



# CROSSROADS

*A Publication For And About Valued D&T Team Builders*

**JUNE 2005**

## **‘Gettin’ in Gear’ health sessions planned at D&T**

Educational sessions on personal improvement through healthy lifestyle changes are now available for independent contractors at D&T Trucking Company. This is in keeping with a trucking industry-wide initiative, as demonstrated by development of “Gettin’ in Gear: A Wellness, Health and Fitness Program.”

Based on the “four Rs” health principles (Refueling, Rejuvenating, Relating, Relaxing), this program is designed to provide a positive environment for change. Sessions being offered at D&T and other trucking companies feature interesting new materials and approaches to wellness, health and fitness and also give drivers a forum for helping and supporting each other in their individual efforts.

The key to individual success of course still lies in personal commitment. As pointed out by authorities who created Gettin’ in Gear, “no matter how good a program is, health and fitness remain a personal responsibility.” But surveys have clearly shown that truck drivers are willing to accept responsibility and understand the need for lifestyle changes, which underscores the importance of sessions such as those planned at D&T.

There will be in-depth presentations and discussions that encourage and motivate participants to pursue each of the four Rs health principles. Take “Refueling” for example.

- What a person eats and drinks are the most important influences on his/her health.
- 8 to 10 leading causes of death are related to what people eat.
- Poor eating habits are one of the greatest habits in need of change.
- Eating habits are among the toughest habits to change (BUT. . .they can be changed!).

With the above in mind, the Refueling principle of Gettin’ in Gear elaborates on how and why it matters to eat healthy; the right mix of fuels that “power” CMV drivers; and the advantages of the proper refueling, including:

- (1) Healthy foods produce greater energy, help maintain higher levels of mental alertness and therefore lessen fatigue throughout the day.
- (2) A good healthy diet, along with other measures, will contribute to obtaining more restful, solid sleep.
- (3) With a healthy diet, there is less chance of developing high blood pressure, diabetes, heart disease, cancer, arthritis, stroke, obesity and other diseases.

In addition, Refueling contains information and tips on eating properly at home as well as on the road; a premise of Gettin’ in Gear is that it is important to involve the spouse/family in wellness programming.

But still, the first step is personal commitment, and the second is to “get in gear” by participating in the sessions at D&T. So please ask Jim Walker about them.

### **Nutrition Quiz**

Answer the following questions True or False.  
(Answers on page 4).

	<b>True</b>	<b>False</b>
1. The more TV you watch, the more likely you are to be overweight.	<input type="checkbox"/>	<input type="checkbox"/>
2. Low-fat foods are always better.	<input type="checkbox"/>	<input type="checkbox"/>
3. Fiber isn’t important.	<input type="checkbox"/>	<input type="checkbox"/>
4. It’s best to eat foods of all colors.	<input type="checkbox"/>	<input type="checkbox"/>
5. The outside aisles of the grocery store are the best places to shop.	<input type="checkbox"/>	<input type="checkbox"/>

*Decision*

# DRIVING

A positive approach to safe driving that enables you to translate the information you see, hear, and feel while driving into informed, decisive actions.

## Expanding look-ahead capacity provides time and space



*(Editor's note: This is the third in a series of articles on the "Decision Driving" program developed by Liberty Mutual to encourage and promote safe driving tactics and techniques).*

One of the most important elements of Decision Driving is look-ahead capacity. Expanding this capacity. . .being aware of what's happening in the distance. . .provides the time and space to make good decisions.

The professional driver who observes other drivers will recognize those not looking ahead. They are the ones slamming on their brakes or swerving to avoid things they should have seen coming. And of course sometimes they have reacted too late.

Looking ahead does not mean ignoring what is right in front of you. Rather, it's a process of keeping the eyes moving from the area immediately around you, to the road ahead, and then back again, with the process being continually repeated.

For example, upon seeing a green traffic light more than a block ahead, the D&T independent contractor begins to slow down, knowing that the light will probably change to red by the time he/she reaches it.

Are cars some distance away merging from the right? Everyone's safety is enhanced by your signaling and moving to the left lane. And at night, visual scanning of the entire length of the headlight beam prepares the professional driver (and any other driver who does the same) for objects, animals, curves or whatever else appears in the road.

In summary, the professional by expanding look-ahead capacity is better able to:

- Keep his/her vehicle centered in its lane.
- See road signs in the distance.
- Watch at least two blocks ahead in the city, remaining aware of traffic lights, pedestrians, moving vehicles and hazardous conditions.
- Recognize potential traffic problems and note where he/she will be in the next eight to 10 seconds.
- Select the proper lane and speed for conditions ahead and watch for vehicles merging into your lane from entrance ramps.
- Look as far ahead as possible on highways to see and plan for hazardous conditions such as fog, ice patches, flooded areas and/or debris in the road.
- Drive at a speed that allows stopping within the distance covered by the headlights.

*Being a Decision Driver enables you to enjoy a smoother. . .more relaxed. . .and safer ride*

**There's Still Time to Enter!**

**Refer a Contractor And Your Name May Be Drawn**

**As The Winner Of \$1,500**

**In D&T's**

**SPECIAL REFERRAL PROMOTION**

Prize Drawing Date: July 1

## Reaching anniversaries of service with D&T in July

### CONTRACTORS

- 26 Years - Dean Wallace  
John Hostetler
- 20 Years - Carlyle Berhow
- 10 Years - Marvin Soelle
- 9 Years - Arthur Scott
- 7 Years - Brian Hoppenrath
- 4 Years - Waldemar Satola
- 3 Years - Raymond Shankle
- 2 Years - Wojciech Martynko  
David Antiel  
Paul Green, Jr.
- 1 Year - Curtis Alford  
Mark Guenther

### STAFF

- 4 Years - Jimi Parranto

# Contractors: Get ready for pride of equipment 'show time'

Here's a quote to remember from a D&T customer:

"You can tell a lot about the character and professionalism of a potential carrier by the visual impression of the equipment that they operate. This is very true of D&T, whose record of outstanding service and commitment matches the shine on trucks bearing their name. It also reflects well on our company when our products arrive at a customer's facility in the clean and well-maintained trucks operated by the professional drivers in the D&T fleet."

As much as anything, that speaks to the importance of pride of equipment in the ability of the motor carrier to attract and retain accounts. It also is an appropriate lead-in to this fact: The time has arrived for contractors to think about (and act upon) the annual competition for a "showing" in the next year's D&T Working Class Pride and Polish calendar.

So here's what to do next.

1. Get your truck ready for picture-taking.
2. Select a location/background of your choice.
3. Submit a full-rig color photo, an 8x10 or 5x7 shot (35 mm camera suggested), to Bill Lundquist at D&T, along with your entry form.

The photos will be organized into an attractive graphic display for National Truck Driver Appreciation Week August 8-12 at D&T Trucking Company. Customers will participate in the selection of the 12 contractors and their equipment that will be shown in the 2006 calendar.

Contractors honored for 2005 and in previous years' calendars have been justifiably proud, although their common response at being chosen has always been one of surprise, because "there are so many other good-looking trucks in the D&T fleet."

Still, there's only room for 12 (one each month, of course) and yet, remember, YOU could be one of them!

## In this year's Working Class Pride and Polish Calendar Equipment (and driver) of the month for July

John Hostetler's preference is to remain "anonymous" rather than to be publicized. But that's not quite realistic, given the recognition and accolades that have come his way over a lengthy 28-year driving career.

For example, John is a past Minnesota Trucking Association "Driver of the Month." In his more than 20 years as an independent contractor with D&T Trucking Company, he has consistently earned Safe Driving Achiever and On-Time Achiever awards. And the D&T staff speaks in glowing terms about him: "he's a friendly, personable, dedicated driver who always takes care of our customers—a professional all the time," goes one compliment.

And now, here's another tribute, with John and his 1995 Freightliner FLD 120, pulling his own 53-foot Great Dane trailer, being featured in this year's Working Class Pride and Polish calendar.

For his success, the Lewistown, Pennsylvania resident credits his father, Solomon, who also was an owner operator, and who died about four years ago. "Dad was a good teacher," John said. "He instilled in me that if you maintain your truck, it will maintain you."



## Name Dropping

Thanks goes to Wojciech Cichaczewski, Jordan Scheidt and Terry Melvin for passing roadside inspections with no violations. This is so important to the carrier profile and calculation of a carrier's ISS value. Keep up the good work.

The number has increased for D&T contractor Ray Shankle, who has changed equipment. Ray is now No. 1656; previously he was 1510.

And welcome. . .actually that should be welcome back. . .to Tom Smith of Waterman, Ill., who has rejoined the D&T contractor team. We're glad to have you back with us again.

# Follow these procedures after an accident

From a safety standpoint—and in all other ways, for that matter—D&T Trucking Company constantly stresses the absolute need for the utmost professionalism behind the wheel. But in the real world of millions upon millions of trucking miles, accidents/incidents are going to occur.

When they do, there are certain procedures that must be followed by the professional driver; this includes—as D&T contractors know—dealing with initial responsibilities, calling for help, gathering information, etc. Here is a checklist of guidelines and requirements for such situations.

1. The first step, of course, is to stop immediately when involved in an accident or when arriving first at the scene of an accident. Failure to do so is against the law.
2. In order to prevent additional accidents, turn on your vehicle's four-way flashers to warn other traffic and set out emergency warning devices as specified in Federal Motor Carrier Safety Regulations.
3. If anyone has been injured, call for medical assistance, or ask another to do so, and give first aid within the limits of your qualifications and capabilities.
4. Contact the authorities (state police or other appropriate law enforcement agency) through the CB or cell phone. Give as many details as possible, including the location of the accident, number of people involved and number of vehicles involved.
5. Write down pertinent information while it is fresh in your mind: location; time of day and date of the accident; injuries; damage; names, addresses and drivers' license numbers; type, make, model and license numbers of vehicles involved; weather conditions. Visually document the scene with your disposable camera, and make a simple diagram of vehicle direction and lane traveled and where vehicle occupants were seated.
6. Report to D&T, following all requirements of company policy.
7. Finally, never try to settle anything yourself at the scene. That's the responsibility of law enforcement personnel, insurance representatives and company officials. Be helpful and courteous in gathering and providing information, respond honestly to law enforcement, but do not volunteer unnecessary information to them and never speculate about what caused the accident or who was at fault.

## A statistical warning: Did you know that . . .

Summer brings increased road construction. You know that. . . but. . . did you also know that. . .

- . . . From 1997 to 2003, there was a nearly 50 percent increase in the number of highway work zone fatalities.
- . . . One work zone fatality now occurs nationally every 8.5 hours.
- . . . One work zone injury takes place every 13 minutes.
- . . . Four out of every five fatalities in highway construction zones are motorists.

Those statistics are warning enough about the caution demanded when encountering road construction and therefore are expressed in these tips from the Federal Highway Administration.

- Expect the unexpected.
- Slow down, don't tailgate, keep a safe distance between you and the car ahead.
- Pay attention to construction signs, and obey road crew flaggers.
- Schedule enough time to safely reach your destination—check radio, TV and websites in advance for traffic and road information
- Stay alert, be patient, stay calm.
- Turn on headlights so that construction zone workers and other drivers can see your vehicle.

## 'Go Fourth' Safely!

In case you haven't already checked the calendar, July 4 falls on a Monday this year, thus making for a long holiday weekend. Have an enjoyable holiday on the Fourth and a safe one, meaning: Be careful on the road and around those fireworks. And may God bless America on our birthday!



## Answers to Nutrition Quiz *(from page 1)*

- 1. TRUE.** Studies have shown this to be true for children. It may also be true for adults. The problem may be lack of exercise. It may also be all the unhealthy snacking people tend to do when watching TV. Avoid eating in front of the TV, or reach for fresh fruits or vegetables. Better yet, turn off the TV and go for a walk instead.
- 2. FALSE.** Just because a food is "low-fat" or "fat-free" does not mean it's always a better nutritional choice. For instance, fat-free cookies have the same amount of sugar and calories, or often even more, than regular cookies. Read labels.
- 3. FALSE.** High-fiber foods help keep your digestive system healthy. Try to get 25 to 35 grams of fiber a day. Also, remember to drink plenty of water to prevent constipation.
- 4. TRUE.** Use this rule to help you get a variety of foods. The more colors and textures in your daily meals, the better the range of nutrients you'll eat.
- 5. TRUE.** This is where the fresh foods tend to be. These include fruits, vegetables, grains, and dairy. Processed foods are more likely to be on the inside aisles. When shopping these aisles, read labels extra carefully.

# The Customer Comments ...

*(Editor's note: A recurring feature in the Crossroads is the customer interview, in which accounts served by D&T briefly discuss their transportation requirements and how well we are meeting them. For this issue, we talked to Doug Anderson, Traffic Manager, Kohler Mix Specialties, a Division of Morningstar Foods, White Bear Lake, Minn.)*

"Morningstar acquired Kohler—we're a dairy plant—in 2003. This past March we changed from using a logistics company to taking over our freight ourselves. That was when I became Traffic Manager; before that I was warehouse supervisor.

"After taking over our own loads, we reviewed the motor carriers that had been delivering for us, asking for bids and about lanes. D&T Trucking Company is among the carriers Kohler Mix Specialties has continued to use. You are a very reliable company. You show up on time, deliver on time, and have well-equipped trailers.

"The (condition of) trailers is one of the first things I'm looking for. Our products, used by millions of people, are temperature sensitive, and obviously we don't want them spoiled by delivery in an improper reefer. That hasn't happened with D&T.

"The lanes you run for us include Wisconsin, Alabama, New York, etc. Pickups are usually scheduled a week ahead, although occasionally the lead time might be one day or even just a couple of hours. Deliveries are made within 48 hours to sister plants and to



*Doug Anderson, Kohler Traffic Manager, is pictured (center) with (from left to right) Pam Canfield, Inventory Analyst/Shipping Clerk; Stacey Renn, Inventory Analyst/Shipping Clerk; Tim Noll, Distribution Supervisor; and Mike Roach, Distribution Manager.*

customers. Communication enroute is very important to Kohler. We need to know where the trailer is, when it will arrive, and sometimes we might have to divert the load to another destination. D&T is very reliable about keeping us informed.

"Our distribution people work with your (and other) drivers, checking them in and out. My role is to make sure loads arrive on time, and I personally see drivers all the time. We respect them just as they have to respect us and our customers. I've seen the professionalism of D&T drivers; that's important to Kohler. By hauling our products, drivers are representing us to our customers.

"All in all, we have a very good relationship with D&T. You are a very good carrier for us."



*Kohler Mix Specialties, a dairy producer, relies on D&T as one of its motor carriers.*

## State of the news

**INDIANA** — The Indiana State Patrol intends to start enforcing a state law that prohibits truck drivers from parking their equipment on interstate shoulders and entrance and exit ramps. Parking in areas not designated for trucks has created major concerns, such as safety issues, littering and deterioration of roadside shoulders and ramps due to the excess weight of trucks.

\* \* \*

**IOWA** — The Iowa Department of Transportation has been issuing citations for tinted windows and radar detectors, which are prohibited by Federal Regulations. The specific regulations are 392.71 for radar detector devices and 393.60 for tinting of windows.

**What D&T Contractor  
Can't Use An Extra  
\$1,500!**

You Could Be The Winner In The

**SPECIAL REFERRAL  
PROMOTION**

Just Refer A Contractor To Enter  
Prize Drawing Date: July 1

**'Happy Birthday'  
is coming for:**

Andrzej Dajwowski	July 19
Robert Dolle, Jr.	July 24
Philip Frerich	July 18
Rodney Johnson	July 31
John Mischler	July 20
Raymond Roiger	July 11
Thomas Smith	July 26
Jimmy Stout	July 23
Charles Swanson	July 8
Pawel Winiarz	July 5



# Quoting the Contractor . . .

*(Editor's note: D&T Trucking Company independent contractor Mark Guenther, a relatively recent addition to the driving team, recently picked up an easy \$500—in two initial bonuses of \$250—for referring two new contractors to D&T. Here are some quotes about that and other subjects).*

"I have brought two friends, Brandon (Bergman) and Dave (Croes) to D&T. Sometimes I have run together with one or the other. Awhile back, before they came here, they asked me about D&T, asked about the pay, the loads, the lanes, and how long they would be away from home. And I told them. There's opportunities here, and I said 'it's up to you to pick your loads.'

"I've been an owner-operator for about eight years. I was raised on a farm, but I always wanted to drive trucks. Although I don't do any farming for myself now, I still have a farm. 120 acres in Garfield, Minn. about 10 miles west of Alexandria. My wife, Lynne, and I also have a home in Brooklyn Park; staying in town is more convenient for me of course as far as waiting to go back out with another load, and Lynne works for Target in Minneapolis. We have a daughter, Shannon, 9, I have two married kids and two grandchildren, and Lynne has three grown children, all on their own.

"Last year I was looking for a motor carrier that would get me some longer hauls; I missed being on the road more. Roger Lee referred me here, and I checked it out, liked what I saw, and leased on July 22, 2004. Now I'm going to the East Coast about half the time and the other half making shorter runs such as to Ohio—Columbus, Cincinnati.

"My tractor is a 1998 Century Class Freightliner. I don't own a trailer. I'd rather let D&T worry about the trailers. I like to drop and hook.

"None of us (drivers) wants to sit. There are enough loads with D&T, and I also like the fast payment and the flexibility here, the ability to pick and choose your loads. And as far as the money is concerned, I have no complaints. I'm happy here."

## On the Lighter Side . . .

### HEAVY LABOR

A very pregnant Amy was having labor pains and told her husband, Wally, to call the doctor. He did so and was advised to get Amy to the hospital immediately. Although Wally had severely hurt his back the day before, he could still—with some difficulty—drive. But since he could barely walk, he stopped at the emergency room entrance, emerged gingerly from the car, and Amy slid behind the wheel.

At the admitting desk, the clerk prepared to gather information about Wally's emergency. "Oh, I'm not here for me," he replied. "It's my wife. She's about to have a baby."

"Well, where is she?" asked the clerk, looking around urgently.

"She's parking the car and carrying in her overnight suitcase."

\* \* \*

### COMMUNICATION PROBLEM

The clutter in the garage was becoming unbearable for Joe, so he decided that it would be a good Saturday afternoon cleanup project for his teenage son. "There's hardly enough room for me to move around in there," he said. "Will you please take care of it?"

"Sure, dad," the son agreed.

Several hours later, however, Joe discovered that nary a box, bag or item had been moved, cleared or stacked. Finding his son playing a game on his computer, he demanded, "Didn't I tell you I needed more room in the garage?"

"I took care of it," protested the young man.

"And how did you do that?" wondered the exasperated father.

"I put your car in the driveway," his son explained.

\* \* \*

### LEGALLY SPEAKING

Do you know why some lawyers don't have to worry about being eaten if they fall into shark-infested waters? They get professional courtesy.

\* \* \*

### GOOD ANSWER

A man was on his way to a costume party, and wearing a Superman outfit, when he received a ticket for not fastening his seat belt.

Trying to lighten up the situation, he smiled, "You know, Superman really doesn't need a seat belt."

"That's true, sir," the police officer smiled back. "But then he really doesn't need to have to drive anywhere, either."

\* \* \*

### THINKING ABOUT THE FUTURE

Hilda was well over 90 years old when she met with a financial consultant for the first time.

"There's nothing to worry about," the consultant assured her, "You can take five percent annually out of your assets and they won't run out for about 20 years."

"Yes," she responded indignantly. "But what do I do after that!"

# Highway to Health

Stress is part of life and isn't necessarily bad. So-called "good" stress can be motivating and challenging; it usually comes from positive events or situations, such as the birth of a child or grandchild, or charity-related volunteer work. But there is also the other kind of stress—the bad kind—that is sometimes called the "sly thief"; it snatches health and peace of mind from people without their realizing, at least not initially, that they have been robbed.

Independent contractors are well aware of course of the potentially stressful realities of their job: The pressure to make schedules or deliveries on time; waiting for freight to be loaded or unloaded; heavy traffic, bad weather, road construction; dealing with four-wheelers on the road ("never argue with a fool—he may think he's doing the same," commented one driver on how he deals with that particular stress): driving into unknown territory or bad neighborhoods; feeling unsafe at certain rest stops, etc.

There are various signals—physical, emotional, behavioral—that indicate when a person is undergoing "bad stress" and thus could use some stress control in his/her life. The Crossroads in future issues will be discussing those control measures as part of a continuing series of articles on the Gettin' in Gear Wellness, Health and Fitness Program for commercial drivers; the program was announced in our May issue. But for now, we'll stick to one of the physical signs of stress: Headaches, which can cause poor concentration, lead to impaired driving and increase the risk of crashes.

Actually, with regard to the subject of headaches in general, there are different kinds. Knowing the differences between the three common types of headaches can help a person find more targeted treatment and better relief.

Migraines are marked by a throbbing pain on one side of the head and can be accompanied by nausea and sensitivity to light and noise. They are sometimes preceded by visual disturbances referred to as "auras."

Rebound headaches can result from overmedicating a migraine or tension (the third kind) headache. The reason is that when the effects of the pain reliever wear off, a new headache develops as a signal to take more medicine.

And then there is the tension headache, caused by tensed tissue surrounding the brain and leading to a steady ache on both sides of the head. So-called sinus headaches are usually tension headaches with the added pain of constricted sinuses.

Information and a good health care provider are vital in reducing stress and getting relief. It is suggested, for example, that the sufferer keep a "headache diary" for a period, logging the time of day, duration and location of the ache and noting the "triggers" that preceded the onset of pain.

Certain foods, smells, low blood sugar and dehydration—as well as tension—can bring on migraine headaches for instance. And for drivers, list those over-the-road stress triggers that are especially powerful warning signals. This can be a helpful step in managing the problem and getting targeted treatment.

## Coming Soon . . .

### The Annual Tribute To D&T Independent Contractors NATIONAL TRUCK DRIVER APPRECIATION WEEK

Being Celebrated August 8-12  
At D&T Trucking Company

- *Food will be served*
- *Exhibits and displays*
- *Drawings for prizes*
- *Still more food*
- *More food*
- *Customer and vendor participation*

*By the way . . . did we mention the food,  
compliments of D&T?*

**Looking Forward to Seeing You . . . More  
Details to Follow In The Next Crossroads**

The D&T Trucking Company



*A publication for and about  
valued D&T Team Builders*

Contacts at D&T: Jim Walker  
(651) 481-6126  
jim@dttruck.com

**Good stuff.**



Bill Lundquist  
(651) 481-6104  
bill@dttruck.com

Editor: Bob Krishef  
(952) 926-0943  
bobkrishef@yahoo.com



# Scene at the Truck Driving Championships



*Duane Rubner (above) and Waldemar Satola (right) demonstrated their skills in the Truck Driving Championships.*



D&T Trucking Company was well represented, as usual, at the annual Minnesota Truck Driving Championships held under the auspices of the Minnesota Trucking Association's Safety Council.

D&T contractors Waldemar Satola and Duane Rubner deserve great credit for competing in the prestigious annual event, and congratulations especially go to

Waldemar, who won third place—an outstanding achievement—in the sleeper berth class competition. Also, Jim Walker, Safety and Compliance Director, was Vice Chair for the two-day event, and D&T was recognized as one of the key sponsors.

Award presentations were made at the concluding Sunday evening (June 12) banquet, which featured David May of Con Way Central Express and the ATA Road Team as the guest speaker.

*Waldemar Satola was happy and proud to have received a third place plaque at the Awards Banquet.*



## Buckle up correctly

As simple as buckling up might seem to be, there is a correct way to do it, according to the National Highway Traffic Safety Administration. Here are some recommended "seatbelt basics" for all drivers to remember:

- **Adjust the lap belt to fit low and tight across your hips/pelvis, not your stomach area.**
- **Place the shoulder belt snug across your chest, away from your neck.**
- **Never place the shoulder belt behind your back or under your arm.**
- **Drivers should sit 10 inches away from the steering wheel.**
- **Always wear a seatbelt with an airbag. Without the seatbelt, the deploying air bag can actually increase injury.**

5 South Owasso Boulevard  
Little Canada, MN 55117

**D&T**  
TRUCKING COMPANY