

# CROSSROADS

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

**OCTOBER 2005**

## **Fatigue management: good for business, good for everyone**

For anyone spending lengthy periods over the road, fatigue is a concern. Various studies through the years by the Federal Motor Carrier Safety Administration (FMCSA), AAA Foundation for Traffic Safety and other organizations and groups, public and private, have confirmed the threats to safety from a driver who is physically or mentally tired, sleepy, drowsy and generally not alert as to what is going on around him/her.

Accidents on the road can be catastrophic on a personal level. And for the trucking industry, they lead to loss of revenue for motor carriers, shippers and truck drivers and their families; if cited or fined, drivers risk losing their CDL and their livelihood.

On the other hand, the industry and individual companies such as D&T are committed to enhancing highway safety through information and education programs and training that are designed to control driver fatigue. The result of maintaining alertness is improved productivity. Safety performance lowers operating costs and, besides being good for business, is a good idea for the welfare of the people personally involved.

The Crossroads in future issues will have more stories on the subjects of fatigue, sleep disorders, alertness, problem causes, strategies, etc. But for now, a first step in combating a potential threat is to recognize symptoms in ourselves. A driver noticing or feeling any of the following is probably seriously fatigued and should at least stop and take a nap.

- Eyes closing or going out of focus.
- Trouble keeping the head up.
- Can't stop yawning.
- Wandering, disconnected thoughts.
- Doesn't remember driving the last few miles (being on "autopilot" is a sign of inability to maintain alertness and attention).
- Missing an exit or a sign you were looking for (another failure of attention).
- Drifting out of your lane, perhaps onto the shoulder.
- Speed that has become variable or unstable.
- Being surprised by the actions of other drivers (meaning missing early clues to their intentions that you would normally pick up when fully alert).

Professional truck drivers of course are well aware of the aforementioned dangers. Moreover, those who have participated in studies about alertness and fatigue management have enthusiastically endorsed the effort, according to the FMCSA, adding that "this is impressive, given that these were largely seasoned long-haul drivers who appeared not to be inhibited about reporting that they can still learn about fatigue and ways to manage it."

D&T Trucking Company looks forward to the receptiveness of our independent contractors as well in continuing to deliver a positive and vital message of importance to all of us.

## **Honored for their years of safe driving**

Mentioned in this month's issue are independent contractors who were Safe Driving Achievers for the third quarter of the year. Also, there are contractors who during a particular month completed a specified number of years during which they were accident free.

They especially deserve to be singled out, and so for September the Crossroads honors the following for their anniversary years of safety achievement.

**9 Years - Jerry Long**

**2 Years - Frank Collins**

**4 Years - Jerry Scheidt**

**- Roger Lee**

**3 Years - Garry Meyers**

**- Derrick Stout**

**- Stefan Sienczuk**

**1 Year - Steven January**

# Performance professionalism isn't taken for granted

Continuing the long-standing policy of recognizing the quarterly performance of our independent contractors, we are pleased to list here the Safe Driving and On-Time Achievers for the third quarter of the year.

Everyone—the staff of D&T Trucking Company, our customers, the contractors themselves—expects professionalism. But that doesn't mean that accomplishments should be taken for granted, and they are not at D&T. Naming the

achievers who delivered every load safely and on time throughout the particular three-month period, and rewarding them in other ways such as with savings bonds and bonus points redeemable for gift items, demonstrates the appreciation for a job well done.

The trucking industry serves the public extremely well, and the performance of drivers such as those listed here is what makes that service possible.

## 100 Percent Safe Driving Achievers, Third Quarter, 2005

Curtis Alford	Lukasz Daniel	Artur Karwat	Norman Potter
Jeffrey Allguire	Dean Dobberfuhl	Todd Kohnen	Duane Rubner
Gary Anderson	Pawel Dzimira	Kenneth Kosbab	Waldemar Satola
Joseph Appel	Philip Frerich	Leonard Ladner	James Schira
Joseph Appel, Jr.	Wojciech Gawiec	Joe Lang	Joseph Schumacher
Robert Bailey	Wayne Goldsmith	Theodore Larson	Jordan Scheidt
Royce Beek	James Grey	Roger Lee	Lloyd Schofield, Jr.
Carlyle Berhow	Paul Green Jr.	Jerald Long	Arthur Scott
James Boyer	Henry Griffith	James Long	Earl Shrader III
John Bracelen	Grace Griebel	Michael Lyons	Stefan Sienczuk
Lucian Bunas	Mark Guenther	Frank Mackes, Sr.	Milton Simmons
Donald Burton	Paul Haston	Garry Meyers	Gary Stewart
James Caldwell, Jr.	Evelyn Heldt	Michael Mihes	Derrick Stout
Jason Carolan	John Heldt	John Mischler	Jimmy Stout
Ralph Castillo	Christopher Hilgart	Carl Morse	Tadeusz Strus
Paul Christle	Gerald Holmstrom	Shawn Nelson	Charles Swanson
Wojciech Cichaczewski	Brian Hoppenrath	Charles Noll	Piotr Swiatek
Francis Collins	John Hostetler	Mariusz Okula	Mariusz Sycewicz
David Croes	Steven January	Milton Olson	David Taft
Mark Crom	Zbigniew Jarzab	William Paul	David Wallace
Andrzej Dajwowski	Nathan Jensen	Steven Petersen	John Wall
Urszula Dajwowski	Ryszard Jucha	Linn Pfeilsticker	Richard Wallace
		Harold Pflughoeft	Timmy Wallace
		Lavern Pflughoeft	Donald Warner
		Svetoslav Popov	Pawel Winiarz
		Alan Posthuma	Daniel Zielinski

### Compliments to Carl

There was a story in the September issue of the Crossroads that listed D&T independent contractors who most recently passed roadside inspections with no violations. One name was inadvertently left off the list. Carl Morse had a clean inspection in July and should have been included in the story. Our apologies, Carl, and our compliments, too, for your accomplishment.

# Americans should ‘wake up’ to their sleep problems

The 2005 “Sleep in America” poll conducted by the National Sleep Foundation (NSF), an independent non-profit organization based in Washington, D.C., shows that sleep “is the great American divide”; half of the country sleeps well, but millions of other adults sleep poorly, ignore their sleep problems and suffer the consequences.

“Poor sleep takes a toll on nearly every facet of our lives,” reported the NSF, “from our most intimate relationships to our performance in the workplace and behind the wheel.”

With regard to “behind the wheel,” the poll revealed what NSF called “an alarming increase in drowsy driving.” Sixty percent of those licensed to drive said they have driven drowsy in the past year. That means approximately 115 million people have been sleepy behind the wheel, the highest rate of drowsy driving since the 1999 NSF Sleep in America poll.

And in another troublesome indicator, more than seven million people reported having had an accident or near accident because they were too tired or actually dozed off while driving.

There were contradictory/denial responses in the poll. Three-quarters of America’s adults reported at least one symptom of a sleep problem, such as snoring or waking during the night, and about 25 percent said sleep problems affect their daily activities. Yet when asked if they think they have a sleep problem, three-quarters of respondents said “no.”

Clear from the results of the poll was the relationship between sleep and health. Adults with commonly diagnosed health conditions (such as high blood pressure, arthritis, heartburn, depression) rarely get a good night’s sleep, are nearly twice as likely to experience frequent daytime sleepiness than those who don’t have the conditions, and are much more likely to be at risk for sleep disorders.

Also confirmed was an epidemic of obesity in this country and how that affects sleep: Two-thirds of adults are overweight or obese based on their calculated BMI (Body Mass Index); those who are obese are significantly more likely to be at risk for sleep apnea than those of average weight (57 percent versus 10 percent); and obese adults are more likely to experience daytime sleepiness (37 percent versus 26 percent).

As a result of the poll, NSF issued a “wake up call to action,” urging America’s adults to pay attention to the quantity and quality of their sleep and to learn to recognize (and acknowledge) symptoms of sleep problems and get them treated. By so doing, people will be happier and healthier, more productive, and safer on the road.

## 100 Percent On-Time Achievers, Third Quarter, 2005

Jim Adams	Phil Frerich	Jerry Long	Art Scott
Jeff Allguire	Tony Gluch	Mike Lyons	Stefan Sienczuk
Dave Antiel	Paul Green	Frank Mackes	Ron Simmons
Joe Appel	Jim Grey	Wojciech Martynko	Marv Soelle
Joe Appel, Jr.	Grace Griebel	Mike Mihes	Gary Stewart
John Bracelen	Henry Griffith	John Mischler	Derrick Stout
Royce Beek	Mark Guenther	Carl Morse	Jimmy Stout
Brandon Bergman	John & Evelyn Heldt	Shawn Nelson	Tad Strus
Carlyle Berhow	Chris Hilgart	Chuck Noll	Charles Swanson
Don Burton	Ed Hohneke	Mariusz Okula	Piotr Swiatek
Jim Boyer	Brian Hoppenrath	Willy Paul	Mariusz Sycewicz
Jim Caldwell	Gerry Holmstrom	Steve Petersen	Dave and Mary Taft
Jason Carolan	John Hostetler	Linn Pfeilsticker	John Wall
Ralph Castillo	Steve January	Harold Pflughoeft	Dave Wallace
Paul Christle	Nathan Jensen	Lavern Pflughoeft	Rick Wallace
Wojciech Cichaczewski	Cal Johnson	Svetoslav Popov	Timmy Wallace
Frank Collins	Rod Johnson	Al Postuma	Don Warner
David Croes	Ryszard Jucha	Norm Potter	Pawel Winiarz
Mark Crom	Todd Kohnen	Duane Rubner	Tryan Winston
Andrzej Dajwlowski	Ken Kosbab	Waldemar Satola	Daniel Zielinski
Lukasz Daniel	Joe Lang	Lloyd Schofield	
Dean Dobberfuhl	Roger Lee	Earl Schrader	
Pawel Dzimira	James Long	Joe Schumacher	

# History repeats itself in Referral Promotion drawing

This spring the Crossroads carried a story about independent contractor Mariusz Okula. The story was headlined, "It's a 'bonus year' for the Okulas" (meaning he and his wife, Justyna), referring to his winning the Special Referral Promotion drawing, a trip for two to the Talladega Superspeedway races; earning other referral bonuses; and being featured (in May) in the 2005 Working Class Pride and Polish calendar.

The last sentence of the story began, "So while Okula might not be lucky enough to have his name drawn for a prize again . . ."

Who knew?

The winner of the latest Special Referral Promotion drawing September 30, for a \$1,500 award, was, as you might have guessed, Mariusz Okula.

History does indeed repeat itself.

The result was "a surprise," commented Mariusz in what might be a masterful understatement. Asked what he will do with the extra money, "I don't know yet," he said.

But considering that he keeps referring drivers to D&T, and continuing with the last sentence of the earlier story . . ."there evidently will be continuing rewards—in the form of even more referral bonuses—in his future."

As for what will happen in the next Special Referral Promotion drawing, we are making no more semi-predictions!



*Mariusz Okula was surprised—and happy—about winning his second consecutive Referral Promotion.*

## Wanted: photos from Halloween 'trick-or-treating'

In previous years the Crossroads has run picture spreads of the cute (what else could they be) children and grandchildren of D&T families, all dressed up in their "trick-or-treat" outfits (see accompanying photos from past issues to use as samples/examples and to encourage you this year). With your help, we would like to establish a tradition. So how about participating by sending us pictures from this year's Halloween!



## Safety tips for the scary dressers

- Be sure that the costume, or something on it, can be seen in the dark.
- A parent or other known adult should accompany the children.
- The trick-or-treat contingent will find a flashlight very helpful.
- Children should walk, not run, and stay on the sidewalk or out of the way of traffic.
- Trick-or-Treat should be confined to the neighborhood.
- Stay away from dogs or other animals.
- After returning home with the collection of candy, don't eat any of it until approved by a parent or other authorized adult.



## Quoting the Contractor . . .

*(Editor's note: For this continuing series of conversations with independent contractors of D&T Trucking Company, we talked to Tomasz Garbacz. Tomasz was referred to D&T by Mariusz Okula, who earned \$1,500 for having his name drawn in the latest Special Referral Promotion).*

"I came to the United States from Poland in 1991. We—my wife is Agatha and we have a daughter, Julia, 4—now live in Effort, Penn. in the Pocono area. I got my CDL in 1996, became a company driver in 1997, and have been an owner operator since 2000, when I bought the truck I have now, a 2000 Kenworth W900.

"Mariusz and I met when we were in Brooklyn and have been friends since 1994. We still see each other and talk a lot—he lives in the Pocono area, too, about 10 minutes away from me. After he got his CDL, I helped him learn more about the big truck. We were a team, he drove with me for about two months.

"I quit over the road in 2003. But then, in 2004 (in June), Mariusz leased on with D&T. I had been hearing good things about D&T in the 1990s because I had friends there. Then from Mariusz I heard more good stories about the loads and equipment.

"What I was looking for was a steady job with a professional company. D&T is very well organized, I like to go to Minneapolis-St. Paul and to get back home at least most weekends, and I like that you drop the paperwork and get your money.

"So I came here in the beginning of August (this year) at Mariusz's referral. Now he has won \$1,500. Maybe he should give me about \$500 of that (second editor's note: Although our conversation was over the phone, Tomasz when he said that was smiling and just kidding—we think!)."



*The Garbacz family—  
Agatha, Julia 4, and Tomasz*

## MISCELLANY . . .

### The return of . . .

Three independent contractors who were previously leased on with D&T Trucking Company have returned. They are Calvin Johnson and Terry Johnson of Menomonie, Wis. and Lucian Bunas, Skokie, Ill. Welcome back to all of you.

### Placard alert

In a new regulation, issued effective October 1, non-permanently affixed subsidiary placards without a class or division number can no longer be used in the United States. Instead, a placard displaying a class or division number is required.

### Notice from New York

From the New York State Highway Use Tax unit comes the reminder that all 18th series HUT permits and stickers will expire on December 31, 2005. A 19th series of Highway Use Tax permits and stickers is being issued beginning now (in October).

## We can get through almost everything

Most people from time to time need a boost of motivation, inspiration, encouragement. That's what professional speaker Mike McKinley of Eau Claire, Wis. has done in his "Monthly eMinder" in addition to his personalized presentations on business topics for corporations and professional associations (including the Minnesota Trucking Association).

Here from a recent eMinder is a message with meaning:

"Each of us, on a daily basis, faces turmoil, stress and calamities that alter our planned way of life—an accident, illness, unemployment. We can lie down and stop or we can rise up from our horizontal position and move ahead even though the future looks nothing like our past.

"The recent disaster in the Gulf area is a great lesson for us all. As we reach out to help those affected, may we discover our own resiliency, our own preparedness, and our own strength.

"We are all stronger than we think. We can get through almost everything."

## November anniversaries of service with D&T

### CONTRACTORS

- 14 Years - Michael Lyons
- 11 Years - Joseph Schumacher
- 2 Years - Ralph Castillo
- 1 Year - Joseph Appel, Sr.  
Donald Warner

### STAFF

- 21 Years - Raymond Roiger
- 7 Years - Linda Fales
- 6 Years - Yvette Castillo

# Lawn mower riders: start your engines!

Much like what he finds in his profession, D&T independent contractor Chris Hilgart enjoys riding along, so to speak, in his hobby as well. Only on those occasions he is traveling not over a highway but around an oval.

Racing. Lawn Mowers.

This relatively unusual activity had its start for Chris five years ago when his hometown of Fifield, Wis. was planning its 125th anniversary celebration. Among festivities were lawn mower races, which sounded like fun for six adventurers willing to try it. Two of them, Hilgart included, are still racing, along with about 25 other Wisconsin-based competitors involved in events in the state and elsewhere.

The sport has evolved in the past five years. There is



*Lawn mower racing is attracting increasing interest around the country.*

been adopted—for example, blades are removed, the safety switch must be working and helmet and other proper racing attire must be worn—and there are rules and regulations regarding eligibility of vehicles (they have to be production models) in stock and modified classes. Depending on the class and the track, some races are now run at speeds of 70 miles per hour, if you can imagine that with a riding lawn mower.

Chris has one stock and two modified mowers that he drives in various events. This has been a successful year of competition for him, with seven first-place finishes, five second places and five times in third place, and he is the Wisconsin State Champion for 2005 in the 8.5 horsepower division.

“It’s an expensive hobby, but it sure is fun,” said Chris, who has about \$4,000 invested in his mowers and is now looking for a sponsor to help with future costs.

This isn’t the only Hilgart hobby that “moves.” He is a snowmobiler and also collects and exhibits old snowmobiles; presently there are 35 in his collection. Besides that, he also enjoys water skiing and fishing, the last clearly



*Chris Hilgart (right) in action.*



being literally a change of pace.

The 47-year-old has been in trucking as his profession for 25 years, always as an owner-operator, and has been on the D&T contractor team for the last 15 years. He is a member of the D&T Hall of Fame for his many years of Safe Driving Achievement.

And no doubt with his hobby, his state recognition, and now with national championship aspirations, if the U.S. Lawn Mower Racing Association ever has its Hall of Fame, he would like to be a member of that, too.



*With Chris Hilgart are his and wife Bonnie’s children, Ashley, 3, and William, 7, along with racing trophies that Chris has accumulated.*

now a very active United States Lawn Mower Racing Association sanctioning races through chapters in an increasing number of states, such as Florida, Tennessee, Maryland, Illinois, Michigan and Indiana in addition to Wisconsin.

From a handful of spectators, races now attract crowds in the hundreds or even thousands. A system has been established for determining state and national championships. Strict safety standards have



*That’s Chris (left) in the winner circle.*

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

For each month of the D&T Trucking Company calendar, an independent contractor is recognized for having equipment that is among the most outstanding in the D&T fleet. And further recognition is provided monthly in the Crossroads. It's thoroughly deserved because of the extent to which these contractors have contributed to the quality image and reputation of D&T.



**Jimmy Stout - 1999 Kenworth**

Jimmy Stout is "back in the long haul trucking business." For that, he has his son, Derrick, to thank, which means that Derrick also is responsible, indirectly at least, for his dad being in D&T's 2005 Working Class Pride and Polish calendar.

As Jimmy explains it, his son, also an independent contractor with D&T Trucking Company, "talked me into buying a truck again. And I've found, too," he added, "that this is a good place to be."

So he was glad to have been referred by Derrick to D&T and as of 2004 was back driving with the "pride and polish" that comes with experience. "You have to have a clean, nice-running truck or you're out of business," he stressed. His truck is a "big one," a 1999 Kenworth with 86-inch sleeper and 288-inch wheel base, and draws considerable positive attention.

The reference to returning to long haul trucking indicates that Jimmy is no stranger to the industry. His trucking background goes back to 1969, when he started as a company driver, and he first became an owner operator about 30 years ago. He makes his home is Osseo, Michigan and, in addition to Derrick, has two other adult children and three granddaughters.

## **Be prepared to make a good first impression**

It's often been said that a person doesn't have a second chance to make a good first impression. This truism applies, for example, in relationships with customers; many D&T contractors have commented on the importance of personal appearance and the attractiveness of equipment.

And here's another time when making a good first impression counts: In dealing with roadside inspections or other situations with enforcement personnel. Enforcement has a job to do and naturally looks for clues in doing it. Understanding and accepting this fact of trucking life is a way for drivers to be prepared.

For instance, what would you look for if you were on the other side of the discussion/inspection? What about personal cleanliness. . .an alert person . . . a positive attitude. . .the condition and appearance of truck, cab and sleeper . . . professionally maintained logs and records that demonstrate responsibility . . . knowledge of how to respond to questions and how to act in the particular situation.

All of the above, and more, would be important to you if you were evaluating someone and would be equally important if you're the one being evaluated.

D&T has provided guidelines and checklists for contractors to utilize in advance of inspections, road stops, etc. But professional drivers are also well equipped to develop and follow their own mental and actual checklist.

Being prepared to make a good first impression will provide meaningful benefits down the road.

## *Happy birthday wishes coming up for . . .*

Joseph Apple, Jr.	November 21
Paul Green, Jr.	November 23
Henry Griffith	November 21
John Heldt	November 10
Artur Karwat	November 10
Jay Matykiewicz	November 19
James Walker	November 24



## Highway to Health

There are a number of good things to enjoy about the fall season. But getting the flu obviously isn't one of them, which is an appropriate lead-in for the announcement that it is time for that annual "shot in the arm."

The aforementioned expression of course is, figuratively speaking, a reference to something positive happening, such as receiving a boost of encouragement. For this column, however, the "shot" is a protective vaccination against a contagious respiratory illness caused by influenza viruses.

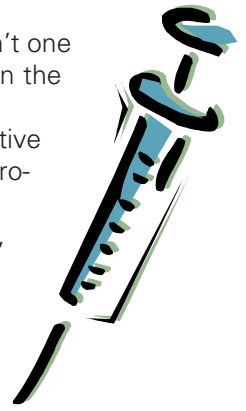
Having influenza (i.e., "the flu") is no picnic. At "best," one might "merely" experience symptoms, including a fever (usually high), headache, sore throat, cough, muscle aches and/or extreme tiredness. At worst, this respiratory disease could lead to complications such as bacterial pneumonia and worsening of chronic medical conditions (congestive heart failure, asthma, diabetes, etc.). It is estimated that five to 20 percent of the population gets the flu; more than 200,000 people annually are hospitalized by it; and 36,000 at high risk die from it or the complications.

Therefore the flu shot is strongly recommended for those at high risk and people who care for them; older age groups; pregnant women; anyone six months and older who needs regular medical treatment; and children six months to 18 years of age who are on long-term aspirin therapy, to mention some of the candidates. Actually, anybody who wants to reduce his/her chances of getting the flu is a candidate (with certain exceptions; ask your doctor), because the single best way to prevent the flu is to be vaccinated each fall, according to the Centers for Disease Control.

Even so, it should be mentioned that the flu shot is not an absolute guarantee that a person will not become ill. For one thing, it takes about two weeks after vaccination for development of antibodies that provide protection against influenza virus infection. So now is the time to be proactive with regard to this important preventative measure.

Last year, if you will remember, there was an initial shortage of vaccine and much scrambling consequently to find a place to get a shot. Eventually the problem was solved, and this year public health officials are hoping that there will be no recurrence: it is possible, in fact, that with several manufacturers stepping up, this flu season could be the first in years with an abundance of vaccine.

Still, don't wait, look around in your area for vaccination locations (large store chains, senior centers, churches, etc. as well as medical clinics) and seek professional medical advice if you have any questions.



### Did you know that . . .

. . . you cannot get the flu from being vaccinated because, health officials say, the vaccine is made from viruses that have been killed first. Flu spreads in respiratory droplets caused by coughing and sneezing. It usually is transmitted from person to person, although occasionally one can become infected by touching something with virus on it and then touching his/her mouth or nose.

Adults who are afflicted may be able to infect others beginning one day before getting symptoms themselves and up to seven days after becoming sick. This means that a person can give someone the flu before knowing that he/she is sick as well as while actually being ill.

## Truck driver diet tips

Mega burgers, gravy and towers of pancakes are hard for anyone to resist, but even seemingly small steps toward healthier eating can reduce the risk of cancer, high blood pressure, heart disease and high cholesterol.

Following are a few tips for drivers from a presentation prepared by Cottingham & Butler's Safety Management Services Co., Dubuque, Iowa and published in Heavy Duty Trucking magazine.

- Beware of menu items featuring gravy or special sauces, or described as "super" or "deluxe".
- Load up sandwiches with lettuce, tomato and onion. Substitute mustard for mayo.
- Instead of potato chips or candy, snack on fruits, vegetables, bread sticks, unsalted sunflower seeds, bagels, part skim cheese (mozzarella or ricotta), or unsalted nuts.
- Drink plenty of water. Instead of soda, choose other thirst quenchers like nonfat milk, buttermilk, unsweetened juices, tomato or mixed vegetable juice.
- Avoid fried foods.
- Choose lean cuts of meat. Eat light or fat-free meat products, or products made of turkey (turkey hot dogs, for instance).
- Try satisfying sweet tooth with low-fat frozen yogurt, a thin slice of angel food cake, raisins, a baked apple, or fresh fruit.
- In the truck carry fresh fruit, single portions of canned fruit and raisins, zippered bags with cut-up raw vegetables, and a variety of "healthier choice" non-perishable snacks.
- Use light or fat-free salad dressing or mayonnaise. Don't drown salads in dressing.
- Eat for nourishment. Before putting something in your mouth, ask yourself if you're hungry—or bored.

## On the Lighter Side . . .

### CANCEL THAT

Since Wally and Mary's house was in a remote and isolated area, she was concerned about possible danger from strangers and intruders. So when Wally saw an interesting promotional advertisement for a security system, he called the company, made an appointment for the next morning, and gave the complicated directions required to find their house.

The company representative never showed up but called that afternoon to apologize and explain. "I got lost and just couldn't figure out where you live," he said. "Could you please repeat those directions so that I can come out tomorrow?"

Thinking for a moment, Wally then replied, "Thanks, but don't bother. I guess we don't need a security system after all. If you couldn't find us, a burglar won't be able to either."

\* \* \*

### HEAR IT NOW

Hilda returned from shopping to discover a card saying that a package requiring a signature was unable to be delivered. Note in hand, she went to the post office and was told that the mailman had knocked on the door and rang the doorbell several times.

"I don't understand," said Hilda. "My husband was home and didn't hear a thing."

The clerk retrieved the package, which Hilda accepted with a smile. "Well, at least I'm glad it's here," she said. "We've been waiting for this for weeks."

"What's in it?" the clerk asked.

"My husband's new hearing aid."

\* \* \*

### EXCUSE OF THE MONTH

Motorist: "I know, officer, I was speeding."

Police officer: "That's right. And besides that, your tail lights are out."

Motorist: "That's why I was speeding. I didn't want to be rear-ended."

\* \* \*

### QUESTION OF THE MONTH

What do you get when you cross a librarian with a lawyer? All the information you have asked for, except that it's impossible to understand.

\* \* \*

### CELL-ING MESSAGE

A woman was chatting away on her cell phone while her cart was partially blocking the supermarket aisle. Realizing that others were trying to get around her, she attempted with considerable difficulty to maneuver the cart out of the way while still remaining on the phone.

Finally, she sighed and gave up. "Listen," she said to the person on the other end. "I've got to go. But I'll call you back from the next aisle."

## 'Re-reviewing' the new hours-of-service rules

D&T Trucking Company is continuing in-house training with regard to the new Hours-of-Service Regulations; also, watch for reference materials coming from payroll.

The regulations went into effect October 1, and there was a review of pertinent points in last month's issue of the Crossroads. But in case you missed it, here's a "re-review" of what the new rules mean:

- Drivers may drive up to 11 hours in the 14-hour on-duty window after they come on duty following 10 or more consecutive hours off duty.
- The 14-hour on-duty window may not be extended with off-duty time for meal and fuel stops, etc.
- The prohibition on driving after being on duty 70 hours in eight consecutive days remains the same, but drivers can "restart" the 70-hour period anytime they have 34 consecutive hours off duty.
- CMV drivers using the sleeper berth provision must take at least eight consecutive hours in the sleeper berth plus, two consecutive hours either in the sleeper berth, off duty or any combination of the two.

The D&T Trucking Company



A publication for and about valued D&T Team Builders

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# Shop Talk

By Mark Wells

A successful owner operator understands the effect that methods of operation have on profitability. Because fuel accounts for a large percentage of a Class 8 truck's operating cost, reducing fuel expenses should be a top priority for all owner operators.

Previous Shop Talk columns have touched on the subject of using idle reduction technologies. Here's a quick review in case you've missed it. The use of idle reduction technologies such as auxiliary power units, auxiliary cab heaters and truck stop electrification systems will reduce fuel consumption and maintenance expense. If a class 8 truck idles 8 hours per night, 300 nights per year (2,400 hours per year) and burns one gallon of fuel for every hour of idling, reducing or eliminating unnecessary idling could save up to \$7,536 annually.

Speed and aerodynamics have a major influence on fuel consumption. Truck fuel economy drops significantly as speeds rise above 55 mph. A good rule of thumb is that every 5 mph above 55 mph costs about 0.5 mpg. If slowing from 70 mph to 60 mpg can increase fuel economy 1 mpg, a truck running 2500 miles per week would reduce fuel consumption by 4,368 gallons per year for a savings of \$13,716.

Industry studies show that reducing speed also reduces vehicle maintenance expenses. Slowing from 75 mph to 65 mph increases tire life by about 10% and engine life 10-20% and improves brake wear by 20%.

Aerodynamic drag accounts for most truck energy losses at highway speeds. Reducing drag improves fuel efficiency. According to Ron Schoon, chief engineer for aerodynamics for

International Truck and Engine Corp., "As the speed of the vehicle increases, the drag increases exponentially, resulting in far higher fuel consumption. At 65 mph, aerodynamic drag represents 50% of the truck's fuel consumption, with rolling resistance contributing 32% and powertrain efficiency 18%. Improving aerodynamics is the key factor to improving the fuel economy of Class 8 trucks and is going to be a major focus of trucking research and development dollars in the future..

Truck manufacturers offer aerodynamic models that can improve fuel economy by up to 15 percent when compared to similar models without aerodynamic devices. For a typical combination truck, improving aerodynamics by 15 percent would cut annual fuel use by up to 2,430 gallons. Using today's (Oct 3) national average fuel price of \$3.14 per gallon, the savings would be an impressive \$7,630. Keep aerodynamics in mind when considering the purchase of new equipment.

Maintenance practices have a definite effect on your bottom line. At current pricing, a loss of 0.1 mpg equals an increase of nearly one cent per mile for fuel expenses. Improper alignment can cost up to 0.1 mpg or \$1,300 annually. Under-inflated tires can cost up to 0.1 mpg or \$1,300 annually.

As you can see, many factors contribute to overall fuel economy. Even minor changes can make a significant difference in profitability over the long haul. Are you doing everything possible to minimize your per mile operating expenses? Work smarter, not harder...

*Calculations in this month's Shop Talk are based on a typical class 8 combination averaging 6 mpg @ 60 mph traveling 2500 miles per week, 52 weeks per year. The fuel price reflects the national average on October 3 of \$3.14/gallon. The calculated fuel cost is 0.52 cents per mile.*

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