how he did in the makeup course.

“Oh, it was tough, man,” said Billy. “I had to go to class every morning from 8:30 to 11:30, and those were the longest four hours of my life!”

# *From the 2006 Working Class Pride and Polish calendar* **Equipment (and driver) of the month for August**

From 1994-98, Mike Mihes was a paratrooper with the 82nd Airborne Division. Now, instead of jumping out of airplanes he builds model ones – “it’s a nice way to relax” – at his home in Romeoville, Illinois, where he lives with his wife, Joanna, and their daughter, Liliana, 6 years old on July 29.

Mike, who came to the United States from Romania in 1989, also enjoys watching American football and European football (soccer) on TV, reading (suspense fiction especially) and driving for pleasure (his car, that is) as well as for work.

Thirty-one years old in January, Mike began his military service right out of high school. After the service, he became a company driver. That lasted only eight months, because he decided he preferred the freedom of being an owner-operator. He’s been leased on with D&T Trucking Company since March, 2002; it was a good choice for reasons such as “the flexibility I have with D&T.”

He was pleasantly surprised to be selected for the 2006 Working Class Pride and Polish calendar “because of the so many other good-looking trucks in the fleet,” and he appreciates the idea behind the calendar.

“It’s a good way of telling customers about D&T and letting them know how well we drivers take care of our equipment,” said Mike.



*Michael Mihes - 1998 Volvo*

## **Follow the nine steps to a good turn**

One good turn deserves another when operating a tractor-trailer and, in this case, we’re not talking about being a good samaritan. Rather, the subject is proper turning procedures, which are not easy.

Turning a truck requires skill and discipline. The driver must have the skill to maneuver and the discipline to do it right, every time, or face the financial consequences of hitting a curb, bending a rim and flattening a tire. Or hitting a stoplight as well as the median curb with his/her trailer. Or worse.

Here are nine step-by-step procedures for a successful turn.

1. Continually check signs and traffic when preparing for a turn. (don’t try to “beat” oncoming traffic).
2. Get into the proper lane; this can involve the need for a lane change.
3. Reduce speed and shift gears accordingly. The truck should turn slow enough so that there is no “leaning”; a safe stop is possible at any time; and the trailer path can be corrected if necessary.
4. Determine the path necessary to make the turn; this will include determining if the path will require the use of other traffic lanes.
5. Check traffic on the cross street before entering the intersection.
6. Pull the truck straight into the intersection, and begin the turn only when half the vehicle is into the intersection.
7. Keep the trailer “tight” enough so that traffic cannot pass on the turn side.
8. “Track” the trailer in the mirrors and steer accordingly through the turn.
9. Complete the turn to the lane that matches the one that the truck was in at the start of the turn (right to right, left to left, etc.).

That’s it. The turn has been successfully completed. But there will be a next time, and the professional driver knows that always being careful and following the above procedures can prevent an accident.

# Highway to Health

Pick up practically any trucking publication—or many consumer magazines for that matter—and chances are that there will be a column or article on the importance of health, wellness and fitness and how to achieve them through means such as a good diet, exercise, control of diseases and, in general, an intelligent lifestyle. On television as well, there often are news segments dealing with the subject.

Clearly this indicates that (1) our society increasingly has problems health-wise, and (2) readers/viewers are interested in solutions. Corporate America has certainly taken note; many companies, including D&T Trucking Company, now have formal or informal classes and avenues for distributing a wealth of information to participants.

In trucking especially, there is need for information about health, wellness and fitness. Among industry responses: A program called "Gettin' in Gear" (available at D&T and other motor carriers), which was developed specifically for commercial drivers by the American Transportation Research Institute in partnership with the Federal Motor Carrier Safety Administration.

This program is an outgrowth of concerns in the industry about the health of drivers, particularly those on long hauls. Spending lengthy periods on the road, often for a number of years or even decades, "tends to lead to a predominantly sedentary (seated) lifestyle which is not healthy," according to experts. They add moreover that the lifestyle potentially carries with it other risks, such as poor eating habits and stress.

There is a critical safety aspect to this entire issue: "CMV driver health is important for overall safety on the nation's highways," said the creators of Gettin' in Gear. "Drivers who are generally more health conscious in their beliefs and behaviors, and who are more physically fit, are more likely to maintain continuously high levels of alertness and attention, more likely to have the stamina required for long hauls, more likely to practice driver fatigue countermeasures and to act on the telltale warning signs of fatigue and waning alertness."

Obviously drivers are concerned about safety on the road and also about their own individual health, wellness and fitness. In studies and questionnaires, they have reported that they want to live longer and enjoy retirement; lose weight and improve their appearance; avoid problems of heart disease, high cholesterol and high blood pressure; improve in matters of diet and nutrition; get more exercise; sleep better; lower their stress.

Admittedly there are challenges and obstacles sometimes in reaching such important goals, particularly for those in the trucking industry. For example, "How can I exercise when I'm on the road so much?" a driver might ask. But, it CAN be done, and Gettin' in Gear and other sources outline ways to do it.

Of course no matter how valid the suggestions, personal health remains a personal responsibility. Taking personal responsibility for one's own wellness, health and fitness is essential for CMV drivers—or anyone else. If a person does not take charge, make a commitment, carry that commitment out, no one else can or will do it for him/her.

And interestingly enough, drivers are very much aware of this. In the same studies which have shown what their health goals are, they have exhibited "a strong belief in their own responsibility for and control of their own health."

## Practice the '4Rs' of Gettin' in Gear

**R**efueling—Learning better eating practices so that bodies and minds perform at their best, providing extra energy and better alertness, especially while driving.

**R**ejuvenating—Improving physical condition through regular exercise and maintaining physical rigor and movement activities to preserve health and to remain physically fit.

**R**elating—Understanding the importance of enhancing relationships with others (and how to do it), both personal and professional, and understanding, too, how those relationships impact personal stress levels, job performance and health.

**R**elaxing—Becoming calmer in a fast-paced world—both at home and at work—by learning to recognize, control and manage responses to the many stresses of life.

The D&T Trucking Company



A publication for and about  
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# A message from Bob Dolle, owner of D&T Trucking Company

From Monday, August 21, through Friday, the 25th, National Truck Driver Appreciation Week will be observed at D&T Trucking Company. This is a nationwide trucking industry event designed to make a strong positive statement about the contributions of drivers to a better way of life for all Americans.

That an image-building educational campaign is even necessary can be frustrating at times. But many consumers seem to lose sight of the fact that practically all goods they need and buy have been delivered by truck. Nor do they seem to be aware of statistics demonstrating that the professional truck driver is much less likely than the typical motorist to cause or be involved in an accident.

Instead their focus is on isolated incidents, with the resulting impression representing the old "one bad apple" example. As pointed out by Gary Stewart, an independent contractor with D&T, "everybody notices when they see something bad about drivers. They see few negatives and not all the positives."

But the fact is of course that there are relatively few "bad apples" in the trucking industry. The vast majority of the approximately two million truckers on the road daily are totally professional. They are respectful of and courteous toward other drivers, obey the law, practice defensive driving, avoid road rage situations.

They and the trucking industry are committed to and have an outstanding record for safety. Operating safely is the most efficient, cost-effective way for a motor carrier to run its business profitably, and that's also the way that drivers are able to earn a good living while serving the public.

And so the industry has a National Truck Driver Appreciation Week in order to express publicly our gratitude for the fine job done by our drivers. The event is well-deserved, but I should add, however, that D&T has never needed an "official" week to understand and recognize the importance of our independent contractors. Our philosophy has always been that they are our business partners, and perhaps this quote from Ray Roiger, D&T Dispatch Supervisor, says it best:

"Many customers have complimented D&T specifically because of the exceptional performance of our drivers.. We can't emphasize too much the great job done by them. They are the ones who make it possible for D&T to give customers the high quality of service they have come to expect from us."

D&T therefore takes considerable pleasure in adding our participation to an event as appropriate as National Truck Driver Appreciation Week, and we look forward to seeing you at our celebration August 21-25.

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**D&T**  
TRUCKING COMPANY