



CROSSROADS

A Publication For And About Valued D&T Team Builders

NOVEMBER 2006

A suggested Thanksgiving list of thoughts to consider this year

Be thankful . . .

FOR waking up each morning with the ability to enjoy new opportunities.

FOR having clothes to wear and food on the table.

FOR the privilege of living in this country.

FOR the challenges of maintaining a home, because that means we have a home.

FOR family, friends and neighbors who care about us.

FOR the satisfaction that comes with having a job.

FOR the right to say what we think, vote for whom we want, and worship as we like.

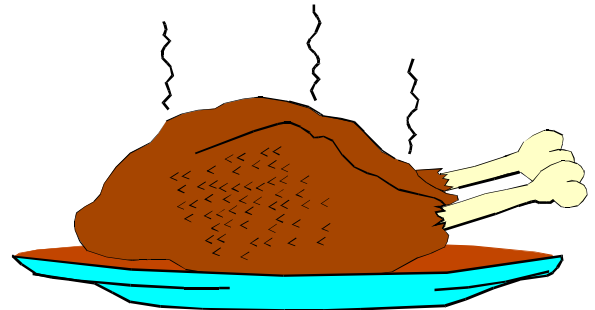
FOR the sounds and sights of laughing children, who are the future.

FOR the choices we can make with hope, optimism and attention to the welfare of others.

FOR the people who put their lives on the line to help keep us safe.

FOR medical progress that can mean longer, healthier lives.

FOR having the knowledge and understanding to count our blessings.



Closing day

Naturally the offices of D&T Trucking Company will be closed on Thanksgiving Day, Thursday, November 23. If you're traveling to a family celebration or on the road over the holiday weekend, please be sure to exercise your professional defensive driving techniques. Enjoy the Thanksgiving meal and, remember, don't overeat (good luck on that one!).

P.S. How about taking pictures at the turkey day celebration. The Crossroads would look forward to using your photos in our next issue.

Liberty Mutual offers safety tips for avoiding accidents

Misplaced confidence—or overconfidence—of drivers can contribute to vehicle crashes, according to Liberty Mutual, the insurer for D&T Trucking Company. Many people tend to exaggerate their ability and view themselves as capable of controlling whatever happens to them on the road, Liberty Mutual points out, and they characterize their driving skills as “much better or better than average.”



Skills of course are greater, research shows, for the professional driver, who has much more understanding and experience about avoiding crashes than does the typical motorist. Even so, those in trucking are human, too, and some indeed can fall victim to overconfidence. Thus the D&T insurer continually emphasizes critical factors in crash and injury prevention, such as assessing how one drives and reacts to others on the road; realizing vehicle limitations; and properly maintaining the vehicle.

Liberty Mutual describes itself as “in the business of helping people protect the things they own and cherish,” adding that, for more than 90 years, its on-going mission has been to “help people live safer, more secure lives.” With that goal in mind, it promotes these 16 safety tips.

- Don't tailgate—it won't result in getting to the destination any faster.
- Make it a habit to signal intentions early—in normal driving conditions, five to eight seconds before turning or changing lanes.
- Size up the whole scene; rather than just looking exactly in front, look 10 to 12 seconds down the road to where trouble spots are potentially present.
- Know how to use anti-lock braking systems (ABS) effectively, meaning being aware of conditions that affect braking; slowing down prior to braking and applying the brake firmly; holding it firmly during the entire stop; not pumping the brakes; and never driving aggressively.
- While “green” does mean GO, first make sure the intersection is clear (many side-impact accidents occur as a result of people not stopping for red lights).
- Adjust mirrors to reduce that blind spot next to your vehicle.
- Stay focused at the wheel—wandering eyes-and-mind distractions are a factor in 25 to 50 percent of all vehicle crashes, according to the National Highway Traffic Safety Administration (NHTSA).
- Since driving is a full-time job, pull safely off the road and out of traffic before using the cell phone; studies have shown that drivers are four times more likely to be involved in a crash when on a cell phone.
- Avoid solar glare by having sunglasses handy when the sun rises and when it sets.
- When windshield wipers are on, the headlights should be, too; in many states that's the law, because headlights not only increase visibility, of course, but also help other drivers to see you.
- Keep windows clear.
- Don't use cruise control when the roads are wet—in snow, ice, slush or rain, it is necessary to reduce power and wheel spin in order to maintain control of the vehicle.
- Buckle up every trip. . . every time. Seat belts are the most effective means of reducing the number of serious injuries and fatalities and are estimated to save more than 11,000 lives each year.
- Watch your speed; speeding is one of the most prevalent factors contributing to traffic crashes, reports the NHTSA.
- Check tire pressure and treads at least once a month.
- Watch out for road rage and back off from a driver exhibiting aggressive behavior; while you can't control the actions of other drivers, you can control your own.

October was their anniversary of safety

Each month there are independent contractors of D&T Trucking Company who have reached their particular anniversary of safety—that is, being accident free with D&T for the specified period. October was the Safe Driving Achiever month for the following:

- 4 Years – **Dean Dobberfuhr**
- 2 Years – **Joe Lang**
- 1 Year – **Jason Carolan**
Calvin Johnson
Terry Johnson

We applaud them all for consistently “thinking safety and driving safely.”

Always buckle up the correct way

It's a proven fact that seat belts save lives. . . BUT. . . they have to be used to do it! And they should be used correctly, which is why the National Highway Traffic Safety Administration (NHTSA) recommends these seat belt basics:

- Adjust the lap belt to fit low and tight across hips/pelvis, not the stomach area.
- Place the shoulder belt snug across the chest and away from the neck.
- Never place the shoulder belt behind the back or under the arm.
- Sit 10 inches away from the steering wheel.

It also is recommended by NHTSA that a seat belt should always be worn in a vehicle equipped with an air bag because, without the seat belt, the deploying air bag can increase injury. This suggestion, however, goes without saying, since the rule—air bag or not—is always to buckle up and to do it correctly.

Quoting the Contractor . . .

(Editor's note: The Crossroads is always interested in hearing what our independent contractors have to say; this publication is your "voice," too. For this continuing series of periodic interviews, we talked to Greg Grunert of Nekoosa, Wis).

"I've been (of all things) a licensed funeral director and a manager in the grocery business and even drove a school bus briefly. But what I always wanted to do was get into trucking, so when I was in my 20s—I'm 43 now—I went to Driving School and then was a company driver for three years. But I wanted to be my own boss and for the last 12 years have been an owner-operator.

"Last year my goal was to lease on with another company by or before the summer (of 2006). I knew Paul Kruske, a good friend who joined D&T, and he referred me here. Before coming here, I talked to Bill Lundquist and Jim Walker and was impressed with the straight-up professionalism at D&T. I also knew and talked to Jimi Parranto, as good a guy as there is, and to other drivers, and leased on in February of 2006.

"I found what I wanted when I was looking for another company, meaning a place where you're treated well, a more professional carrier with a full-time sales force and a diversified customer base and regional runs. I also wanted to know about revenue per mile, too, of course. Paul told me about all of these things, and all my questions were answered, and I have been happy here. I like the way D&T is run.

"My truck is a new International 9900I. I couldn't run my old truck for as long as I want to stay in trucking (about 10 more years) and, to me, it made more business sense to buy new instead of getting a used truck. I crunched the numbers—the value in a used truck, and the warranty, wasn't there for me. I have a good handle on my costs—a college business degree has helped me there—and have set up my own accounting method and really do everything except year-end taxes, for which I use a CPA.

"My driving record is good. Never a chargeable accident. Always on time. My philosophy is. . .don't get riled up. Have your trip planned, keep your cool, don't be in a rush. That's when bad things happen."



Greg Grunert and his new truck.

'Gettin' in Gear' has relevance for trucking industry

For some time now, the Crossroads has been carrying articles about "Gettin' in Gear: A Wellness, Health and Fitness Program for Commercial Drivers." The reason for this attention can be summarized basically with four statements.

1. Health behavior patterns are related to safe driving practices.
2. CMV driver health is important to ensure alert driving for overall safety on the nation's highways.
3. People who are fit generally have higher levels of productivity, fewer illnesses and injuries and lower medical expenses.
4. Commercial drivers themselves are aware of—and have concerns about—their health and want to do something about it.

Among comments received from several driver focus groups and surveys were a hope to live a longer, productive life; desire to lose weight; worries about heart disease, high cholesterol, high blood pressure and poor diet; realization about not getting enough exercise and regular sleep and rest; and the need to reduce stress.

Such responses confirm the relevance of Gettin' in Gear. The program, which is available to independent contractors of D&T Trucking Company, identifies health, wellness and fitness problems in the industry and provides comprehensive information and assistance in dealing with them.

The key to success of the program of course starts with the willingness of the individual to make changes in his/her life. And research shows that CMV drivers do indeed have that attitude.

"So we are happy to offer the Gettin' in Gear program to our contractors," said Jim Walker, Director of Safety and Compliance for D&T, "and encourage them to take advantage of the opportunities to benefit themselves."

THE TALLADEGA SUPERSPEEDWAY. . . AN UNFORGETTABLE 'SITE TO SEE'

*And You Could Be There As The Lucky Contractor
Who Wins A Free Trip For Two
To The NASCAR Race!*



*Enter This Popular
SPECIAL REFERRAL PROMOTION*

By Referring A Driver To D&T.

*The More Contractors You Refer, The Better The
Chances Of Your Name Being Drawn*

**\$ Bonuses, Too, So Everybody's
A Winner Just By Entering!**

Their birthdays are coming up

Jeffrey Allguire	December 14
Robert Bailey	December 23
Brandon Bergman	December 28
David Croes	December 3
Zbigniew Jarzab	December 22
Steven Keuntjes	December 10
Alan Posthuma	December 23
Stefan Sienczuk	December 20
Tadeusz Strus	December 20



Happy birthday to all!

Don't be left 'in the dark' about night driving

With daylight saving time gone for the year, people have quickly noted how early in the evening the outside is filled with darkness. Naturally this also results in an "earlier" morning. As for how all this affects the professional truck driver, that depends on schedules, but in any case a significant percentage of the professional's driving takes place in the dark.

Night driving poses its own unique challenges; the daytime hazards of busy, congested roadways are replaced by another set of problems, including reduced visibility, possible increased fatigue and impaired performance of other drivers. Consequently driving in the dark can be dangerous—more dangerous than some might realize.

Roughly a third of all driving is done after dark, but it accounts for more than two-thirds of all accidents. Another statistic to remember is that most fatal accidents happen at night; traffic death rates are three times greater at night than during the day, according to the National Safety Council.

One obvious cause is that the human eye just doesn't see as well at night. Ninety percent of a driver's reaction depends on vision, and vision is severely limited in darkness. Depth perception, color recognition and peripheral vision are compromised for everyone after sundown, and older drivers can have even greater difficulties seeing at night.

Fatigue is always a factor when it comes to safe driving, but that can be especially true at night. Among warning signs are frequent/repeated yawning, drowsiness, loss of visual focus, heavy/drooping head, stiff or sore neck muscles, poor memory recall and bad driving decisions.

But having stated the problem inherent in night driving, drivers don't have to be "in the dark" about the solution. D&T independent contractors and other truly professional truck drivers take necessary measures in advance, including getting sufficient rest before heading out. They also stop for a rest or a little exercise to "wake up" if there are warning signs of fatigue.

Here are some other ways to prepare for night driving and to help avoid becoming a "statistic."

Take care of your eyes. Get eye examinations regularly and, for those wearing glasses, be sure that lenses are not dirty or scratched. Observe night driving safety as soon as the sun goes down (twilight is one of the most difficult times to drive, because eyes are constantly adjusting to the increasing darkness).

Plan the route in advance. Be as familiar as possible with the route to your destination; check on hazards (such as construction) that may be present; know the location of rest stops.

Do a thorough pre-trip inspection. Pay special attention to headlights, clean windshield, wiper blades, turn signals and brake lights.

Watch out for other road users. Extra caution should be used around closing times for bars and taverns; drunk drivers are much more likely to be out at that point. Keep an eye out for impaired or erratic driving (vehicles that weave from lane to lane, stop without reason, are constantly changing speed, etc.).

Finally, of course, drive safely yourself. That includes driving at a safe speed, not overdriving the headlights, using visual scanning techniques, maintaining proper following distance and remaining alert at all times.

The Customer Comments ...

(Editor's note: D&T Trucking Company's positive relationship with customers sets the stage for interviews in which they respond to questions about their company and our role in meeting their needs. Commenting for this issue: Harry Wilson, Transportation Manager Northeast, Tropicana Products, Jersey City, N.J.).

"This (in Jersey City) is a 250,000 square foot Distribution Center serving the northeastern United States and mid-Atlantic area. Product comes in by rail from our two production plants in Florida—five trains a week, 45 cars per train. From here we ship about 75 million cases annually; that accounts for 52 percent of Tropicana's total orange juice volume.

"We have a private fleet in Jersey City to deliver to the metropolitan area. For over-the-road, I use nine common carriers, including D&T Trucking Company. D&T has been hauling for us for years—starting even before I became Transportation Manager six years ago. In all I've been here for 18 years, working in various roles, including warehouse operations, dispatch, driving a little, before taking my current job. My background has given me a good mix of what goes on, what's required, on the job.

"The motor carriers we use are picked from factors such as rates; availability and cleanliness of equipment; service levels, meaning being on time, among other things; and how they interact with our customers. If a driver for some reason is belligerent with a customer, that carrier won't be hauling freight for us anymore. But actually, most of our carriers, like D&T, are long term. I'm proud that the nine I'm using have been here for as long as I've been on the transportation side.

"Carriers are graded monthly on their performance. But in grading, we take into consideration situations for which the carrier was not responsible, such as if loading was delayed by a product shortage at the facility, or if weather was a factor. We believe in working with our carriers, treating them right, trying to make it a partnership, 'how can we help you, how can you help us.' If there's a problem, we talk. If there's an issue, we work together on it. This makes life easier for everyone.

"We work very well with D&T, with Meredith (Helm) and Phil (Caspersen). Phil called me awhile back, letting me know that you were having more freight in-bound into our area and looking for loads coming out. I told him, 'you have equipment available here and I'll give you work.' Lately your volume of Tropicana loads to Pennsylvania, to the Pittsburgh area, has about doubled.

"D&T is doing a very good job for us. You're on time, you have clean equipment, and your drivers have pride in what they do."

Keep the holidays safe and joyful

The upcoming holidays should be a joyful, peaceful time of year, but statistics show that it can also be a dangerous time. The American Red Cross therefore encourages everyone to "not take a holiday from safety" by following these sample tips.

Keep Christmas trees fresh

Place your tree away from heat sources and exits, and water it daily. For an artificial tree, make sure it is fire-retardant.

Decorate only with flame-retardant or non-combustible materials

Avoid using candles during parties. Check ashtrays, upholstery and trash cans for smoldering cigarette butts (although NO SMOKING would be better) after any holiday party.

Inspect fireplaces and wood stoves

Have chimney connections and flues inspected by a professional and cleaned if necessary. Burn only wood—never burn paper, discarded gift wrap or pine boughs.

Be mindful of hanging stockings

As obvious as this might be, do not use the fireplace for fires if you plan to hang stockings there.

Prepare the vehicle before hitting the road

Let someone know your route, final destination and expected arrival time. Also, make sure there is a disaster kit, including first aid supplies, in the vehicle.

Dress appropriately for outdoors

Make sure all parts of your body are properly covered in extremely low temperatures.

Avoid cold weather illnesses

Recognize the symptoms of serious conditions such as hypothermia and frostbite. Among hypothermia symptoms are confusion, dizziness, exhaustion and severe shivering. Warning signs of frostbite include gray, white or yellow skin discoloration.



On the Lighter Side . . .

COMPUTER ERROR

For some reason the department store clerk's computer was not accepting the couple's preferred store-customer card. Leaning over the counter to peer at the screen, the wife said, "Well, I see what might be the problem. The computer shows that my birth day was November 25, 1865."

"Yep, that's wrong," her husband agreed with a sly grin. "She was born in October, not November."

* * *

NOTE THE TIMES

Local obituary announcement for a man who had owned a chain of movie theaters: "Funeral services will be held Tuesday at 12:20, 2:40, 5:00 and 7:20."

* * *

PRICE TAG

Two tourists wanted to take a cruise on the Sea of Galilee but were astounded at the price quoted by the boat operator. "That seems awfully high to me," one of the tourists said.

"But remember," the operator quickly responded, "these are the waters on which Christ himself walked!" The tourist shook his head and said, "Well, I can understand why, considering how much it costs to take the boat."

* * *

THANKS FOR CALLING

While waiting for the crowd to thin out after a football game, Ronald spotted a cell phone that some fan had left on the seat. He picked up the phone, scrolled through the saved numbers, came to "Mom," and decided to push "send."

A woman answered, and Ronald explained what had happened. But before he could proceed any further in making arrangements to return the phone, the woman thanked him and hung up. A few seconds later, the cell phone rang.

"Jerry," the voice on the other end said. "It's your mother. You left your cell phone at the game."

* * *

ASKED AND ANSWERED

Frances was obviously well tranquilized when she arrived at the radiology office for some abdominal x-rays. But the doctor nevertheless had to ask her a series of questions, all of which generated groggy responses. Finally she came to the end of her list.

"Now Frances," she said. "Just one more question, and we'll begin. Can you pinpoint for me where your pain is right now?"

Through her sedated fog, Frances answered, "Yes, I'm sure he's at work."

* * *

FASCINATING LECTURE

Posted outside a classroom at the University Medical School was the title of the lecture scheduled that morning: "Surprises in Obstetrics." Beneath it someone with a sense of humor had scrawled in a subtitle: "Mary had a little lamb."

Name-dropping

D&T independent contractor **Lavern Pflughoeft** underwent a roadside inspection in October, and the Crossroads is pleased to report that Lavern passed inspection with no violations. It's another sign of his professionalism, and we thank him for it.

* * *

The contractor team has another new member, **Erik Hollenback** of St. Paul, Minn. Glad to have you with us, Erik. D&T looks forward to a mutually beneficial association, which is no doubt your thought as well!

* * *

Erik by the way was referred to D&T by **Lloyd Schofield**. And therefore, under D&T's contractor referral program, Lloyd has just earned himself a bonus of \$250. Other contractors: please note this reward as well as the fact that the program continues to pay bonuses quarterly, for one year, to the referring contractor at the rate of one cent per mile for each mile driven by the referral. It's "found money," and all you have to do to find it is recommend contractors to D&T, so why not climb aboard the program!

Deadline reminder

There's still time—the deadline is December 1—to make your contribution to the annual Trucks & Toys drive on behalf of children throughout this area. Bring in an unwrapped gift to D&T or, if you prefer, cash or check with which presents will be purchased. The assembled collection will be consolidated with those at other locations and distributed to grateful families. Their joy will be a wonderful gift to givers this Christmas season.

December anniversaries of service with D&T

CONTRACTORS

- 25 Years - Linn Pfeilsticker
- 19 Years - Anthony Gluch
- 9 Years - Gary Anderson
- 3 Years - Gerald Holmstrom
- 2 Years - Charles Swanson
Joseph Appel, Jr.
- 1 Year - Paul Kruske

STAFF

- 21 Years -
Ralph Setterlund

Shop Talk

By Mark Wells

Coping with cold weather-related equipment problems

Preventive maintenance goes a long way towards reducing cold weather-related equipment problems. Nevertheless, occasionally problems are unavoidable. Air systems and brakes freeze up and reefer units sometimes fail to start. Here are a few tips to help cope with some of the more common problems.

When trailer wheels are locked up, it's usually one of two things. The best way to determine the cause is to open the drain cock on the bottom of the air tank. When opened, a steady volume of air at high pressure should be evident. Little or no air escaping through the drain cock indicates that no air is getting through the control valve. Normally, adding air line de-icer to the system through the red (emergency) gladhand will clear the blockage, although it may take several minutes. I urge everyone to keep a bottle of air line de-icer in his or her truck during the winter.

If there's good air supply to the air tank and one or more wheels won't turn, it's most likely that the brake shoes are frozen to the drum. To get them to release, set the tractor parking brake and release the trailer parking brake. Using a large hammer, give the brake shoes a sharp rap. When the bond between the shoe and drum breaks, there is usually a noticeable "pop." Every time you move a trailer that's been parked, turn slightly each direction and use your mirrors to

check that all the trailer wheels are rolling. Dragging tires only a short distance is enough to ruin them. Normally, damaging tires by dragging them is considered negligence and contractors will be charged for their replacement.

With gear reduction starters and glow plugs, refrigeration units will start reliably until temperatures fall to about 10-15 degrees below zero. If a unit starts and dies, use the alarm and clear keys to clear any fault codes from the micro-processor. Several alarm codes will prevent the unit from starting until they are cleared. When all the alarm codes are cleared from memory, the display will show "00" when the alarm key is pressed. Once all alarm codes are cleared, attempt to restart the unit. Obviously, if the battery is weak or dead, the unit will require a jump-start. Connect the jumper cables in the usual manner, and check to be sure that all alarm codes are cleared before attempting to restart the unit. Under no circumstances are starting aids such as ether to be used on Thermo King engines. If attempts to get a unit started are unsuccessful, contact the shop or your dispatcher. They can direct you to the nearest Thermo King repair facility.

A couple of things can help ensure that a running refrigeration unit will stay running.

1. When the ambient temp drops below zero, Thermo King recommends operating the unit in the "continuous run" mode. Check with the D&T shop if you are unsure how to switch operating modes, we'll be happy to review it with you.
2. Try to get blended fuel when purchasing fuel on the road.

Did you know that. . . Mom was right?

Remember all that health wisdom that your mother (or grandmother, perhaps) used to dispense? Well, it turns out that Mom might well have had some good ideas, as indicated by modern research.

"Got a cold? Have some chicken soup."

A popular remedy of long standing—dating back centuries, actually—chicken soup may really help relieve cold symptoms. Researchers have noted that the steam and substances in chicken soup appear to open up congested noses and throats. Moreover, the soup also provides liquid, which is important in fighting infection.

"An apple a day keeps the doctor away."

It just might, and this eating habit may even help people live longer. Apples are rich in antioxidants and provide soluble fiber that may help lower one's cholesterol. In a British study, people who ate fruit often were far less likely to die from stroke and heart disease than those who ate fruit just once a day.

"Breakfast is the most important meal of the day."

Breakfast not only breaks the "fast" and "fuels" the morning but also appears to aid in controlling weight. The National Weight Control Registry has found that eight out of 10 people who have maintained a 30-pound weight loss for five years or more eat breakfast every day.

So while the old remedies and advice are not a total substitute for the wealth of knowledge and information available from today's health experts, there is still a valuable moral to this story!

Listen to your mother!

The D&T Trucking Company



A publication for and about
valued D&T Team Builders

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Member

Highway to Health

With Thanksgiving coming up, it might be appropriate here to suggest that the turkey should be stuffed, not the person. Such advice is not easy to follow, of course, because there are so many tempting selections to sample. And sample. And sample some more.

At a typical Thanksgiving or other holiday meal, one normally might swallow up to 2,100 calories, 138 grams of fat and 2,800 mg of sodium. To illustrate the extent of excess, take sodium for example. The recommended daily intake (for all meals combined) is 2,300 milligrams for ages 50 and under and 1,500 mg or less for those with high blood pressure. Similarly, the large quantities of calories and fat are causes for concern.

However, holiday meals do not have to leave people saturated with guilt as well as those other bad things. There are ways to experience a feast that is high in fun while still being, for instance, low in fat. Here are some suggestions.

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-basting, 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.

In addition to contributing to better health, such suggestions might save someone a trip down heartburn alley. And for those suffering from acid reflux disease—an estimated 60 million Americans do, to one degree or another—eating less and avoiding fat (one of the triggers of acid reflux) can be an extra Thanksgiving bonus.

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TRUCKING COMPANY