

DONNELLY Farms Ltd

"Your Transportation Specialist"

MEANWHILE, BACK AT THE FARM...

May 2010

DONNELLY FARMS LTD NEWSLETTER:

BIRTHDAYS!!!!

Mark Sherman-May 8th
 Gerben Groenhof-May 9th
 Gerco Busink-May 10th
 Eddie Hartjes-May 23rd
 David Warren-May 23rd
 Len Joy-June 14th
 Richard Clark-June 17th
 Torsten Linke-June 17th
 Gareth Bishop-June 17th
 Colin Read-June 23rd
 Michael Kuhn-June 23rd
 Karen McAllister-June 24th
 Ginelle Martin-June 25th
 David Davenport-June 26th
 Gaetan Martin-July 5th
 Mark Foster July 15th
 Martin Wells-July 17th
 Jurgen Honow-July 26th

Company BBQ

When: August 28th

Where: The Y's Mens Club

Woodstock NB 2:00pm

This is a family BBQ for all staff of DFL and their spouses and children.

The meal will be catered and there will be fun and games for the kids.

Occupational Health and Safety Reminder:

Remember to stretch frequently to prevent muscle strain.

June 8-10th

National Roadside Inspection Day

BE READY! ☺

INSIDE THIS ISSUE:

- Birthdays
- Safety Memo
- Minutes of Drivers Meeting
 - >CSA 2010
 - >Value of a pretrip inspection
 - >Time & Fatigue Management
 - >Time off Requests
 - >Paperwork for billing
 - >Sleep Apnea
- Jokes

Protective Driving Technique

- Protective drivers assume that other drivers may make mistakes and are on guard in the event an error is made
- Recognize hazardous situations in advance to allow time to safely maneuver past them

**STOP
CRASHES**

DONNELLY Farms Ltd

"Your Transportation Specialist"

Winners of Door Prizes:

Martin Wells
Jurgen Honow
Tom Diamond

Drivers Meeting May 30th 2010:

Thank you to all who attended the drivers meeting. We had 27 employees in attendance.

Please remember that we do require you to attend the driver's meeting if you are in the area. Anyone who was 'home' but did not attend will lose marks on your next evaluation.

CSA 2010-

CSA 2010 is a FMCSA safety program to improve truck (& bus) safety and ultimately reduce crashes. It is intended to allow enforcement (FMCSA officers) to contact a larger number of carriers in order to address safety problems before crashes occur.

Currently, all carriers are under the "SafeStat System" in which all safety performance is categorized into 4 Safety Evaluation Areas:

- 1) Accident SEA
- 2) Driver SEA
- 3) Vehicle SEA
- 4) Safety Management SEA

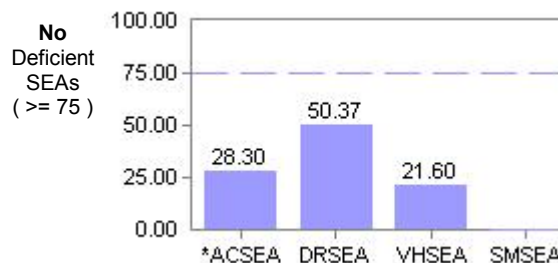
Currently, SafeStat is used to identify carriers for a compliance review using only Out of Service Violations and Moving Violations> at this time, any violations that are just 'noted' on the inspection but are not OOS will not count against the carrier.

Enforcement will only contact a carrier if one of the 4 SEA's above remain above 75% for a lengthy time. When an SEA is above 75% they begin by

stopping our trucks all the time for inspections, this follows by an on-site compliance review.

If SEA's remain between 50% and 75% they are unlikely to even bother the carrier and if the SEA's are below 50% it is probable that our trucks won't be stopped for roadside inspections and the carrier would never have to go through a Safety Audit / Compliance Review.

Our Current SafeStat looks as follows:



Various research studies within the United States have found that although the Safe Stat process was once helpful to the FMCSA in keeping the highways safe it is now considered out of date and has holes allowing for carriers to 'slide under the radar' and even though some may have some bad safety habits they will go unnoticed as long as their scores do not get too high.

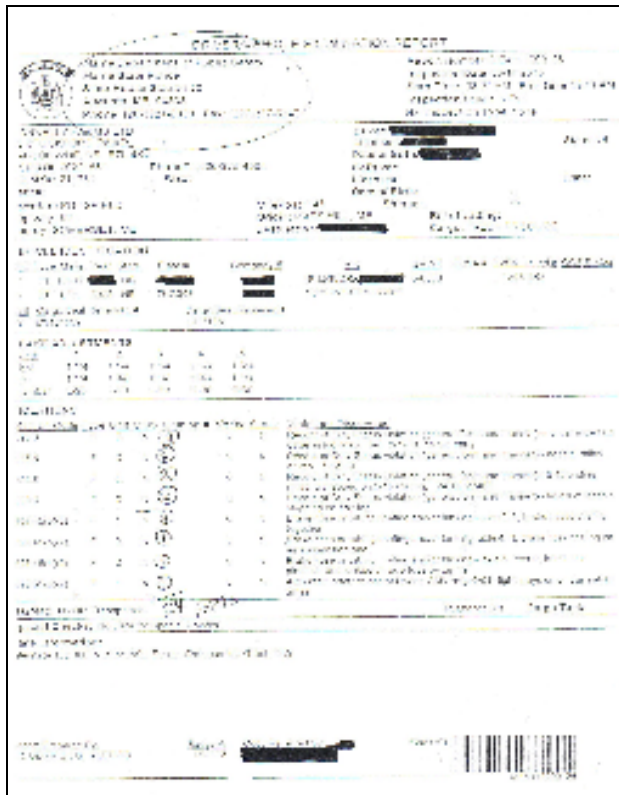
In November 2010 (originally scheduled for June 2010) the FMCSA will be taking down their SafeStat System and introducing their new SMS or CSA 2010 System. The new SMS / CSA 2010 expands upon the 4 Safety areas using ALL safety-based roadside inspections (instead of just OOS & moving violations) and violations are weighted based on their relationship to the risk of a crash. Instead of just 4 Safety areas SMS evaluates 7 specific safety areas that will help better identify high risk carriers.

DONNELLY Farms Ltd

"Your Transportation Specialist"

These areas are what they refer to as BASICS; Behavior Analysis and Safety Improvement Categories>

- 1) Unsafe Driving (CFR Parts 392 & 397)
- 2) Fatigued Driving (Hours of Service-CFR Parts 392&395)
- 3) Driver Fitness (CFR Parts 383 & 391)
- 4) Controlled Substances / Alcohol (CFR Parts 382 & 392)
- 5) Vehicle Maintenance (CFR Parts 393 & 396)
- 6) Cargo Related (CFR Parts 392, 393, 397 & Haz Mat)
- 7) Crash Indicator (Reportable Crashes)



Under the SafeStat program, any roadside inspections resulting in Out of Service violations were the only violations which assessed points to the carrier. Now, the new system assess points to the carrier every time one of the above 7 BASIC problems are found, whether you receive only a warning or an OOS.

Example:

395.8(d)(8) Failure to include remarks in duty status records = 2 points will be assess to the carrier (& points will be assessed to the driver which only enforcement can see-the carrier doesn't have access to that info)

392.9(a) Failure to secure load = 10 points will be assessed to the carrier

The old system assess just carriers, the new system assess carriers and drivers with safety problems. Please know that this doesn't mean that they will be targeting specific drivers for roadside inspections, nor will they be tracking you down at home to review your log books. What this means is that drivers are tracked in a system that they call PSP. It is a program mandated by congress to assist the industry in assessing individual driver's crash and serious safety violation history. The system can be used by enforcement during compliance reviews to determine if a carrier has a problem with a specific safety area or if the carrier has a problem with a driver, who has a problem with a specific safety area. Currently it is difficult for FMCSA to track Canadian drivers because their tracking system uses driver license #s and they do not have access to our Department of Motor Vehicles. However, I anticipate the bugs will be worked out of that system fairly soon and all drivers operating CMV in the US will have to be accountable for their actions.



"Your Transportation Specialist"

Pretrip Inspections:

An Ounce of Prevention is Worth a Pound of Cure

The last thing any driver wants to have happen on the road is a vehicle breakdown. Not only are there safety issues to deal with, but also issues of cost, scheduling, and customer relations. Regular pretrip inspections will keep the possibility of a vehicle breakdown to a minimum.

The regulations states that *'No commercial motor vehicle shall be driven unless the driver is satisfied that the following parts and accessories are in good working order.'*

- Service brakes, including trailer brake connections
- Parking brake
- Tires
- Horn
- Coupling devices
- Lighting devices and reflectors
- Steering mechanism
- Windshield wipers
- Rearview mirrors
- Emergency devices

The best way for a driver to know if these parts are in good working order is to do a pretrip inspection. It is best to follow the same inspection procedure every day so that nothing important will be forgotten. Following is a 7-step procedure that can be used as a guide when doing the pretrip:

- 1) Take note of the vehicle's general condition
- 2) Check under the hood for things such as worn belts, leaking fluids or cracked wires.
- 3) Start the engine and listen for any unusual noises. Check the gauges and also check to make sure emergency devices are in the vehicle.
- 4) Check the lights, especially the headlights, taillights, brake lights and warning lights.
- 5) Walk around the vehicle and inspect all major equipment items.
- 6) Check the directional lights
- 7) Check the brake system.

*Performing a thorough pretrip inspection will go a long way toward preventing vehicle problems from happening on the road.

What are the driver impacts of poorly maintained vehicles?

- Lost Time
- Salary (time = money)
- Extended expenses (on the road while waiting for unexpected repair)
- Fines
- Reputation
- Extended time away from home
- Public Safety (it's your family and friends out there on the road, lets keep them safe)
- Increased risk of crash

What are the Most Common Defects found during Roadside Inspections?

- 1) Audible air leaks
- 2) Inoperative low air device
- 3) Rear brake or signal lamps inoperative
- 4) Chaffed air lines
- 5) Brakes out of Adjustment
- 6) Inoperative horn
- 7) Loose U-Bolts
- 8) 5th wheel movement between upper and lower plates
- 9) Headlight high or low beam one side
- 10) Frame cracks (end dumps)

What percentage of Out Of Service defects are visible to drivers?

Brakes 59% Tires 12%
 Lights 11% Wheels 6% = **88%**



"Your Transportation Specialist"

Management Strategy Fatigue Management & Time Management

*Plan schedules to maximize opportunities to sleep and rest at the right time of day.

Despite efforts to manage fatigue effectively, the unexpected can occur...

For example:

- Breakdown -Traffic
- Road conditions -Weather
- Loading / unloading delays
- Wait times (at Customs, port etc)

Leaving in enough time to legally and safely make the trip is essential.

Starting your week/shift by leaving DFL early will allow you to get to the customer early enough to book time off and once unloaded allow you to legally move and possibly get reloaded. It will also enable you to drive during daylight hours and sleep during your body's natural drowsy time of 12:00am and 6:00am.

You will start your week with less stress and enable yourself to run legal.

Example: Your load delivers in New Haven CT at 8:00am Monday morning. You have been home in Hartland for the weekend. This is the beginning of your week/shift. Instead of allowing only enough time to make the trip, allot for the unexpected and get to your delivery in enough time to get a good night's rest and be able to start Fresh on Monday. Don't leave at 11:00pm which makes you run through the night after having been up all day and doesn't allot for the unexpected. Leave at 2:00pm, this way you are fresh Monday morning and able to reload and drive that day instead of having to book most of the day off to re-set your log or cheating your log book by re-writing. This will leave you better rested with less stress. We all know that

in this industry things usually happen which disrupt your plan but starting the week off on the right foot will help you run more miles, legally.

Recognize that incidents are higher the first hour of driving. Be sure to follow a routine after you wake up (ie coffee, breakfast, shower etc) allowing yourself time to completely wake up before driving.

Diet and Exercise- skipping meals or eating at irregular times may lead to fatigue. Going to bed on an empty stomach or after a full meal can also interfere with sleep. Regular exercise keeps your body healthy and will contribute to a good sleep.

Indicators of drowsiness include frequent yawning, heavy eyes & blurred vision. If possible you should take a nap when feeling drowsy or less alert. Pull into a safe location at the first sign of fatigue. **Naps** should be a minimum of 10 minutes-ideally 45 minutes and allow yourself 15 minutes to wake up, following your nap.

If not rested, fatigue may cause slow reaction time, reduced attention, lack of awareness, mood changes and reduced judgment.

Research has indicated that being awake for 18+ hours is comparable to having a blood alcohol concentration of .08% which is legally intoxicated and leaves you at risk of a crash.

Time Off Requests:

Operations are struggling with drivers not letting us know when they want time off, or more importantly, when they are due to return to work. We are attempting to fix this problem by ensuring each driver sends in his written time off request by satellite and we respond via satellite. Our response will now have a time that you must contact dispatch to check in to ensure you are available and allow you to accurately plan your trip.

Example: Driver requests time off 16:00 May 17th until 16:00 May 19th. The reply from operations will say time off granted from May 17th to 19th and must contact dispatch by May 19th at 09:00.



"Your Transportation Specialist"

Paperwork for Billing:

When you fax in your envelope to be paid you must also fax in the signed Proof of Deliveries to Karen. This billing paperwork should include all customs paperwork, lumber receipts and pallets slips. If you have any questions contact Karen.

Please ensure that you **ALWAYS turn in the original Customs paperwork with the Canada Customs stamp on it.** We recently went through a Canada Revenue Agency audit for CSA with respect to clearing loads through customs. There were several in which we were unable to find the stamped customs receipt and CRA noted these as violations against our company. It has been mentioned that receivers sometimes keep the customs documents. A good practice would be to keep it to yourself and not offer it to the receiver unless they ask for it, at which time you should request they take a copy and give you back the original.

Long Haul Loads: For a Carrier that earned their way as an Eastern Seaboard Specialist long Haul freight is sporadic. There are times of the year when there is an abundance of long haul freight, then there are times when it is slow (like now). We would like to ensure you that we continue to look for long runs and we are taking every one possible, within reason.

Repair Sheets MUST be filled out. Even if there is nothing wrong with the truck we still need the mileage. Feel free to take extra repair sheets with you so that you can have the sheet ready when you get here.

*If at all possible, if your truck needs specific work done to it try and have it here through the week. There just isn't enough time or manpower to do much more than regular services on the weekend.

*If you have any mechanical violations noted on a DOT inspection sheet please take directly to shop and let them take a copy of it so that the repair gets looked at when the unit is here.

MASS Loads-We are struggling for backhauls here, thanks for your patience.

Dropping Trailers: -be sure the reefer is full of fuel

-Crank it down in high gear, when the legs hit the ground give it 2-3 more cranks, then drop the air and pull away.

PARKING AT DFL-We ask that drivers please drop your trailer, if loaded in the lot by the office, if MT in the upper lot-and park your truck by the warehouse. Please do not just leave the truck and trailer hooked and go home. Personal vehicles are to be left in the designated driver parking lot near the main road between warehouse and office or in the upper lot. The parking spots closest to the office are reserved for office use.

Sleep Apnea is a major contributor to daytime drowsiness. It is a condition where, during sleep, a narrowing or closing of the upper airway causes repeated sleep disturbances. A study by the Federal Motor Carrier Safety Administration revealed that 17.6% of CDL holders have mild sleep apnea, 5.8% have moderate sleep apnea and 4.7% have severe apnea.

It is very common in today's society and often goes undiagnosed due to the common misconceptions of the complexity of the test. I recently attended a seminar put on by Dr. Chris Smith, Co-Founder of "The Snore Shop" in Dartmouth, Halifax, St Johns NFLD and soon Moncton. You can visit his web site: www.thesnoreshop.ca and take the online sleep apnea questionnaire to determine if you may have apnea. To be tested for apnea through The Snore Shop you do not need a doctor referral and the cost is about \$75. Initial testing is simple. They provide you with a mechanism similar to a watch, you wear it while you sleep and it records your sleep habits. You mail it back to The Snore Shop and they review the information gathered and meet with you to discuss the results. If it is determined that you may have sleep apnea you may have to undergo additional tests.

DONNELLY Farms Ltd

"Your Transportation Specialist"

Note to all Employees:

It has been mentioned that some drivers feel disappointed that the office staff received new winter coats at Christmas Time and the drivers received 'no gift'. In response we would like to mention that the driver pay package is designed to offer you incentives and bonuses where as the office staff receive straight pay with no opportunity to achieve any bonus or extra award. We took this opportunity to show our appreciation for our office staff, they work hard all year long and are experts in their individual areas of the business. Respectfully,
Management.



Joke of the Quarter

My Buddy Bill...

My buddy Bill was at the pub one night when the cell phone rang.

He answered, "yes".

"Honey, are you still at the gym?"

"Yes dear"

Well I'm out shopping and I found this new red dress, it's only \$250, can I buy it"

"\$250 isn't bad, dear-go ahead and buy the dress".

"And I saw a really nice BMW on my way here, it's on sale for \$65, 000-can I buy it?"

"Offer them \$60,000 if they take it-you can have it"

That house I've always wanted out by the lake has been reduced to \$225,000, can I buy it"

"It's a beautiful house-go ahead and put in an offer-don't settle for more than \$215,000"

With that Bill hung up the phone. All the guys were looking at him in amazement. Just now Bill spoke up, "Does anyone know who's phone this is?"