

# Wilson Lines Times

## Safety Tip for Winter Driving

This month's safety tip is about being able to see and being seen.

- If you don't see it in time, you are doomed to hit it, no matter how good your reaction or traction is.
- It is not how fast you can get the truck going in the snow that is important, what really matters is being able to stop it. Speed must be adjusted down to the point where harsh braking is not necessary. *Read more on page 2*



## Wayne Buhrow Driver of the 3rd Quarter 2009



**Everyone at Wilson Lines enjoys his upbeat, cheerful personality and the professionalism with which Wayne does his job.**

**Congratulations Wayne!**

Company driver Wayne Buhrow says, "Trucks are my life." When he's out on the road, he can't wait to get home and work on his trucks, and when he's home, he can't wait to get back out driving again. Wayne was hired in September 2008 and has the honor of being chosen as Wilson Lines' Driver of the 3<sup>rd</sup> Quarter. He was born in Rice Lake, WI, the first baby born in the new hospital wing in 1959. After high school, he joined the Army, where he learned to drive trucks. He was stationed in Germany and also got to visit France. After the Army, Wayne got married and worked at a few factory jobs before getting his first job as a company driver.

Three years later, he bought his own truck and was an owner-operator for 14 years. Because of fuel prices and a slow economy, Wayne went back to being a company driver. He enjoys the freedom of being on the road. His favorite place to drive to was New York City. He hauled frozen loads going out, and kosher loads coming back for 4 ½ years. He delivered and picked up in all five boroughs of NYC and said it was the best money he ever made. Wayne's most memorable experience on the road was the time he got lost in Portland, Maine. He took a wrong turn and stopped to ask the highway patrol for directions. He got a log book fine and

then was arrested and his truck was impounded. He spent the night in jail and it cost \$800 to get his truck out of the impound lot. He also had to spend \$2,700 on attorneys' fees. When he walked out of the jail the next day, the arresting officer had the nerve to give him the directions he had requested the day before! Wayne and his wife, Pat, live in Chetek, WI. They have three grown daughters and five grandchildren. Besides working on his trucks, Wayne spends time cutting wood and mowing the lawn.

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## Teletrac Fleet Management System

Wilson Lines is doing a 30-day trial with three Teletrac units. Teletrac's Fleet Director vehicle tracking software is an Internet-enabled system, and utilizes fully integrated GPS-based vehicle tracking and wireless communications technology. It has the ability to utilize live

traffic information to help drivers avoid traffic tie-ups and unnecessary delays, determine the fastest route to the customer and accurate ETAs, communicate with drivers via 2-way integrated messaging, and view real-time information and summary data in at-a-glance dashboard

displays.

*Read more on page 3*



## 2010 Year in Preview

With the worst of the steepest economic downturn in decades apparently in the rearview mirror, trucking executives are shifting their focus to the recovery in 2010, while also bracing for what could be an onslaught of new safety and environmental regulations.

This year also will mark the introduction of cleaner-burning, but more expensive, diesel engines as equipment manufacturers comply with the final phase of current emissions reduction targets set by the Environmental

Protection Agency.

For freight carriers, the pace of business recovery will be crucial. A weak rebound would perpetuate excess hauling capacity and keep freight rates down, while a strong one could create an almost instantaneous shortage of capacity and sharply higher rates, according to analysts.

While demand for truck and rail hauling services is expected to be positive in 2010, overall freight demand is not expected to return to pre-recession levels

until sometime in 2011 at the earliest.

The forecast for gross domestic product is a relatively tepid 1.8% and that the U.S. economy will remain pressured by high unemployment and reduced consumer borrowing. Looking ahead, manufacturing activity should pick up and exports likely will grow as the value of the dollar declines, but high unemployment will keep a lid on home building and retail sales, two of the most important sources of truck freight.



**Trucking hopes to thrive in economic recovery, overcome anticipated U.S. regulatory onslaught**

**2010 proves to be an interesting year in the motor transportation industry. The FMCSA has many significant rulemakings that will have an impact on the industry.**

## Upcoming Rulemakings for 2010

**EOBRs:** The Electronic On Board Recorder Final Rule is scheduled to be released in February 2010. In the proposed rule, only carriers that had a history of noncompliance with the hours-of-service regulations would have been required to use EOBRs. What the upcoming final rule will contain is unknown.

**CSA 2010 Carrier Fitness:** This rulemaking will change the way carriers are rated and audited. Presently carriers are audited

using violations of "critical and acute regulations" to generate an "audit score" and a "rating" of Satisfactory, Conditional, or Unsatisfactory. The rating remains in effect until the carrier is audited again.

This new rule will change the auditing system to use the CSA 2010 seven Behavior Analysis Safety Improvement Categories (BASICs). If a violation of these regulations is found during auditing, the carrier will automatically fail the related BASIC.

Making carriers subject to "Safety Fitness Determinations" based on the data in CSA 2010 and the results of interventions.

### **Drug and Alcohol Database:**

This rule would establish a national database of drivers that have violated drug and alcohol testing rules (failed a test or refused a test). The FMCSA has stated that there are several concerns with establishing such a database.

## Winter Driving is Never Fun

Drivers have visibility problems during the winter for many reasons. Snow greatly reduces visibility. Road salt and grime that is allowed to build up on the windows will reduce visibility. The sun spends a considerable amount of time at low angles, reflecting light off of the snow cover. Any one of these can cause a driver to be "blind" at certain times.

To handle the lack of visibility

you simply need to slow down until you can see 12 to 15 seconds in front of the vehicle. To drive safely, you will need time to see, decide, and act.

To check visibility, all you need to do is start counting when something "appears" out of the snow ahead of the vehicle. If you get to 12 before getting to the object, you have enough visibility.

During the winter, it does not

take long for windshields to get dirty. If you clean the windshield the headlights will also need to be cleaned (they are even closer to the spray).

Taillights are what alert following traffic to the vehicle's presence. If those are allowed to "foul over," other traffic may not be able to see the vehicle in times of poor visibility until it is too late.

**If you clean your windshield, clean your headlights. If you clean your headlights, clean your taillights**



### Roadside Inspections and CSA 2010

The roadside inspection program managed by the Federal Motor Carrier Safety Administration (FMCSA) and the states conducts over 3 million inspections each year. These inspections provide a wealth of information on commercial motor vehicles, drivers, and carriers operating in the United States. The results of all roadside inspections are kept on file by the FMCSA and are used in conjunction with crash and intervention data to evaluate carriers and drivers.

Under the new Comprehensive Safety Analysis 2010 (CSA 2010) Operational Model, the new Safety Measurement System (SMS) uses all roadside inspection results to compile a carrier's evaluation, not just out-of-service or moving violations (which is what the present SafeStat system uses). Under SMS, violations are weighted based on relationship to crash risk. SMS will eventually be used to propose adverse safety fitness determination based on a carrier's current on-road safety

performance. The CSA 2010 SMS is expected to go online next summer. SMS includes two safety measurement systems, one for carriers and one for individual commercial motor vehicle drivers. The carrier evaluation system will use carrier data from the previous 24 months, and the driver evaluation system will use data from the past 36 months. This means that roadside inspections will play an even greater role to monitor driver and carrier performance.



The ultimate goal of CSA 2010 is to achieve a greater reduction in large truck and bus crashes, injuries, and fatalities.

### New 'Driver Database' to be Available to Carriers

The Federal Motor Carrier Safety Administration (FMCSA) announced that it will launch a new Driver Pre-Employment Screening Program which will allow commercial motor carrier companies to electronically access driver inspection and crash records as a part of the hiring process. The program could begin as soon as later this month.

Management Information System (MCMIS). The MCMIS is comprised of driver (and carrier) performance data including roadside inspection and compliance review results, enforcement data, state-reported crashes, and motor carrier census data. This information will be used in the new CSA 2010 SMS system when it replaces SafeStat next year.

ment personnel, and accessible to drivers through the Freedom of Information Act (FOIA). Once the pre-employment screening program is launched, driver safety records will be available to motor carriers regardless of state or jurisdiction. In accordance with federal privacy laws, drivers must first give written consent in order for their records to be released.

The Driver Pre-Employment Screening Program will be populated by FMCSA's Motor Carrier

Commercial driver safety records are currently available to federal and state law enforce-

**DID YOU KNOW?**  
the CSA 2010 Operation Model test, underway in nine states, includes more than 92,000 commercial motor vehicle carriers!

### Teletrac Fleet Management System

Teletrac's SmartNav with GPS plus messaging helps route drivers more efficiently, completing more service calls per day per vehicle—while reducing fuel cost and improving customer satisfaction

Teletrac's powerful SmartNav™ vehicle navigation and routing software with GPS technology provides automated, turn-by-turn verbal driving directions. Obtaining routes is quick and easy. SmartNav guides drivers to their destinations using the most fuel and time efficient routes based on live traffic information — avoiding congestion and other hold ups. SmartNav uses the latest GPS-

delivered location information to provide detailed guidance to virtually any destination. Route calculations are based on both live incident data and expected daily traffic behavior. Throughout the trip, SmartNav continues to monitor traffic conditions and automatically contacts the vehicle if a better route develops. Fleet Director's vehicle fleet manager integrates engine diagnostics information with GPS

data, transfers engine fault codes and other vehicle performance metrics to the desktop of maintenance personnel in real time. It also reduces the risk of road breakdowns and resulting schedule disruptions with on-board vehicle diagnostics and vehicle monitoring.



January 1010



**2009 Christmas Party Review**

On Saturday, December 12, Wilson Lines' annual Christmas party was held at Treasure Island in Red Wing, MN. Several employees, owner-operators and guests were in attendance. After the social hour, a delicious buffet dinner was served. The evening's entertainment

was provided by Gary Wick, a comedian-ventriloquist. Gary, Clarence Duck and Gramps made us laugh with their humorous stories. Gary's vocal sound effects were incredibly realistic sounding and extremely funny. Special thanks to Loras Kemp, Matt Luehring, and Mike Bon-

deson for being such great ventriloquist assistants.



**Happy Anniversary**

October–December 2009

- Larry Wokson 27 years
- Pinky Conrad 27 years
- Jim Weaver 21 years
- Beryl Richards 19 years
- Manford Lange 13 years
- Norm Blanchard 11 years
- Brent Libby 10 years
- Craig Swenson 7 years
- Elmer Schuette 6 years

**Welcome**

*Company Drivers*

- Robert Beard
- Ryan Noffsinger

*Owner Operator*

- Kevin Amundson



**Christmas Treats**

Each December, Wilson Lines' employees are treated to a delicious box of holiday goodies, homemade by Vern Bettis' mother, Joan. We certainly appreciate all the time and effort that she puts into making the cookies, bars, fudge, and other Christmas treats she sends to us. This year, Joan enclosed an extra-special treat – this pic-



ture of Vern, wearing his deer-hunting vest, which had to be closed together with extensions in the front. She added a note, which said, "Warning!

This is the result of eating TOO MUCH of these goodies!"



**Harley Rider Loras Kemp**

This picture of Loras Kemp and his fiancée, Connie, was taken in 1965 at Connie's farm in Dubuque, Iowa. They are seated on a "full dress" 1963 Harley-Davidson that Loras bought brand-new for \$1,400. At that time, Loras worked in a blacktop plant as an endloader operator, and he

has a bandage on his right arm covering burns caused by hot asphalt. Connie worked in an office in Dubuque, and had met Loras at her sister's wedding. They married the next year, in 1966, and went on to have four children. And what happened to the Harley? Loras

sold it to pay for a washer and dryer after their first child was born.

