

# CROSSROADS

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

**MARCH 2005**

## *An association based on the '3 Rs'*

### **Respect . . . recognition . . . rewards**

When owner operators, including those at D&T Trucking Company, are asked about reasons for their choice of profession, some typical responses are "the independence" . . . "freedom and flexibility" in what they do . . . the "pride" that comes with being recognized for the way they deliver their loads.

And when D&T contractors are asked about choosing to be associated with the company, some frequent explanations are "the way we're treated" . . . an understanding and appreciation of their requirements . . . the "friendliness and cooperation" of everyone at D&T . . . the "integrity" of the company . . . the extremely prompt payment.

It's a mutually beneficial and respectful relationship, because D&T continually pays tribute to the professionalism, safe driving achievements, on-time performance, appearance and care of equipment and reliability of the contractor team.

There's recognition in a variety of ways: In presentation of awards; through stories in the Crossroads; the Working Class Pride and Polish calendar; Truck Driver Appreciation Week celebrated annually at D&T. And there are bonuses and other financial rewards and inducements as well, all of which are well deserved, it was pointed out by D&T President Bob Dolle.

"Independent contractors obviously prefer being on their own, on the road, rather than sitting behind a desk or in a job where they are constantly under supervision," said Bob. "Still, we understand that they have chosen a profession with demanding responsibilities, driving in all sorts of weather and traffic conditions and dealing with aggressive motorists and 'road rage' problems. D&T very much admires their dedication and commitment to meeting the needs of our customers."

And so, by the way, do the customers, who also respect the drivers and frequently recognize and compliment them for their safe, on-time performance and attractive equipment. That, along with the invaluable professionalism of the D&T staff inside the office, brings us to the bottom line—an outstanding record of customer satisfaction and account retention.

## **Some facts and figures from 2004 for D&T independent contractors**

- Total miles driven by the D&T fleet 13,132,660
- On-time percentage record 98.62 percent
- Total of on-time bonuses paid for the year \$18,385
- Total of bonuses paid for safe driving achievement \$41,113
- Total of referral bonuses (for referring drivers to D&T) \$16,872
- Number of meals served during Truck Driver Appreciation Week 600
- Fuel surcharge reimbursement to contractors for 2004 \$1,417,072

## **Clean inspections show driver professionalism**

Passing roadside inspections without any violations is a mark of professionalism and a demonstration of pride that drivers take in themselves and their job. The inspections specifically show the diligence that independent contractors demonstrate in maintaining equipment with no safety-related defects and in keeping paperwork and credentials accurate and up-to-date.

On the latest list of D&T contractors to be violation free were Joe Appel, Sr., David Wallace, Paul Green, Tim Wallace, Lloyd Schofield and Jerry Scheidt.

Their efforts and accomplishments are very much appreciated, as are those of the so many other drivers who represent the company so well.

# ‘Timed interval’ takes guesswork out of following distance

A simple method of quickly calculating proper vehicle following distance has been developed and, in recent years, has come into increasingly wide-spread use. It is the concept of “timed interval,” sometimes referred to as the “two second rule,” which takes the guesswork out of trying to judge following distance by vehicle lengths and works for all types of vehicles.

The rule is one second of following distance for every 10 feet of vehicle length. All passenger cars, even compacts and sub-compacts, are considered to be 20 feet long (thus the “two second” reference), and the seconds of lead time increase with the size of the vehicle.

To maintain simplification, all lengths are in even amounts, according to the following formula for the timed interval method.

	<b>Vehicle Length</b>	<b>Seconds of Lead Time</b>
<b>All passenger cars:</b>	20 feet	2
<b>Trucks/Buses</b>	Up to 30 feet	3
	31 to 40 feet	4
	41 to 50 feet	5
	51 to 60 feet	6

**For units over 60 feet, add one second for each additional 10 feet of length**

Here’s how the formula works: When the rear of the vehicle being followed passes a fixed reference point, such as a road sign, bridge abutment, mile post marker, light pole, etc., start counting the seconds it takes for the front of your vehicle to reach the same point (1000 and 1, 1000 and 2, 1000 and 3, etc.).

If the front of your vehicle reaches the fixed reference point before the counting of seconds of lead time is finished, you are following too close. Back off and establish proper decision space—this space being the margin of safety allowing time to detect when the driver ahead is about to stop, turn or slow down, so that decisive action can be taken to avoid a collision.

If the front of your vehicle reaches the reference after you have completed counting off the correct seconds of lead time, the following distance is okay; you have the decision space you need.

The above lead times apply only in ideal road or weather conditions. The seconds of lead time must be doubled or tripled during inclement weather or when roads are wet or covered with snow or ice.

## Referral Promotions—five years old and still working for the benefit of all

Five years ago D&T Trucking Company initiated its Special Referral Promotion program that gives independent contractors an extra inducement for referring new contractors to join D&T. Since we are now in the midst of another such promotion (see details, page 10) one can readily assume that the program has worked for the benefit of the contractor team and our company.

The word “extra” is used above to rightfully imply that the Referral Promotion offers something beyond the normal referral bonuses—i.e., a drawing for a special grand prize. Drawings in the past have been for cash, gift certificates and trips to destinations such as Las Vegas, Universal Studios in Orlando, and the Talladega NASCAR race, which by the way is the prize presently being offered.

This is the third time in the Referral Promotion series that

Talladega has been the inducement for our contractors to bring other drivers to D&T; that’s evidence of the popularity of that particular trip package.

As mentioned a number of times previously in the Crossroads, contractors earn one entry into the drawing simply by having their referral send in an application to D&T, and two more entry slips will be deposited for you if the driver leases on with us.

Obviously you can’t win if you don’t enter. But there’s still time left (although not much) before the current promotion comes to a close, so why not take advantage of it!

Who knows? You could be the next winner. And in any case, you’ll be getting the other bonuses and strengthening the contractor team, thereby helping generate the capacity for more loads and additional revenue.

## Two of the previous winners



*Allan Cordes’ prize was a trip for two to the Talladega NASCAR race.*



*Jimmy Stout’s name was drawn as the winner of a \$2,000 gift certificate from Bauer Built Tires.*

# Truck driving simulator can provide customized challenges

It's hardly the kind of sophisticated, technologically-advanced simulator that, for example, astronauts use to help prepare them for flying off into space. But when it comes to dealing with challenges back on earth—or more specifically, over the road—there's a new piece of equipment now available at D&T Trucking Company that has plenty of merit for testing driver skills.

Which is why D&T is offering its independent contractors the interesting opportunity to get behind the wheel of the "Safe-Sim" Truck Driving Simulator from J.J. Keller & Associates, Inc. of Neenah, Wis.

While Keller's Safe-Sim is not intended to replace other forms of training, such as in the classroom, on a range, or actually on the road, it is an ideal supplement and provides a method for practicing and improving skills in a safe, "virtual" environment. Thus it can be useful for refresher or post-incident/crash training as well as for new drivers, according to Keller.

Among advantages with the simulator is that the driving challenge can be customized to the need. Numerous "trips" can be selected, and there also is a wide choice of environments, conditions and situations.

The types of driving environments include:

- City
- Two-lane highways
- Urban freeways
- Interstates
- Mountain roads

Time-of-day and weather conditions include:

- Day
- Night
- Dawn/dusk
- Dry pavement
- Rain
- Snow
- Ice
- Black Ice
- Fog

And among the types of high-risk or emergency situations are:

- Vehicles/objects blocking roadway
- Construction zones
- Sliding on ice
- Deer/livestock entering roadway
- Pedestrians entering street
- Vehicles running stop signs/red lights
- Speeding motorists

It has often been said that even the most experienced and successful drivers can benefit from "skill-sharpening" in hazard perception, defensive driving, extreme conditions, emergency maneuvers and crash avoidance. So the Safe-Sim Truck Driving Simulator is applicable for the highly professional independent contractors of D&T as well as for other drivers.

Try it, and see for yourself the next time you're in the office; Jim Walker or Bill Lundquist will be happy to make the arrangements.



*Trying out the sophisticated "Safe-Sim" equipment was John Mischler, a River Falls, Wis. owner operator who just recently joined D&T Trucking Company. John heard about D&T from a truck salesman and had also seen and been impressed with our trailers. Also factors for him; "the fast pay, the way everyone here relates positively to each other, and being treated with much more respect at D&T than I've experienced elsewhere." He likes the simulator, too!*



# Learning from experience: the case of Russell Dunbar

Owner operator Russell Dunbar is back with D&T Trucking Company. Again.

For the third time.

While D&T has an outstanding record in the trucking industry for being able to retain independent contractors, it would be unrealistic to expect that drivers never leave. Things happen, sometimes for valid reasons. What is most interesting, however, is that so many contractors learn from their experiences away and wind up wanting to return to D&T. And Dunbar is a case in point.

For example, when he left last time, a little less than a year ago, it was to join a local carrier whose runs and schedules theoretically would get him home every night. Russell, who actually is Russell Dunbar, Jr., and his wife, Pam, live in Bushkill, Penn. They have four grown children between them. His are son Russell III and daughter Trina, and hers are son Russell (a coincidence of names) and daughter Holly. There are eight Dunbar grandchildren.

At the company prior to re-joining D&T, Russell (Junior) found that things were not all that they were supposed to be; "I was getting home, if you can believe it, usually just one night a week and wasn't making the money they claimed I would," he said. So he called D&T again and felt comfortable doing it.

"I never had any problems with D&T," Russell stated. "I knew them, got along well, knew the routine. It's an easy routine, and D&T is an easy company to work for."

And best of all, he's earning more money now, doesn't have to wait too long for loads, and is getting the loads he needs to get him back east to his Pennsylvania home.

Welcome back, Russell Dunbar.



A "new" contractor is Russell Dunbar.

## Equipment of the month From the 2005 Working Class Pride and Polish calendar



"I do the best I can to keep up my equipment," said Allan Posthuma. His best must be pretty good, inasmuch as he was named one of the 12 drivers to be featured in D&T's 2005 Working Class Pride and Polish calendar.

Al was "kind of surprised about that, but it was a pleasant surprise," he stated.

His equipment consists of a 2000 Freightliner Classic XL and a 2005 Utility 53-foot reefer. The tractor-trailer reflect his advice for the trucking industry and for himself; "Present yourself decently. That's important, I feel."

Posthuma speaks from considerable experience, starting with two years as a company driver. Then he decided he was better suited for the independence of an owner operator, which has been his profession for 28 years. Seventeen of those years have been with D&T Trucking Company, where his outstanding safety and on-time records are further demonstration of his professionalism. Home for the independent contractor and his wife, Linda, is in Beaver Dam, Wisconsin. The couple have three adult children and two grandchildren.

## Bonuses: a Long story

Two contractors have "created" the above headlines by earning their first bonuses (\$250 for each) for referring new contractors to D&T Trucking Company.

**Jerald Long** started the story with the referral of his son, James. Then **James Long** got into the act by referring Shawn Nelson.

Now D&T looks forward to continuing the bonus arrangement at the rate of one cent per mile, paid quarterly to the referring contractor, for every mile run by the referral during his/her first year with D&T.

# Profile of a Contractor . . . Harold Pflughoeft

## BEING PROFILED BECAUSE:

As announced in last month's issue of the Crossroads, Harold was selected as the Minnesota Trucking Association's February "Driver of the Month," an easy and appropriate choice to make, according to the MTA Driver of the Month Selection Committee. This is the fifth consecutive year that D&T Trucking Company has had at least one or two of its independent contractors being honored with the monthly award.

## AMONG FACTORS IN HIS SELECTION:

Harold has driven more than 1.5 million accident-free miles with D&T (nearly 2 million miles over his entire trucking career), is a member of the D&T "Hall of Fame," and has annually been recognized as an On-Time Achiever as well as Safe Driving Achiever. Known too for the high quality of his personal image and the appearance and maintenance of his equipment, he also has been a featured contractor in the D&T Working Class Pride and Polish calendar.

## RESPONSE TO BEING NAMED BY THE MTA:

Harold Pflughoeft was one surprised driver when he received a congratulatory announcement letter from the MTA. "It was a great feeling to be honored like that," he said, "although I'm not a person who likes a lot of praise. And I don't like to brag—bragging gets too many people in trouble. Still, I was real happy to have been recognized as a professional. My goal is job satisfaction, and you can only accomplish that by doing the very best job you can."

## PERSONAL BACKGROUND:

Married, to Janet, and their home sits on 120 acres in the rural Winona, Minn. area. They have three adult daughters, eight grandchildren and three great grandchildren.

## HOBBIES:

When not on the road, he enjoys working on his farm; farming was his vocation for more than 25 years, ending "when 100 cows became too much to take care of." Playing cards is another hobby and, in addition, he is involved in church activities. "I'm thankful for what I have and for being able to do a fine job in trucking," said Harold, "and for all that my appreciation goes to my Higher Power, my Lord."



*Harold Pflughoeft*



## TRANSITION INTO TRUCKING:

The over-the-road trucking bug had bitten Pflughoeft while he was in his early days of farming. He always envied truckers who were able to see all parts of the country, particularly when he was driving his cattle truck. So when he "retired" in January, 1988, he became a long haul owner operator. In August, 1991, he leased on with D&T Trucking Company, where he has been ever since.

## THE ASSOCIATION WITH D&T:

For independent contractors, the appeal lies of course in the freedom of being your own boss, and that is especially possible at D&T, Harold Pflughoeft points out. "We have choices here of where and when we want to run," said Harold. "I like being at D&T. I like the operation, get along with everybody, and get along with all the shippers and receivers, too." He summarizes

his association with D&T and the industry this way: "I enjoy the responsibility of picking up and delivering my load on schedule and free of any type claims, and it is great to see and hear the appreciation and satisfaction from customers."

## WHAT D&T SAID WHEN NOMINATING HAROLD PFLUGHOEFT:

"Harold performs his job responsibilities in a quiet, respectable manner. Once he accepts a dispatch, he carefully plans out his trip, allowing extra time for inclement weather and road conditions, and conducts a thorough pre-trip on his equipment to avoid costly breakdowns and delays. He always checks and rechecks his loads, equipment, pickup and delivery times and directions before his departure and communicates on schedule while enroute.

"Harold is always well dressed and keeps his equipment clean and looking good at all times. He is proud of being an over-the-road driver, has a warm personality, and chooses his words carefully, as he would rather say nothing than to say something negative.

"He is respected by his peers and everyone with whom he comes in contact, and our customers love to see him pick up and deliver their loads. A true professional driver, Harold represents our company and the entire industry in the most positive light."

# D&T contractors know all about buckling up

In the January issue of the Crossroads was an article about the trucking industry wanting its drivers "to buckle down about buckling up." Studies have shown that seat belts save lives, and their usage is not only a DOT rule but a policy at D&T Trucking Company as well.

And D&T's highly professional, safety-minded drivers know all this; the accompanying photo of contractor James Long, behind the wheel with belt firmly fastened, was not just a publicity shot—"I do buckle up all the time and always have," said James about his truck driving career.

A driver for nine years and owner operator for six, he is a new arrival, as of February 2, at D&T. He was referred here by Jerald Long, who happens to be James' father.

"I should have listened to my dad sooner," said the younger Long. "He's been with D&T for about nine years and told me all about the company. I was wasting my time before, being forced to do what I really didn't want to. There's freedom of choice at D&T."

James and his wife, Heather, who works at the front desk of a hospital clinic in St. Cloud, Minn., live in Foley, Minn. with their two daughters, Morgan, 6, and Madison, 3. And, speaking of a new arrival, they are expecting their third child in June.

Send pictures, please, when the time comes.



*This is James Long in his 2001 Kenworth. He formerly pulled his own trailer but sold it when he leased on with D&T.*

## On the Lighter Side . . .

### MAKING SURE

Wes and George grudgingly agreed to accompany their wives to a movie that basically had been produced for a women's audience. After watching the film for almost an hour, the bored men decided they had to take a few minutes off to talk in the lobby. It was a struggle to reach the aisle, however, because they were seated in the middle of a long row filled with people.

Upon returning to the darkened theater, they had trouble finding the row. Finally, making an educated guess, Wes stopped, leaned over, and said to the person on the end, "Pardon me, ma'am, but did someone step on your toes and knock the popcorn out of your hands not long ago?"

"Well, you certainly did," the woman snapped back angrily.

"Okay, George," said Wes, turning to his friend. "This is our row."

\* \* \*

### QUESTIONS AND ANSWERS

What is a grandfather? A man grandmother.

How do you describe a meeting of two people with huge egos? An I for an I.

What does the farmer get when he's having problems in his grain field?

A migraine.

When pandas are fighting, what is the result? Pandamonium.

Why are cats said to be smarter than dogs? You'll never get THEM to pull a sled!

\* \* \*

### TRUISM

A bad temper is one thing that you can't get rid of by losing it.

\* \* \*

### PEOPLE CHANGE

Jane was both nervous and excited over the prospect of attending her high school class reunion. She hadn't been back since graduating 25 years ago and wanted to impress her old boy friend. So she bought a new dress and had her hair done at an expensive salon.

At the reunion, she thought she saw someone who looked a little familiar. But that can't be him, she told herself, with his thinning head of hair, big stomach and ill-fitting suit.

Approaching hesitantly, Jane called out, "Marvin, can that possibly be you?"

"Yes," responded the man blankly. "Do we know each other?"

Insulted, Jane responded, "of course we do," then adding with rising indignation, "from high school!"

"No kidding," said Marvin. "What did you teach?"

\* \* \*

### PUN TIME

He wanted to break into a song but couldn't find the key . . . A boiled egg in the morning is hard to beat. . . Acupuncture is a jab well done. . . When the actress saw that she had her first gray hairs, she thought she'd dye. . . Bakers trade bread recipes on a knead -to-know basis.

\* \* \*

Had enough puns?

# Highway to Health

The subject in this issue, antibiotics, has been mentioned in previous columns but only briefly. The reason is that antibiotics are not meant to treat viral infections such as the flu, a cold or sore throat. Instead they are prescribed for bacterial infections.

Bacteria are tiny organisms found on people, animals and plants. Antibiotics fight bacterial infections by killing the bacteria without damaging the body's cells. But it should be noted that there is no cure-all antibiotic; specific antibiotics are most effective only against specific types of bacteria. Therefore it requires a doctor or medical professional to select the proper antibiotic—and the right dose—for the particular infection.

Also, sometimes the antibiotic that has worked for a person in the past loses its effectiveness. The medical community is very conscious of this problem, called "antibiotic resistance," because it makes infections harder to treat. A different antibiotic will have to be prescribed, and the choices are not limitless. So patients are advised to pay attention to some important guidelines.

**DO NOT** insist that your doctor automatically order an antibiotic when you're ill. Let him/her determine if over-the-counter medications will be suitable for relieving symptoms while the body tries to fight off the illness. Remember that taking an antibiotic for an infection caused by a virus and not bacteria will not be helpful, might lead to antibiotic resistance and could even be dangerous.

**DO** use antibiotics wisely. Take only the antibiotic recommended by the health care professional for the specific bacterial infection that you have.

**DO** take the entire prescription unless otherwise instructed, even if you start feeling better before all the medicine is gone. Feeling better is a sign that the medicine is working but doesn't necessarily mean that all of the harmful bacteria has been killed. The result (of stopping) could be that you will become sick all over again and that the infection might then become more resistant to treatment.

**DO NOT** take leftover antibiotics. If for some reason the entire prescription was not used up, dispose of the leftover portion. Even if symptoms are the same, never take leftover antibiotics; there likely will not be enough to kill all the bacteria and thus you could get sick again.

**DO NOT** take someone else's prescription. Antibiotics are not available over the counter for good reason. They are too powerful and must be prescribed as a specific drug for a specific patient for a specific reason. Someone else's medicine may not be right for you, and misuse can cause serious problems.

\* \* \*

But . . . we don't want to conclude with such a dire warning. The fact is that antibiotics have done wonders in curing infections and have even saved lives. Just listen to your doctor or health care professional and use the medicine properly.

## New D&T contractors

Ten independent contractors have joined the D&T team since the last listing in the Crossroads. They are Pawel Dzimira, Tobyhanna, Penn.; James Long, Foley, Minn.; Jim Schira, Wausau, Wis.; John Mischler, River Falls, Wis.; Douglas Johnson, Rochelle, Ill.; Shawn Nelson, Milaca, Minn.; Russell Dunbar, Bushkill, Penn.; Earl Shrader III, Fayetteville, Penn.; Mariusz Sycewicz, Orland Park, Ill.; and Lukasz Daniel, McAdoo, Penn.

Glad to have you with us, and have many good trips for yourselves and for D&T and our customers.

## Plan ahead for hazmat placards

Some rules might have exceptions. But the rule regarding removal of hazardous materials placards isn't one of them!

When a driver is empty or has off loaded the material placarded as hazardous, the entire placard must be removed or covered (with duct tape or some other type of covering) before he/she departs. Since there are no exceptions to this rule, it is always advisable to plan ahead by carrying a roll of duct tape or means for removing the placards.

## Did you know that . . .

. . . It pays to be positive. Optimism counts when it comes to longevity, according to the Wagnild and Associates "Top Health" newsletter, citing research appearing in the *Archives of General Psychiatry*. A study following nearly 1,000 people for a decade found that those who described themselves as optimistic had a 55 percent lower death rate than those who said they were pessimists. Why? Perhaps it's because optimists are more adaptable, or perhaps it's just that when you believe the future holds promise, you want to stick around!

# The Crossroads is looking for family news

We're asking readers of the Crossroads to let us know what's going on outside the office (and the truck cab) with you and your family, including children, grandchildren and even great grandchildren. Such as:

- Engagements, marriages, births
- School doings—graduations, scholarships, grades achieved, awards, sports activities
- What's new—homes, jobs, house remodeling
- Special parties (birthdays, anniversaries, etc.)
- Any interesting food recipes?
- Unusual hobbies
- Volunteer work—participation in civic, charitable, church activities
- Vacation plans and reports
- Examples of your hunting and/or fishing prowess

**AND ANYTHING ELSE OF INTEREST, PLUS PHOTOS FROM ANY OR ALL OF THE ABOVE!**

## A winter weekend at Telemark

Scene at Telemark Resort, Cable, Wis.—Dale Krishef, wife of Bob (the Crossroads editor and writer); the Krishefs' daughter and son-in-law, Cathy and Steve Kaufman; and their grandchildren, Jared and Alyssa Kaufman.



*Alyssa, who will be 6 on June 9, and Cathy.*



*From left to right: Alyssa, Steve, Jared and Dale.*



*Jared, 9, on an inner tube.*



*Winter fun at Telemark.*

## Anniversaries of service with D&T in April

### CONTRACTORS

- 14 Years - John Heldt  
Evelyn Heldt
- 8 Years - James Adams
- 7 Years - Micheal Irons
- 4 Years - James Boyer
- 2 Years - Lucian Bunas
- 1 Year - Lavern Pflughoeft  
Norman Potter  
Charles Noll  
Ronald Johnson

### STAFF

- 1 Year - Jeff Lucas

## Happy birthday wishes coming up for . . .

Jeffrey Brede	April 28
Yvette Castillo	April 11
Edwin Hohneke	April 19
Charles Hoppenrath	April 21
Nathan Jensen	April 1
Calmer Johnson	April 29
Kelly Klemme	April 21
Joe Lang	April 18
James Long	April 26
Bill Lundquist	April 26
Shawn Nelson	April 19
Robert Olson	April 17
Lavern Pflughoeft	April 14
Norman Potter	April 1
Rick Pratt	April 17
Milton Simmons	April 28

# Shop Talk

By Mark Wells

According to one of the U.S. Department of Energy's largest research centers, long-haul trucks idling overnight consume more than 838 million gallons of fuel each year. Common reasons for idling are to heat the cab, operate air conditioning or to eliminate the difficulty of starting a cold engine during the winter. For most fleets, idling can account for more than 50 percent of total trip time. The amount of diesel fuel burned, the emissions produced and additional truck maintenance expenses are significant. Consider this:

A class 8 truck typically idles 8 hours per night, 300 nights per year (2,400 hours per year)

An average diesel truck burns one gallon of fuel for every hour of idling

The current average fuel price is \$2.19 per gallon

Using the figures mentioned above, idling consumes about \$5,256 in fuel annually. Savings from reduced fuel consumption and maintenance costs will reduce the purchase price of Auxiliary Power Units in a relatively short period. Less expensive Auxiliary cab heaters will pay for themselves even sooner. One fleet manager I spoke to told me that it only took three months for the cab heaters to pay for themselves.

A truck idling for one hour suffers wear and tear equivalent to being driven seven miles. (ATA Technology and Maintenance Council).

Operating life of engine oil is reduced by 75 percent due to prolonged idling—from 600 engine hours to 150 engine hours. (ATA Technology and Maintenance Council).

The good news is that auxiliary cab heaters and auxiliary power units can provide truckers the same benefits they normally obtain from idling, while using considerably less fuel. Auxiliary heating, cooling, and/or complete APU systems are readily available and truckers can choose from at least 20

manufacturers located in the United States and Canada. Some examples are PROHEAT, ESPAR, Tri-Pac, Webasto and Philips/Temro.

Auxiliary Power Units (APUs) eliminate the need to idle the truck's engine. They use small diesel engines to supply heating and cooling, electricity to charge truck batteries and engine warming for cold weather starting. Typically, they consume 80 to 90 percent less fuel than a truck's diesel engine and provide the same level of heating or cooling comfort for occupants. But APUs may not be an appealing option for some operators because of their size and weight (300 to 400 lbs).

Auxiliary cab heaters are a less expensive alternative to APUs. Auxiliary heating systems specifically for the cab are much more efficient than idling. According to the Department of Energy some can run more than 20 hours on one gallon of fuel. Installation is simplified because most units are small enough to mount in a tractor's side compartment. The ESPAR auxiliary cab heater is the size of a shoebox and weighs less than 10 pounds.

Obviously a cab heater won't warm the engine, but modern diesel trucks will start reliably in zero degree weather. Even if you choose to idle in sub-zero weather, an auxiliary cab heater can significantly reduce your total idle time every year.

Noise and air quality issues have prompted many areas to adopt anti-idling ordinances. It's a trend that will most likely continue. Some truckstops are experimenting with overhead systems that duct heat/air conditioning into your truck's cab, but they're not always convenient or practical and they certainly aren't free. Auxiliary heating systems appear to be the best way of coping with anti-idling ordinances.

As owner operators, keeping expenses under control puts money in your pocket. If you haven't considered an auxiliary heating system, now's the time.

## Mirrors are a safety 'tool' when used effectively

If anyone reading this was around in 1911—and what are the chances of that!—they might remember a story about Ray Harroun, winner that year of the first Indianapolis 500 race.

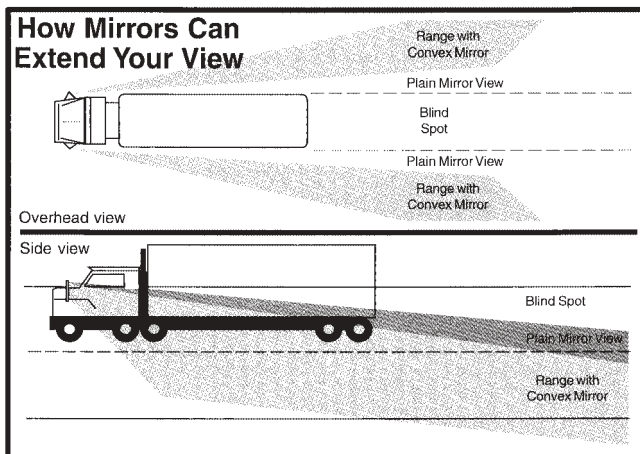
In early racing days, a mechanic often accompanied the driver as an observer. But Harroun for that first Indy 500 event drove a racer with a single-seat cockpit. Some people felt that this wasn't safe. So Harroun, fearing that he would not be allowed to compete without having someone beside him to watch out for other cars, installed a rear-view mirror on his car and thus made popular what would soon become a standard accessory.

Today the highways and streets unfortunately are sometimes as dangerous as race tracks. Professional drivers well understand the importance of mirrors in widening the field of vision around their truck. Effective utilization of this safety "tool" in today's constantly changing and congested traffic plays a vital role in avoiding a crash and reaching the destination safely.

Examples of such utilization include the following.

1. Keep mirrors (and windows, too, of course) clear of dirt, debris and frost that might restrict vision.
2. Check mirrors for cracks and chips and replace when necessary.
3. During inspections make sure that all mirrors are properly adjusted and have not loosened or shifted.

With regard to proper adjustment and maximizing the field of vision, D&T Trucking Company will be assisting independent contractors by putting in a mirror check station in the Little Canada yard as soon as weather permits. This will help contractors to reduce blind spots around their truck. The Crossroads will keep you informed about development of the check station.



# 1st Quarter Referral Promotion January 16-April 1, 2005



**Ticket Package for 2 to Talladega  
Superspeedway which includes:**



- \* Two tickets to Busch Series Race on Saturday, April 30
- \* Two tickets to Nextel Cup Series Race on Sunday, May 1
- \* Trip expense allowance and paid lodging for two nights

**Refer a new contractor, and  
YOU could be the next winner!**

 **D&T**   
TRUCKING COMPANY

4th Quarter  
Referral Promotion\*

**JIMMY STOUT**

Won the Gift Certificate  
worth \$2,000 from



Refer a new contractor  
for your chance to win the next  
referral promotion !

5 South Owasso Boulevard  
Little Canada, MN 55117

**D&T**  
TRUCKING COMPANY