



CROSSROADS

A Publication For And About Valued D&T Team Builders

A Thanksgiving message sharing this 'top ten' list (or make your own) of meaningful reasons for being thankful

NOVEMBER 2005

Because the alarm that wakes us each morning means that we are still alive to enjoy a fresh new day and the opportunities it can bring.

Because there are clothes to wear and food on the table, which is not the case for so many less fortunate people in this world.

Because of all of the chores we have to do around the house, since that means that we have a home.

Because of friends, neighbors, family, even people we do not really know, who are there to share in the good times and help us get through the bad.

Because of the pride and satisfaction that come with having a job and, at the end of the day, knowing that we did it well.

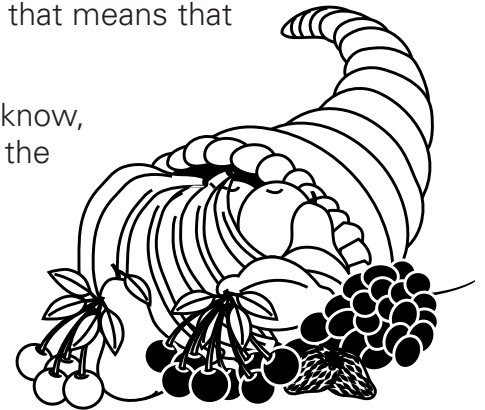
Because we live in a country where we can say what we think, vote for whom we want, and worship as we like.

Because of all those people who put their lives on the line to help keep us safe.

Because of continuing scientific progress which has led to the elimination or control of many life-threatening diseases.

Because the sights and sounds of laughing children, as well as those who have cause to be sad, are all the motivation we should need to work to create a better future for them.

Because we have been blessed with the mind and heart and soul to be able to count our blessings and to understand that it is not what we don't have but what we do.



Closing day

Naturally the offices of D&T Trucking Company will be closed on Thanksgiving Day, Thursday, November 24. If you're heading out on the road to a family celebration, please remember to drive safely. Enjoy the holiday, and don't eat too much!

P.S. How about camera-recording your turkey day get-together. The Crossroads would be happy to use the photos in our next issue.

December 2 is deadline for 'Trucks & Toys' contributions

What better time than this—when we give thanks for what we have—to talk about the annual Trucks & Toys campaign waged specifically for the benefit of those not so fortunate.

Trucks & Toys is sponsored by the Minnesota Trucking Association and implemented with the cooperation of many companies, including D&T. Through this extremely worthwhile project, gifts are collected and distributed to those children and young people, ranging from infants and toddlers to pre-teens and teenagers, who otherwise would find the Christmas season much less joyous.

As in the past, Safety Specialist Linda Fales is D&T Trucking Company's coordinator for the campaign—"I just like to do things that benefit other people," said Linda in an earlier interview. She reminds everyone that December 2 is the deadline for bringing unwrapped items or else checks or cash with which to purchase gifts; after that date, assembled contributions will be consolidated with those from other locations and ultimately presented to grateful and deserving families.



Linda Fales

Traditionally D&T and our staff and independent contractors have participated wholeheartedly in Trucks & Toys; "we appreciate the generosity of so many of our drivers and office personnel," said Linda, who added that the greatest influx of gifts is expected the week after Thanksgiving, a notable time for giving.

And so the tradition at D&T will no doubt continue—and for good reason. The need for Trucks & Toys is ever-present and perhaps as much or more now than ever.



D&T was a sorting facility for the large quantity of toys collected last year and looks forward to doing as well or perhaps even better this year.

From the 2005 Working Class Pride and Polish calendar **Equipment (and driver) of the month for December**

This concludes this year's series of monthly tributes to independent contractors and their equipment featured in D&T Trucking Company's 2005 calendar. The response of calendar recipients to this program of recognition—via color photos supplemented by brief biographical sketches of the individual drivers—has been most gratifying.

With the success of the program, one can be sure it will be repeated. Again, each month next year will contain a testimonial to a contractor, with the selection of only 12 drivers being most difficult; as contractors themselves point out, "there are so many outstanding trucks in the D&T fleet."

So watch for the 2006 Working Class Pride and Polish calendar, which will continue to reflect the importance D&T places on establishing a professional image and making a positive impression.

A dream has come true for Waldemar Satola. He came to the United States in 1992 at the age of 20, alone, wanting to become a truck driver. In fact, he recalls that even as a child all he ever talked about as a profession was trucking.

Settling in Brooklyn, New York, Waldemar started driving delivery vans. In 1998, he bought his first truck. But his career didn't really take off until 2000, when he saw an ad from D&T Trucking Company and decided to check the company out.

"I was looking for honesty in a company and for prompt payment," said Satola, "but I didn't know how the people there would act toward me."

What he found was an atmosphere of acceptance and helpfulness that almost overwhelmed him. Now, driving his sparkling white 2000 Freightliner Century (the third truck he has owned) his enthusiasm for D&T as well as for the trucking industry is almost boundless. The only thing better was when his wife, Elizabeth, gave birth to their first child, named Julie, on January 6, 2004. As for the Working Class Pride and Polish calendar, that obviously couldn't have been part of his dream, but it's a bonus and "I'm flattered to be in it," said Waldemar, whose feeling for the industry was also exemplified by his competing in the 2004 Minnesota Truck Driving Championships.



Waldemar Satola
2000 Freightliner Century

Research shows way to fewer crashes in trucking industry

It's been said that "predicting the future can be anybody's guess." Such as in the case of the weather. But for the trucking industry there have been scientific studies that are now serving as accurate indicators about the causes of and likelihood for large truck crashes.

Efforts by the industry and government to reduce the number of such crashes are of course on-going and have had positive results. The U.S. Department of Transportation has reported a decrease in the fatal crash rate for large trucks from 2.2 fatalities per 100M vehicle miles traveled in 2000 to 1.9 in 2003. In fact, the trucking industry has seen a general downward trend in fatal, injury and property damage crash rates over the last 20 years, despite the increasing vehicle miles traveled along with increased road congestion over that period.

Still, continued safety progress is always desirable and, toward that end, a study on "Predicting Truck Crash Involvement" was completed recently by the American Transportation Research Institute. Over a three-year period, data on more than 500,000 truck drivers was gathered from sources such as the Motor Carrier Management Information System and the Commercial Drivers License Information System. There also were targeted surveys and interviews.

The accumulated data on driver history was then analyzed with the research goal of predicting the likelihood of future crash involvement and identifying actions to counteract behaviors and situations leading to crashes.

Results of the analysis show that reckless driving and improper turn violations carry with them the greatest probability that the driver could be involved in an accident in the future. The four convictions with the highest predictability of future crash involvement are improper and erratic lane change, failure to yield right of way, improper turn and failure to maintain proper lane.

On the other hand, an obvious conclusion that can be drawn from the research is that drivers with no violations or convictions are much less likely to experience such problems in the future.

But in any event the study's findings can serve as educational and motivational aids for the trucking industry, companies and drivers. The future is yet to be written; safety is the concern of everyone, and anything that can change behaviors that take lives can in turn save lives—and change what the future otherwise might be.

For yearly safe driving, three contractors honored in October

Being accident-free month after month after month, etc. is no small achievement for anyone on the road for many thousands upon thousands of miles. That's especially true in the environment and under the conditions that professional truck drivers operate, dealing as they must with heavy traffic, bad weather on occasion, road construction, aggressive motorists and other pressure-filled factors.

D&T Trucking Company therefore always takes pleasure in honoring members of its independent contractor team who during a particular month have reached a specified period of yearly longevity as 100 percent Safe Driving Achievers.

Three such contractors attained that status in October, and the Crossroads is happy to name them.

16 Years — **Jim Caldwell**

3 Years — **Dean Dobberfuhr**

1 Year — **Joe Lang**

Thank you for your professionalism and performance.

Liberty Mutual visits D&T



Jim Walker (center), Director of Safety and Compliance for D&T Trucking Company, discussed safety programs and other subjects recently with two representatives from Liberty Mutual. They were Bob Odden (left), a consultant with the insurance company, and Peter VanDyne, Technical Director, Transportation.

D&T and contractors have their mutual 'matchmaking' goals

The matchmaking process between independent contractors and trucking companies, or for the purpose of this story, D&T Trucking Company, is an exercise in developing and maintaining mutually rewarding relationships.

D&T welcomes contractors who drive safely, deliver on time, obey the law, make a positive impression, keep their equipment violation-free and adhere to professional responsibilities in general. Contractors want to be associated with a company that is stable, pays promptly, treats them with respect, allows flexibility in choice of lanes and other considerations and is, in general, a good place to be.

In summary, both parties need each other, want to succeed and want to avoid accidents that can have disastrous consequences. And in that, an outside observer, Liberty Mutual, D&T's insurance carrier, naturally feels the same way. So it is understandable that Bob Odden, a consultant with Liberty Mutual, takes much satisfaction in the rapport D&T has with its contractors.

"Your driver turnover rate is very low compared to what is common with other owner-operator fleets," said Odden.

The effective matchmaking starts with what he calls "D&T's very good driver selection program." From there, the company works continually with contractors in areas such as training, the importance of pre-trip and post-trip inspections and problem-solving "and goes out of its way to communicate with drivers on, for example, financial matters," said Odden.

From his observations and conversations with our contractors, "drivers like it at D&T. I see a positive atmosphere there," he commented.

Take measures to reduce risks of night driving

Some people think that driving at night does not present any special challenges. But statistics say otherwise; traffic death rates are three times greater at night than during the day, according to the National Safety Council.

One obvious reason why night driving is so challenging is the darkness. This of course severely limits vision which, reports Liberty Mutual Insurance Company, "accounts for 90 percent of a driver's reaction. Depth perception, color recognition and peripheral vision are compromised after sundown."

There are other factors, too. Older drivers can have greater difficulty seeing at night; a 50-year-old may need twice as much light to see as well as a 30-year-old does. Also adding danger is fatigue. Drowsiness dulls concentration and slows reaction time.

Alcohol plays a leading role in about half of all motor vehicle-related deaths, thus making weekend nights more dangerous. There are more fatal crashes on weekend nights than at any other time in the week.

The National Safety Council recommends these measures for minimizing after-dark risks.

- Prepare for night driving by cleaning headlights, taillights, signal lights and windows (inside and out).
- Make sure that headlights are properly aimed so as not to blind other drivers and reduce your ability to see the road.
- Don't drink and drive. Alcohol not only severely impairs driving ability but also acts as a depressant. And just one drink can induce fatigue.
- Avoid smoking while driving. Smoke's nicotine and carbon monoxide hamper night vision.
- Since it is more difficult to judge distances and other vehicles' speeds at night, reduce speed and increase following distance.
- Don't overdrive headlights. You should be able to stop within the illuminated area. Otherwise there is a blind crash area in front of your vehicle.
- Keep headlights on low beam when following another vehicle in order not to blind that driver.
- If an oncoming vehicle hasn't switched from high beam to low. avoid glare by watching the right edge of the road and using it as a steering guide.
- If you're getting too tired to drive, stop and rest.
- Observe night driving safety practices as soon as the sun goes down. Twilight is one of the most difficult times to drive, because eyes are constantly changing to adapt to the growing darkness. In early twilight, headlights will not help you see better, but they will make it easier for other drivers to see you.

All dressed up for Halloween

It was a good night for the children and grandchildren of the D&T Trucking Company family, who enjoyed the opportunity to wear their Halloween "trick-or-treat" costumes. Now . . . for the identifications of the "all-dressed-up" cute ones . . .



Take our word for who's in these photos! The ghost is Alex (who will be 7 on December 31), and the Power Ranger is Jack, 4 1/2, the children of Carolyn and Igor Ostrovsky. Carolyn is the daughter of Crossroads editor Bob Krishef.



From left to right: Isaac, 7, Rebecca 5, and Nathaniel, 3, grandchildren of D&T's Jim Walker. Their parents are Mike and Stacey (Jim's daughter) Lee. Oh, one more thing: Nathaniel thought that their cat, Jezebel, needed a costume, too, so he made this crown for her.



The two children of independent contractor Artur Karwat and his wife, Donna, had a happy Halloween! They are Kamil, (Batman), 5, and Gabi, (Witch), 2.

Are you ready for the quiz about sleep?

An article on fatigue management appeared in the October issue of the Crossroads. The subject of course is critically important; a sleepy driver is a dangerous driver. Sleepiness slows reaction time, decreases awareness, impairs judgment and can result in a crash.

The need to remain alert behind the wheel will therefore continue to be emphasized by D&T Trucking Company through informational avenues such as the Crossroads. With that in mind, here are seven statements prepared by the AAA Foundation for Traffic Safety, and published in the ATA's "Awake at the Wheel" brochure.

Can you tell which are true and which are false? (answers on page 6).

	True	False
1. Coffee overcomes the effects of drowsiness while driving.	<input type="checkbox"/>	<input type="checkbox"/>
2. I can tell when I'm going to fall asleep.	<input type="checkbox"/>	<input type="checkbox"/>
3. I'm a safe driver, so it doesn't matter if I'm sleepy.	<input type="checkbox"/>	<input type="checkbox"/>
4. I can't take naps.	<input type="checkbox"/>	<input type="checkbox"/>
5. I get plenty of sleep.	<input type="checkbox"/>	<input type="checkbox"/>
6. Young people need less sleep.	<input type="checkbox"/>	<input type="checkbox"/>
7. Being sleepy makes you misperceive things.	<input type="checkbox"/>	<input type="checkbox"/>

On the Lighter Side . . .

LOOK AT THE BRIGHT SIDE

After an argument with his girlfriend, the teenager was distraught when he arrived home. Noticing how quiet he was at dinner time, his parents asked if something was wrong.

"I've broken up with Shirley," came the muttered response.

"Again?" said the father. "Isn't this about the fifth time?"

"Yeah," said his son, then adding hopefully, "but only the second time was for good."

* * *

TRICKY QUESTION

The magician wowed his audience with a series of ingenious tricks. At the end of the show, he asked if there were any questions.

"Yes," a woman called out. "How do you do all those things?"

"Oh well, I could tell you my secrets," joked the magician, "but then I'd have to kill you."

That prompted a shout from the back of the theater, "Then how about telling the guy in here who cut in front of me as we were driving into the parking lot and got the last spot?"

* * *

BALANCING ACT

John tripped and almost fell just before reaching the teller's window of his bank. Fortunately he caught himself and was greeted by a smile from the teller.

"Good morning, sir," she said. "I'm happy to see you here to get your balance."

* * *

NOT THE WHOLE STORY

Murry and Phyllis decided to be cautious in their gambling while at the casino. They mutually agreed on a limit of \$30 for him to lose at the blackjack table. Leaving her at the nickel slot machines, he went to try his luck.

He bought \$30 in chips and immediately embarked on an incredible winning streak: eight straight times, including holding three blackjacks, after which he was up almost \$1,000. Encouraged and excited, he bet it all—and lost.

When they met later, Phyllis asked, "So, how did you do?"

Murray sighed, "Sorry, dear, I dropped the whole \$30."

* * *

TRUISMS

Scratch a dog, and you'll find a permanent job.

A person who doesn't have a sense of humor probably doesn't have any sense at all.

The nicest thing about the future is that it always starts tomorrow.

Highway to Health

Last month's column discussed the need for being vaccinated against influenza. Dealing with the common cold, on the other hand, is not quite so simple. It can be caused by more than 200 different viruses and, further complicating matters, the cause of nearly half of all colds still remains unidentified.

Unlike the flu, however, colds usually are relatively mild. Among possible symptoms; fever, which typically is over in one to three days; a runny nose and sore throat lasting about seven to 10 days; and coughing, which can go on for two to three weeks. This isn't necessarily bad—unless it keeps you awake at night—because coughing clears mucus from the airways.

By far the best way to increase the odds of avoiding getting a cold is to practice proper hand washing techniques, meaning soap and running water; rubbing hands vigorously together for at least 10 to 15 seconds; washing all surfaces—fingers, palms, back of hands, between fingers, under fingernails; rinsing thoroughly with running water; drying with single-use paper towel.

Another suggestion is to try an alcohol-based hand sanitizer; studies have shown this to be 1,000 times more efficient than soap and water for killing germs, according to The Centers for Disease Control.

But . . . colds happen. When they do, over-the-counter medications can provide some relief of symptoms. They won't cure or shorten the duration of a cold, however, and neither will antibiotics, which treat bacterial infections, not the viruses that cause the cold.

In fact, taking an antibiotic for a cold is potentially harmful. Using antibiotics when they are not needed can lead to development of resistant bacteria which then requires stronger and higher doses to be killed.

See your health care professional, of course, if cold symptoms linger and worsen and/or if there is concern that the infection indeed is bacterial and not viral.

Are you quiz ready? *(from page 5)*

1. Coffee overcomes the effects of drowsiness while driving. FALSE

Stimulants are no substitute for sleep. Drinks containing caffeine, such as coffee or cola, can help you feel more alert, but the effects last only for a short time. If you are seriously sleep-deprived, even if you drink coffee you are still likely to have "micro-sleeps"—brief lapses that last four to five seconds. At 55 miles an hour, that's more than 100 yards, and plenty of time to kill you—or someone else.

2. I can tell when I'm going to fall asleep. FALSE

If you're like most people, you believe you can control your sleep. In a test, nearly four-fifths of people said they could predict when they were about to fall asleep. They were wrong. The truth is, sleep is not voluntary. A drowsy person can fall asleep, never even know it, and also not know how long he/she has been sleeping.

3. I'm a safe driver so it doesn't matter if I'm sleepy. FALSE

The only safe driver is an alert driver. Even the safest drivers become confused and use poor judgment when they are sleepy. In order to be a safe driver you must have your eyes open—and that means staying off the road when you're sleepy.

4. I can't take naps. FALSE

Some people insist they can't nap. Yet even those who say they are not tired may quickly fall asleep in a darkened room if they have not been getting enough sleep. If you think you can't nap, pull over and relax for 15 minutes anyway. You may be surprised at how easily you fall asleep once you give yourself the chance. There is good scientific evidence that naps can help promote alertness.

5. I get plenty of sleep. FALSE

Many people really aren't getting all the sleep they need. If you said "True," ask yourself; "Do I wake up rested?" The aver-

age person needs seven to eight hours of sleep a night. Going to bed late and waking up early to an alarm clock probably builds up a sleep debt during the week. If you spend eight hours in bed but still feel tired, you may have a disorder preventing you from getting enough sleep.

6. Young people need less sleep. FALSE

Males under 25 are at the greatest risk of falling asleep at the wheel. Half of the victims of fatigue-related crashes are drivers under 25. In one study, 24 percent of the people asked said they had fallen asleep while driving—32 percent of the men and 13 percent of the women.

7. Being sleepy makes you misperceive things. TRUE

Have you ever driven at night and seen something you thought was an animal but it turned out to be a paper bag or a leaf blowing across the road? That's only one of the many ways sleepy drivers misjudge their surroundings. A drowsy driver doesn't think as fast or as accurately as an alert driver and is less able to react quickly enough to avoid a crash.

Welcome to D&T

D&T Trucking Company extends a welcoming hand to the newest member of our independent contractor team, Chuck Miculinich of Rockford, Ill. Glad to have you with us, Chuck, and we look forward to many good loads together.

December anniversaries of service with D&T

CONTRACTORS

- 24 Years - Linn Pfeilsticker
- 18 Years - Anthony Gluch
- 8 Years - Gary Anderson
- 3 Years - Henry Griffith
- 2 Years - Gerald Holmstrom
- 1 Year - Charles Swanson
Joseph Appel, Jr.

Shop Talk

By Mark Wells

As this is being written, we haven't been hit yet at D&T by the first big snowfall of the season. But when it does happen, it will bring the annual challenge of parking in our yard.

The more snow we have, the more important it is to follow "rules of the yard" so that the snow plowing contractor can do his job effectively. Please review the rules below and then cooperate by adhering to them during and after a snowstorm. This will save a lot of time and trouble for everyone—the D&T shop, our drivers, the snow plow—and allow everyone to get around a little easier.

- When dropping trailers, try to park evenly with the trailer(s) next to you. This will allow the snowplow to come right up to the front of the trailers. If your trailer is too far back or too far ahead, there will be snow accumulation in front of the trailers, making it more difficult to drop or hook.

A recipe for avoiding guilt at Thanksgiving meal feast!

Ingesting up to 2,100 calories, 138 grams of fat and 2,800 mg of sodium at a typical Thanksgiving or other holiday meal can leave a person saturated with guilt as well. But, there are ways to experience a feast that is low in fat while still being high in fun. Here are some suggestions from Top Health, the health promotion and wellness newsletter of Wagnild and Associates, Mendota Heights, Minn.

Start with stuffing. Use whole-wheat instead of white bread in the stuffing. Add dried fruit to boost fruit intake and add flavor and texture. Good Choices: cranberries, raisins and apricots.

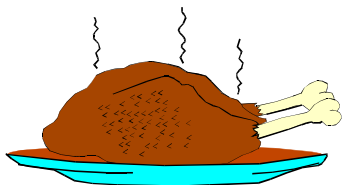
Keep turkey tender—and lean. White turkey breast meat is one of the leanest meats. But choose a turkey that is not self-basted, and baste using fat-free broth to help cut even more calories.

Go for healthier gravy. Use a fat-separator strainer to defat the pan drippings. Chef's secret: Instead of gravy, try a sauce made from 1 cup defatted drippings, 1 cup balsamic vinegar and 3 tablespoons brown sugar.

Skim the side dishes. Top casseroles with almonds, reduced-fat cheeses or a variety of spices instead of fried onion rings. For mashed potatoes, cut back on the butter and add low-sodium fat-free chicken broth.

Trim the trimmings. For dips, sauces and pie toppings, use nonfat yogurt or fat-free sour cream. Avoid trans-fat oils and spreads; try substituting fruit purees.

Discover guilt-free desserts. Use nonfat milk and egg substitutes in the pumpkin pie recipe. Pie crusts are high in calories, so try making one-crust apple pie or serving a tasty fruit crisp instead.



- When you enter the yard with an empty trailer, unhook before going into the office. Then the shop can get the trailer in for service without needing to track you down to have you go back outside to drop it.

- Tractor parking near the building is on the north side of the building only. Please do not park in front of the dock or shop doors, even if you only intend it to be "for a few minutes."

- Electrical outlets are provided on a first come, first serve basis for contractors wanting to park their tractors at the D&T terminal. The outlets are located along the north end of the building and in the northwest corner of the yard. The car parking area must be reserved for automobiles left at D&T.

Thanks in advance for following the above rules. D&T will appreciate it, and so will our snow-plowing contractor.

Happy birthday wishes coming up for . . .

Jeffrey Allguire	December 14
Robert Bailey	December 23
Brandon Bergman	December 28
David Croes	December 3
Christopher Hilgart	December 25
Zbigniew Jarzab	December 22
Alan Posthuma	December 23
Stefan Sienczuk	December 20
Tadeusz Strus	December 20

The D&T Trucking Company



A publication for and about valued D&T Team Builders

Contacts at D&T: Jim Walker

Good stuff. (651) 481-6126
jim@dttruck.com



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

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



The time has come for winter skidding reminder

If you think you saw this story before in the Crossroads, you're right. But . . . please keep reading, because the subject of controlling skids during winter driving is too important not to be repeated. Even professional drivers appreciate the need for a seasonal reminder; they especially understand the potential danger when snow begins to fall.

Most skids occur when tires lose their bond with icy, snow-packed or wet pavement; skidding then is caused by excessive braking or acceleration. Loss of control of course can occur on dry pavement as well. Also, foreign objects such as sand, gravel or wet leaves can create the same dangerous problem.

D&T's safety-conscious contractors know that measures can

be taken to counteract or avoid various types of skids. The most effective braking, for example, is applied just before the point of wheel lockup. Reduced speed gives tires more grip on the road surface. And certainly slowing down well in advance of other vehicles and intersections, curves, railroad crossings, etc. will further reduce the possibility of winter skidding.

Utilizing appropriate control measures (see accompanying table) if and when you start skidding could help prevent a serious situation. So please review the precautionary information, and if you have any other suggestions or tips from your own driving experiences, the Crossroads will be happy to print them.

Type of Skid	Table of Control Measures		
Front Wheel Skid	Off the Brakes		
Drive Axle	Declutch	Off the Brakes	Countersteer
Trailer Wheel	Off the Brakes		Countersteer
All Wheel	Declutch	Stab Brake	Countersteer
Power	Declutch	Off the Fuel	Countersteer
Spin-out	Declutch	Slow Down (No Brakes)	Countersteer
Hydroplaning	Slow Down Use Extra Caution When Running Light, Empty or Bobtailing		

Declutch means to push in the clutch. Countersteering means to steer in the direction of the skid or to steer in the direction you want the tractor to go.

5 South Owasso Boulevard
Little Canada, MN 55117

D&T
TRUCKING COMPANY