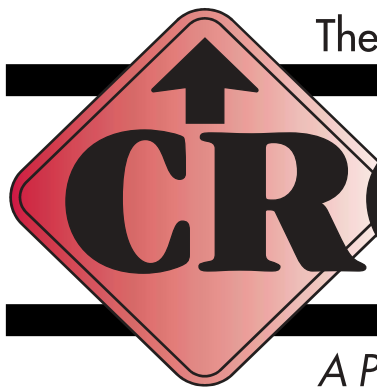


The D&T Trucking Company



# CROSSROADS

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

**OCTOBER 2006**

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

One thing is certain in the world of trucking: The challenges of being on the road are not getting any easier! Which is why D&T Trucking Company always takes such considerable pride in listing our independent contractors who were Safe Driving Achievers during the most recent quarterly period.

D&T's satisfaction is matched by the pride of the contractors themselves. They are proud of their job and how well they do it, and their performance record is indispensable to D&T's ability to attract and retain customers.

James Adams  
Jeffrey Allguire  
Joseph Appel, Jr.  
David Baggs  
Royce Beek  
Brandon Bergman  
Carlyle Berhow  
Michael Bolduc  
John Bracelen  
Donald Burton  
Jason Carolan  
Paul Christle  
Francis Collins  
David Croes  
Mark Crom  
Andrzej Dajwlowski  
Urszula Dajwlowski  
Lukasz Daniel  
Pawel Dzimira  
Ted Ellifson  
Jeffrey Fielder

Tomasz Garbacz  
Wojciech Gawiec  
James Grey  
Paul Green, Jr.  
Gregory Grunert  
Mark Guenther  
Anthony Hanvold  
Edwin Hohneke  
David Holmes  
Gerald Holmstrom  
Brian Hoppenrath  
John Hostetler  
Nathan Jensen  
Calvin Johnson  
Rodney Johnson  
Terrance Johnson  
Ryszard Jucha  
Steven Keuntjes  
Todd Kohnen  
Kenneth Kosbab  
Paul Kruske

Joe Lang  
Roger Lee  
Jerald Long  
James Long  
Michael Lyons  
Franklin Mackes, Sr.  
Terry Melvin  
Garry Meyers  
Michael Mihes  
Charles Noll  
Mariusz Okula  
Steven Petersen  
Linn Pfeilsticker  
Harold Pflughoeft  
Lavern Pflughoeft  
Svetoslav Popov  
Alan Posthuma  
Joseph Schumacher  
Jordan Scheidt  
Lloyd Schofield, Jr.  
Raymond Shankle

Earl Shrader III  
Stefan Sienczuk  
Marvin Soelle  
Gary Stewart  
Richard Steidl  
Jimmy Stout  
Tadeusz Strus  
Charles Swanson  
Piotr Swiatek  
David Taft  
Martin Ver Kilen  
David Wallace  
Dean Wallace  
Kathleen Wallace  
Richard Wallace  
Timmy Wallace  
Donald Warner  
Pawel Winiarz

## **In September they reached safe driving anniversaries**

If driving accident-free for an entire quarter is an accomplishment worth recognizing—and it most definitely is!—then what about those D&T independent contractors whose safety record continues quarter after quarter!

Each month marks an anniversary of annual achievement, and we are happy to honor the following contractors who in September reached their specified year(s) as Safe Driving Achievers.

10 Years—**Jerry Long**

5 Years—**Jerry Scheidt**

4 Years—**Garry Meyers**

**Stefan Sienczuk**

3 Years—**Frank Collins**

2 Years—**Mark Guenther**

Congratulations to all. Your professionalism reflects great credit on yourselves, on D&T, and on the trucking industry in general.

# 100 Percent On-Time Achievers, Third Quarter, 2006

Elsewhere in this issue of the Crossroads is the list of Safe Driving Achievers for the third quarter, accompanied by introductory comments including a reference to D&T Trucking Company's ability to attract and retain customers. Safety is one side of the coin for a successful motor carrier; the other side is being on time.

D&T's record in that regard is among the most outstanding in the industry. It is an achievement that customers inevitably mention when discussing how well this company is serving them. And just as D&T's independent contractors take pride in driving safely, so are they equally proud of their tradition of on-time performance.

The Crossroads is always pleased, therefore, to recognize quarterly On-Time Achievers. There are rewards for being on time but none more important than the resulting customer satisfaction.

Jim Adams	Tomasz Garbacz	James Long	Steve Petersen
Jeff Allquire	Jim Grey	Jerry Long	Linn Pfeilsticker
Dave Antiel	Grace Griebel	Mike Lyons	Harold Pflughoeft
Joe Appel Jr.	Mark Guenther	Frank Mackes	Lavern Pflughoeft
David Baggs	Tony Hanvold	Terry Melvin	Ray Shankle
Carlyle Berhow	Ed Hohnke	Mike Mihes	Duane Rubner
Mike Bolduc	David Holmes	Svetoslav Popov	Charles Swanson
Jim Boyer	Brian Hoppenrath	Al Postuma	Dave and Mary Taft
John Bracelen	John Hostetler	Norm Potter	Marty Ver Kilen
Don Burton	Nathan Jensen	Joe Schumacher	Dave Wallace
Jason Carolan	Calmer Johnson	Lloyd Schofield	Dean Wallace
Paul Christle	Calvin Johnson	Stefan Sienczuk	Timmy Wallace
Frank Collins	Rodney Johnson	Gary Stewart	Don Warner
David Croes	Terry Johnson	Richard Steidl	Pawel Winiarz
Mark Crom	Todd Kohnen	Jerry Scheidt	Tryan Winston
Lukasz Daniel	Ken Kosbab	Jimmy Stout	Terrance Zimmerman
Dean Dobberfuhr	Steve Kuentjes	Piotr Swiatek	
Ted Ellifson	Joe Lang	Shawn Nelson	
Jeff Fielder	Roger Lee	Mariusz Okula	

## Regulatory actions coming from the FMCSA

Procedures are underway for the issuance of several regulatory actions, including two dealing with hours-of-service matters, by the Federal Motor Carrier Safety Administration (FMCSA).

In October (but after the deadline for this month's Crossroads), a final rule was projected that would amend hours-of-service recordkeeping requirements. The purpose will be to clarify those supporting documents that motor carriers must maintain and retain in order to validate hours-of-service records.

Scheduled for mid-November is a notice of proposed rule-making with regard to the use of electronics-on-board recorders. This will be a way to document compliance with hours-of-service regulations.

Also forthcoming is a rulemaking proposal addressing the incorporation of a driver's medical certification status with his/her commercial driver's license. That, too, is expected in mid-November.

A standard procedure for all regulatory actions is a review by the Office of Management and Budget prior to publication in the Federal Register. That review was in progress at the time this story was written.

## Name dropping

Independent contractor **Roger Lee** has received the initial bonus for his referral of Mike Nelson, Buffalo, Minn., to D&T Trucking Company. This bonus is \$250, and then Roger will be earning followup rewards, paid quarterly at the rate of one cent per mile, for every mile driven by Mike during his first year with D&T.

\* \* \*

Equipment update:

**Marv Soelle** has another truck and consequently his equipment number has been changed. Formerly No. 1050, it is now 1704.

## November anniversaries of service with D&T

### CONTRACTORS

- 15 Years - Michael Lyons
- 12 Years - Joseph Schumacher
- 2 Years - Donald Warner
- 1 Year - Michael Bolduc

### STAFF

- 22 Years - Raymond Roiger
- 8 Years - Linda Fales
- 7 Years - Yvette Keeler

# The topic is skid prevention and recovery

With winter quickly approaching, skid prevention and recovery is a relevant topic indeed. Moreover, with regard to skid recovery, that can be a difficult task especially if traveling at higher speed. So it goes without saying (but we'll say it anyway) that it obviously is better not to skid the truck at all.

It's a mistake to believe that slowing down is not necessary "because a truck has plenty of traction weight." Some might get a false sense of security from the fact that, on wet or snowy roads, they can bring the truck up to speed without spinning a tire. But the problem is, when the wheels go from rolling to braking, all that "traction weight" then becomes difficult to stop and can lead to loss of control.

Here are some "numbers" to help drive home the need to reduce speed.

## Dry road

At 55 miles per hour (a "slow" speed by modern standards), it will take a loaded truck in good mechanical condition roughly 300 feet to stop. This is provided the load is properly distributed and secured, and the road has a favorable surface and is dry.

## Wet roads

If the road is just wet, it may take two to three times further, or 600 to 900 feet, to stop at 55 miles per hour. This is because the road surface is "lubricated" by the water. Braking requires friction between the brake shoes and drums (or pads and rotors), and the tires and pavement. Anything that reduces friction will increase the braking distance.

## Snow

Snow, depending on how "packed" it is, will cause a truck to take four to eight times further to stop. At 55 miles per hour, that works out to 1,200 to 2,400 feet to stop. This is assuming that the truck is kept under control. Braking on a snow-packed road while doing 55 miles per hour is likely to cause a skid, even if the truck has an Antilock Braking System (ABS). At 55 miles per hour the truck is traveling roughly 83 feet per second. By the time either the driver or the ABS system realizes the truck is skidding, it may already be out of control.

## Ice

Of course the worst road condition is ice. It will take 12 to 15 times further (or more) to stop the vehicle on ice. The truck going 55 mph would need 3,600 to 4,500 feet to stop. It actually is a moot point, because there is no chance that the driver, with or without ABS, could keep the truck under control for that distance while braking at that speed on ice.

## Mistakes that lead to skids

As mentioned earlier, not slowing down for road conditions because of "good traction" is one skid-causing mistake.

Overestimating the road conditions is another mistake that some make. Believing the road is only wet, when it is actually icy, has led to many people losing control of their vehicles.

Not paying attention to traffic is another way to put the truck into a skid, even on dry roads. Not paying attention can lead to trying to brake too hard, too late. This excessive brake force can cause skidding.

## Braking skids

Skids due to braking are the most common. If a skid is caused by braking, and the vehicle has ABS, maintain brake pressure and be prepared to steer. ABS allows the driver to maintain directional control with the brakes applied. The ABS accomplishes this by releasing the brakes on skidding wheels.

Many times the vehicle cannot stop in time but with ABS, hopefully the driver can steer out of trouble.

*Warning: ABS-equipped vehicles cannot "stop on a dime and give you change, no matter what the road conditions." ABS releases brake pressure to keep the wheels turning to allow the driver to steer the vehicle, preventing the loss of control. It does not necessarily stop the vehicle quicker.*

If the vehicle does not have ABS, the driver will need to function as the ABS controller. If the vehicle enters into a skid, it will go where the outside forces acting on it (momentum, road curvature, road crown, etc.) will send it. This may not be where the driver needs it to go.

As wheels lock up and begin to skid, release the brakes to allow the wheels to maintain or regain directional stability. Once directional control is reestablished, braking will have to be done using either "pumping" or "stabbing," depending on the brake system (hydraulic or air, respectively).

## Final advice

The emphasis should always be on skid prevention. But if prevention fails, professional drivers do not rely on old information or "myths" told by others about what to do. Instead, they use their experience and knowledge of the best skid recovery techniques.

## Six score clean roadside inspections

Six independent contractors with D&T Trucking Company passed roadside inspections in September with no violations, a testimonial to their professionalism and a positive contribution to our carrier profile score. So D&T says "thank you" to:

**Tim Wallace**  
**Alan Posthuma**  
**Jeff Allguire**

**John Bracelen**  
**Piotr Swiatek**  
**Tryan Winston**

Keep up the good work.

# Here's to a safe and fun Halloween



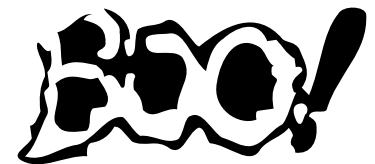
## Wanted: 'Trick or Treat' photos of your children and/or grandchildren

To give you an idea, here are some photos of cute (of course!) D&T family kids all dressed up for previous Halloweens. The Crossroads wants to continue the tradition, so how about participating by taking pictures this year and sending them to Bill Lundquist at D&T.



## Some safety tips for the costume kids

- 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.



## 'Trucks & Toys' gifts due by December 1

Linda Fales, D&T staff coordinator for the annual Trucks & Toys campaign, wants to remind everyone that December 1 is the deadline for accepting contributions at D&T. So please respond with your gifts (unwrapped), or checks or cash with which presents will be purchased, as soon as possible within the next few weeks. This worthwhile project, sponsored by the Minnesota Trucking Association and implemented with the support of many companies, including ours, enables children to experience a much more joyous holiday season.



*Among the many contractors and staff supporting the drive for "Trucks & Toys" are Greg Grunert (left) and Ken Kosbab.*

# *It's 50 years together for Janet and Harold Pflughoeft*

Where have all the years gone. It seems "just like yesterday" (well, not quite) when Harold and Janet Pflughoeft met in high school—he was 16 and she was 15. And now, three daughters, eight grandchildren and three great grandchildren later, the Pflughoefts have celebrated their 50th anniversary.

The actual occasion was August 25. The celebration was a day later at their church, where they renewed their wedding vows and were the centerpiece—along with a three-layer cake—at an open house, surrounded by their entire family plus friends and neighbors.



*Their entire family was present for the Pflughoefts' milestone anniversary.*



*The 50th anniversary celebration August 26 was "quite a party" for Janet and Harold Pflughoeft, as have been their many years together.*

"Lots of people (about 200), lots of congratulations, lots of cards," said Harold, 69, an independent contractor with D&T since 1991 and "still at it. I'll keep going on (driving) as long as I can handle it," he added.

"Handling it" he is, as professionally as ever, one might note; in this issue's listing of Safe Driving Achievers and On-Time Achievers, his name is once again found—as usual.

And of his 50 years together with Janet, Harold's succinct summary of the milestone occasion says it all: "We've been greatly blessed."

## **Highway to Health**

Have you ever gotten a "shot in the arm" from someone or something that boosted your spirits when you needed it? Well, there's a literal as well as figurative aspect to the aforementioned expression, because it's time for a "shot" that can boost your chances for good health—and the good health of those around you—during the upcoming flu season.

We are talking of course about being vaccinated. Doctors annually hear all kinds of excuses for avoiding the subject. . . "I'm too busy" . . . "I never get the flu" . . . "I forgot" . . . "it's too late (or too soon) to do any good" . . . "I've heard that you can catch the flu from the shot" . . . etc.

Actually there was a reason that had merit one year. A vaccine shortage existed heading into the 2004-05 season, and at first vaccinations were reserved for those who needed them most. The shortage soon cleared up, however, and at any rate there is no such problem as we begin the 2006-07 season; public health officials are expecting a record supply of doses to be produced by vaccine makers—a reported 17 percent more than what was available last year.

So there is little reason for the vast majority of us not to get vaccinated and a lot of numbers that recommend it. For example: On average every year in the United States, five to 20 percent of the population is hit by influenza ("the flu") starting late in the fall and sometimes extending all the way to late in May; more than 200,000 people are hospitalized by it; and there are approximately 36,000 deaths from it.

Obviously, then, this subject is nothing to simply shrug away. Having the flu is no picnic, and dismissing the possibility of getting it makes no sense. Of course the shot cannot

guarantee that one will not become ill—it takes two to three weeks for the body to build up immunity, during which period the person is still vulnerable. But after that, the odds of escaping the illness increase significantly for healthy adults and also improve, although less dramatically, for older people and possibly some others.

Influenza is contagious. It is spread by coughing and/or sneezing and on occasion by touching an object with virus on it and then touching your mouth or nose. Symptoms come on suddenly and may include fever, headache, sore throat, chills, muscle aches and extreme tiredness as well as coughing and sneezing. Fortunately, with antiviral drugs the severity of the illness, and the likelihood of spreading it to others, is reduced assuming that one is diagnosed quickly and drugs administered early enough.

It is important to emphasize that a flu shot cannot cause influenza, because the vaccine consists of inactivated or "killed" viruses. There can be a mild reaction of generally one or two days from the shot, but severe problems are very rare, according to the Centers for Disease Control and Prevention.

As always, however, in treating or preventing illness or disease, obtaining the correct information is important. This is true now especially for the relatively small number of people for whom the flu shot might not be recommended. So don't hesitate to question your health care provider.



*It's a very nice thing that Bob Dolle is doing'*

# D&T family gets free 12-month Sam's Club membership

D&T Trucking Company has been named "Business Member of the Month" at the White Bear Lake, Minn. location of Sam's Club. How come? It's because of the "very nice thing that (D&T owner) Bob Dolle is doing for the people at his company," said Karen Yavis, Business Manager.

Specifically, the "nice thing" is a free 12-month Sam's Club membership that D&T is providing for all of our independent contractors and staff. This sponsorship has been made possible under a new program being implemented by the famous, nationwide discount club for its business members.

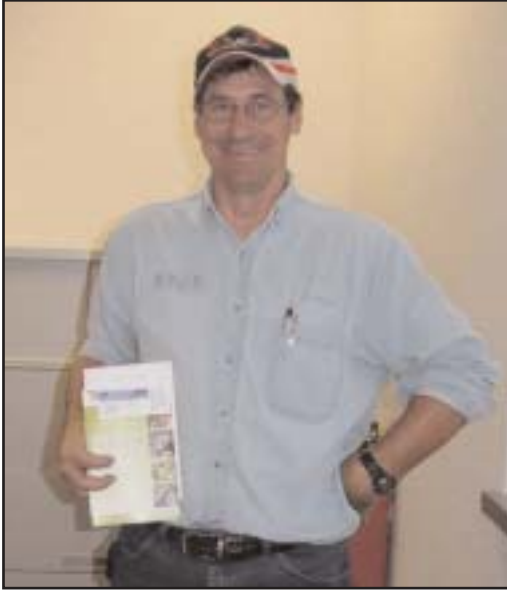
"D&T was the first—and is still the biggest—participant in the Twin Cities," said Karen, "and is currently one of about 20 companies nationally to join in the program."

Bob said that our company has been a member of Sam's Club since 1991. This has resulted in "substantial savings in our purchases," he reported, "and we welcomed the opportunity to make similar benefits available to the entire D&T family."

Under company sponsorship, a temporary card is issued for the recipient's first visit to any Sam's Club. At that time, present the card at the Member Service Desk to receive permanent one-year membership cards for you and your spouse. If you already are a member, an additional 12 months will be automatically applied to your membership and just continue using the existing card.

Aside from the low discount prices on a huge variety of merchandise, including supplies and items related to trucking, a key advantage—especially for independent contractors who, of course, live in many different places—is the numerous locations of Sam's Clubs throughout the country. There are, for example, 13 stores in Minnesota, 11 in Wisconsin, 28 in Illinois, 27 in Ohio and 23 in Pennsylvania.

So that spells convenience and the good possibility of finding a Sam's Club nearby. D&T as a company has benefited from the shopping experience, said Bob, "and we think our contractors and staff will also very much enjoy the savings that membership can bring to their homes."



*Duane Rubner is pictured holding literature from Sam's Club, to which he now belongs.*

## On the Lighter Side . . .

### INEXPENSIVE SECURITY

Although her daughter lived only a few miles away, Sheila, a widow, was uncomfortable at times being home alone. "What shall I do?" she asked her daughter. "I've checked into getting a security system but just can't afford it."

"Don't worry, Mom, I'll take care of it." Later that day, she arrived at her mother's house with a pair of extremely large men's work boots, purchased at a second-hand store, a gun magazine, a dog dish, and a note.

"If you're feeling really nervous," the daughter said, "put the dish and the boots outside the front door, leave the magazine sticking out of the mail slot, and tape this note to the door."

Sheila read the note. It said, "Hi. The Crusher and I have gone to buy some ammunition. We'll be back shortly. Please don't disturb the doberman who's sleeping inside."

\* \* \*

### GET REAL

Willie's hobby was photography, and he was very proud of how good he was at it. So he was honored and excited to be asked by his brother and sister-in-law to take pictures at their son's wedding and quickly agreed. Then he started having second doubts, which he expressed to his wife.

"What if they don't like the pictures?" Willie said. "What if I miss taking a shot of someone? What if something happens to my camera?"

"Oh for goodness sakes!" she finally chided. "Don't worry about it so much. If they had wanted a real photographer, they would have found one."

\* \* \*

### QUESTION ANSWERED

The young man stopped at the information desk of the library and politely inquired, "Can you tell me how I can use one of the computers?"

"Certainly," came the reply. "Just give me your name and then wait."

"Okay, my name is Vernon," he said, "and I weigh 155 pounds."

\* \* \*

### BORROWER BEWARE

Sign seen to promote business for a loan company: "Ask about our plans for owning your home."

# Shop Talk

By Mark Wells

The biggest influence on tire life is inflation pressure. For example, running tires at 20 percent under recommended pressure reduces tire mileage by 16 percent and fuel mileage by 2 percent, according to a Goodyear Tire report.

Tires are designed to run at specific pressures based on the total load. All tire manufacturers offer load/inflation tables that can be used to determine the proper inflation based on tire size and load requirements. However, sustained high speed may require raising tire pressures by as much as 10 percent. Use a quality tire gauge to check inflation pressures weekly, because tires naturally lose air.

Slight leakage can occur through valve cores or small punctures. The use of sealing-type valve caps (metal caps are preferred) will help eliminate pressure loss due to leaky valve cores. Changes in ambient temperature will also affect tire pressure. For every 10 degree F decrease in temperature, the pressure will drop 2 psi. Always check tire inflation pressure while tires are cold. A 10-15 psi increase is normal during operation. Never "bleed" air from warm tires to relieve pressure buildup.

Other factors will affect tire wear. High speeds for instance generate more heat, and that can accelerate wear. Goodyear test data shows that increasing highway speed from 55 mph to 75 mph can reduce total tread mileage by 20 percent or more. A tire that lasts 250,000 miles at 55 mph will last only 200,000 miles if operated at 75 mph.

Abnormal tire wear is most commonly caused by improper wheel alignment. Poor alignment can reduce tire life by as much as 30 percent. While the primary focus is on front end

alignment, drive axle alignment can also have a significant effect on tire wear. Alignment problems can often be diagnosed by visual inspection or by running a hand over the tread to feel for abnormalities. If corrected early enough, bad wear patterns can be countered, thereby extending tire life. A vehicle should be taken in for a wheel alignment at the first sign of abnormal tire wear.

Rotating tires takes a little effort but can net a lot of extra miles of tread life. Drive tires should be rotated between front and rear axles at least once to even out wear. Rear axle tires of a tandem typically will wear more quickly than those on the front axle. Sometimes drive tires will develop heel and toe wear, meaning wear on the leading or trailing edge of the tread lugs. Reversing a tire's direction of rotation can even out heel and toe wear.

Mismatched tires can cause abnormal tread wear. If a tire must be replaced, the replacement should be a tire that matches the existing one. On dual assemblies, the outside diameters and tread depths should be as close as possible. A good rule of thumb is no more than 2/32-inch tread depth difference between duals. Tire circumference should match as closely as possible.

Tire life can also be reduced by mechanical problems. Wheel bearings that are not properly adjusted can result in irregular tire wear. Worn shock absorbers can cause cupping. To prevent irregular tire wear, you should be replacing shock absorbers annually rather than waiting until they fail.

Paying attention to tire maintenance can reduce your cost per mile and add to your bottom line. It isn't rocket science to accomplish this; just adopt some basic tire maintenance procedures and use them regularly..

## 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!**

The D&T Trucking Company



*A publication for and about  
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Member

# Accidents are costly in many ways

Everyone in trucking understands that accidents can be costly. But beyond that realization, the issue truly comes into focus when one starts analyzing and measuring the actual costs—both direct and indirect.

Lost time, for example, becomes a direct cost. Every hour that the truck is moving, it is generating revenue. So when it could be moving and isn't because of an accident, measurable revenue/income has been lost. Even a so-called "minor" accident can take hours—and \$200 or \$300 or more in lost revenue—in filling out accident reports and waiting for repairs.

Here are some other direct costs that can be easily tracked and recorded.

- Physical damage to other vehicles or property as well as to the truck.
- Medical expenses.
- Damage to cargo.
- Recovery and towing.
- Fines, and losses as a result of claims and litigation.

Indirect costs might or might not be harder to measure. But here in any event are some of them:

- Administrative/"discussion" time, which can mount up especially after a serious accident.
- Increased insurance premiums.
- Increased scrutiny and monitoring from the insurance company and the Federal Motor Carrier Safety Administration (FMCSA).
- Customer relations—an account can be lost when, because of accidents, delivery schedules are not met, or a customer might not select a particular motor carrier if its safety rating and performance are in doubt.

In figuring the many ways—both direct and indirect—in which an accident affects and costs the motor carrier and the driver, it is no wonder that the trucking industry, the companies, and safety-minded independent contractors emphasize the importance of professionalism on the road.

## *Their birthdays are coming up*

Michael Bolduc	November 15
Joseph Appel, Jr.	November 21
Paul Green, Jr.	November 23
Jay Matykiewicz	November 19
James Walker	November 24



Happy Birthday to all!