



Newsletter...

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Hours of Service Update

The courts have granted a stay of the recent ruling that would have removed the 34-hour reset and reduced the 11 hours of driving time down to 10 hours.

The rules we are all following REMAIN IN EFFECT UNTIL December 27, 2007.

Steps are being taken by the Federal Motor Carrier Safety Administration (DOT) to present legislation to keep the current rules and prevent another change in the log rules.

I am optimistic that this will take place and we will not have to make adjustments to the regulations we follow.

A quick review and reminder. The 14-hour rule is a CLOCK-TO-CLOCK rule. When your day starts, 14 hours later you MUST be off-duty or in the sleeper.

We work hard to plan your trips in compliance with ALL DOT regulations, but we need your help as the most important part of the equation.

As soon as you know you will not be able to complete the load as it was transmitted to you, please send a message and call your fleet manager.

We will make corrections and adjustments on this end to be sure we are compliant, LEGAL, and safe.

Safety Corner

By Ed Heath

Director of Safety and Driver Relations

Winter Driving

Many parts of our service area are already experiencing winter weather conditions.

Winter weather calls for the best focus and attention we can give to arrive safely with our customer's freight they have entrusted us with.

Some tips for driving safely during bad weather include:

- SLOW DOWN – speed and slick roads spell trouble.
- Following distance MUST be increased to allow room to maneuver.
- A detailed inspection to assure the equipment is safe and all systems function in the cold conditions.
- Pack extra clothes and supplies in the event you are stranded to be safe until help arrives.

This is a perfect time to review the "Protective Driving Technique" which we have adopted from Great West Casualty Company.

It states that as professional drivers we need to protect the other drivers we share the road with.

This is also a perfect time of the year to examine our personal Safety Cultures (Habits). What we ask you to do is make EVERY decision while driving and working around the truck based upon SAFETY.

Don't wonder if you can "make it". Don't "take your best shot", put Safety, YOUR SAFETY and the Safety of all the families we share the public highways with first.

Winter driving is a part of being a professional driver. I know everyone will monitor their safety culture and habits and do a great job this year.

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Operations Update

By Tom Scholl Operations Manager

The Holidays

As we are already into the holiday shipping season, I want to assure you that we are committed to getting you home for the holiday that you request to be home for.

In the past, we have been very successful in getting this done.

Please remember that this is also a busy time for all of our shippers and they are already asking us to do more than normal.

If they haven't done so already, the fleet managers will be asking you for which holiday you are willing to continue to operate through.

Cargo Security

In today's environment with Homeland Security instituting numerous procedures with shippers and receivers to assure the safety and quality of our nations food supply, I must stress the importance of sealing ALL loads.

In addition, ALL loads must be padlocked AND you must double check the integrity of the seal EVERY time you get back in the truck.

Several of our customers now have policies stating that if a seal is broken at time of delivery, the carrier is responsible for a full load claim.

Welcome New Operations Staff

Since the last newsletter we have 3 new people in the Operations Department.

By now all of you have had the chance to meet Carissa who is our newest fleet manager.

Misti covers the weekend dispatch position in the guard shack.

Kevin Hawkins has just joined All Freight Systems taking over the night weekend guard shack position.

I am confident that these new additions will strengthen and improve our operations.

Best Holiday Wishes

I would like to wish everybody a happy and safe Holiday Season. Things get very hectic this time of year for all of us. As drivers please stay focused on the job at hand to be assured you are able to spend the Holidays with your families.

From the Family

By Darrin Karley

Vice President

As I type this article, the price of Diesel at Quick Trip on Kansas Avenue is at \$3.30 a gallon.

Prices out west are in excess of \$3.50 a gallon.

The price of oil is knocking on the door of \$100 a barrel. The price of anything tied to natural resources is reaching new highs every month and has been for nearly two years.

That translates into dramatically higher costs for items such as tires, parts, trucks, trailers, etc. Statistics for freight demand have been down nationwide for about 18 months now.

Our competitors continue to drop rates as their costs skyrocket, just to try and maintain their current base of business. We see no alternative but to hold the line on our current pricing. We should have implemented double digit price increases just to offset costs by now, but the market simply will not bear it.

Fortunately, we have been able to hold on to our current customers and add a couple of significant new ones. This has kept our volumes at acceptable levels.

There is certainly enough negative news to go around the industry. The experts predict a turnaround in the second half of next year. In the interim, we all have to keep our head up and make the best of it.

I would ask that you pay particular attention to your idle time and shifting patterns to try and maximize your fuel mileage. Fuel mileage can range anywhere from 4.5 mpg's to 7 mpg with identically spec'd trucks.

I'll give you an illustration of the effect of this fuel pricing. Let's say two drivers take the same loads from Kansas City to Los Angeles and back. That's roughly 3,000 miles. .

One driver gets 5 miles to the gallon and the other driver gets 6.5. The driver that got 5 mpg's will consume 600 gallons of fuel compared to 461 gallons of fuel consumed by the driver getting 6.5 mpg's.

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Winter Chain Update

All Freight policy is to place tire chains in company trucks from October 15 through April 1st each winter.

We strongly suggest Owner Operators follow the same guidelines to prevent delays and citations for not being properly equipped when the chain law is put in effect.

Our standard chain configuration is to carry 3 sets of single conventional tire chains.

Cable chains are allowed in many states. If you as a contractor choose cable chains to save weight, you may be liable if the officer chooses to enforce the law in those states that are unclear about cable chains being approved.

Three sets of chains allows the outer tires of the drive axles to be chained and one outer tire on each side of the trailer to be chained.

There are specific laws in many of the states we travel, mainly in the western parts of the country, but the configuration noted above will suffice in most places.

A change was made in the Colorado chain law this fall that causes us to stop and do some research.

Colorado now requires truck traveling WEST of Denver on I-70 from mile markers 163 to 259 from September 1st through May 31st to carry chains.

This is the part of I-70 that goes through the mountain passes and tunnels, which are very dangerous.

We do not allow company trucks on this part of I-70 and STRONGLY suggest that owner operators avoid this part of I-70 as well.

Our safety position on the use of tire chains is very simple. If there is talk about the chain law going up or if the road conditions are getting bad enough for you to begin considering chains, then it is most likely bad enough to find a place to get safely off the road until the storm clears or the snow plows make the road safe again.

Please let dispatch know when you shut down.

Payroll Department Information

Several people work hard each week to be sure payroll is processed accurately.

We have assembled some tips to make the processing of payroll and settlements easier, which will usually make it more accurate.

Please help us with the following issues:

- All "non-standard" size paper, such as logs, toll tickets, fuel receipts etc. Please **DO NOT FOLD**.
- All other "regular" size paperwork, Please only **FOLD ONCE**.
- You must write any item you want to be reimbursed for on the outside of the envelope. This includes, tolls, repairs, lumber fees, shag fees, cash washouts, and pallets.
- **DO NOT** put any charges on the outside of the trip envelope, such as weight tickets at Quik-Trip or for truck washes on the Blue Beacon account.
- Only place copies of Bill of Ladings in your envelope if YOU delivered the load.
- **PLEASE PUT TRIP NUMBER ON ALL TRIP DOCUMENTS**, especially the Bill of Lading.

All trip documents are separated and scanned into our imaging computer system.

Help us by keeping your paperwork neat and legible in addition to the tips offered above.

From the Family, Darrin Karley [From Page 2]

That's a difference of 138.46 gallons. At a conservative estimate of \$3.35 a gallon, the difference in fuel costs for the round is \$463.84.

Multiply that times 100 trucks and it is an unnecessary, additional cost of over \$46,000 per week.

For those of you who are company drivers, I ask that you please make this a point of emphasis.

If you are an owner operator, it is essential that you pay close attention to maximizing your fuel mileage.

Lowering your idle time and shifting at lower rpm's will not only save you fuel, but it will also reduce the wear and tear on your engine.

As always, thanks for your help

General Info and Updates

- Use load locks in ALL loads that are not preloaded.
- VISUALLY check your 5th wheel trailer connection. False hooks and the cost associated with dropping a trailer ARE PREVENTABLE.
- Scale your loads EVERY TIME.
- Please DO NOT BLOCK THE GATE when you come in the yard. Pull far enough forward to allow the night dispatcher to close the gate at any time.
- Please drop your trailer tight against the security wall. This is VERY important to assure the freight that is staged here is safe and will not be compromised from both a security and quality standpoint.
- Inspect all trailers whether you are dropping or picking up. Write up defects and prevent leaving a problem for the next person to pull the trailer.
- Please note that Safety Bonuses will be processed during the last week of the month following the end of the quarter. We work hard to be sure the numbers are accurate, and this processing takes time. We have to wait for all trips are turned in.

Compliance Update

Our current Driver OOS percentage is 6.5%. This is up from 6.1% as reported in our last newsletter.

We have had one Driver OOS inspection since the last newsletter, so our efforts to produce NO VIOLATION inspections must continue.

Our Equipment OOS percentage is 13% as compared to the National Average 23.14%. This is down from 14.3% so we are on a good path in this area.

No Violation inspections are the key to future success in this area and we appreciate your attention and efforts to NOT be placed Out of Service.

Please assure you are in total compliance before and during **EVERY** trip.

**NO VIOLATION INSPECTIONS =
PREPASS PRIVILEGES**

Accident Prevention Tips

Striking Animals in Road.

Deer (and cow) season is in full swing for the year.

We realize the hazard of animals in the road is a difficult and unique situation for you, the professional driver.

First and most important, you must not swerve or maneuver aggressively to miss an animal in the roadway. As frightening as striking an animal is, a rollover is much more severe.

A hard brake is a good avoidance move but only if traveling straight and on dry pavement.

The best way to prevent striking an animal in the road, especially deer, is to know that fall and early spring is a time they WILL be on the move.

Watch for them where the highway runs next to or through a heavily wooded area. If you see the deer warning signs, increase your awareness and widen your visual sweeps to include more of the shoulder and road ditches than normal.

Do not use high beams. Research and experience tells us it only blinds the animal and causes them to freeze where they are instead of possibly moving off the road. This is where the "deer in the headlights look" expression comes from.

As hard as it is to do, if after all your prevention efforts, it is obvious you will hit the deer, your best bet is to do just that, stay in your lane and brake as hard as weather and road conditions allow .

Call the accident in through normal reporting

Log Information

Please note that DOT regulations state the trip information can ONLY be either your Bill of Lading number OR the name of the shipper and commodity. One of our drivers recently went through a roadside inspection and was told our trip number was NOT acceptable for this entry.

