

WILSON LINES TIMES

WILSON LINES, INC.

ANNUAL SAFETY AWARDS MEETING

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Saturday, April 4th, 2009
9:00 p.m. to 12:00 p.m.



We will hold our annual Safety Awards Breakfast Meeting at

Treasure Island Resort & Casino near Red Wing, MN.

Breakfast will be served at 9:00 am and a meeting will follow. Bring your spouse and join us for food and fun. You will have a chance to win prizes!

Safety extends to every part of the company, from office to shop to drivers. With that in mind, we look forward to everyone attending our safety meeting.

Please r.s.v.p Pam by March 27

2008 DRIVERS OF THE 3. AND 4. QUARTER



Manford Lange 3. Quarter

Congratulation

Manford and Ken

Keep up the good work

Read more on page 3



Kenneth Cran 4. Quarter

KENWORTH T660

Wilson Lines has ordered 7 T660 for March/April delivery

The T660's unsurpassed aerodynamics makes it a perfect truck for line haul applications. With the superior maneuverability provided by its set-back front axle, the T660 is the perfect truck for pickup and delivery and regional haul applications. Or select from the wide range of weight-saving options, and the T660 is the ideal truck for bulk haulers or anyone trying to maximize payload.



New T660 Model with Aerodynamic Styling, Enhanced Fuel Economy

The T660 is designed and built for driver comfort. Whether you drive yourself or hire drivers, you will appreciate the quiet cab, controls where you need

them and high quality interior appointments. The T660's 64" front spring, proprietary 8-bag air suspension and cab/sleeper suspension combine to provide an exceptionally smooth ride.

The T660, like all Kenworth products, is designed to be easy to maintain. This coupled with its leading-edge aerodynamics, reliability and high resale value make it an excellent investment.

HIGHWAY SAFETY

The commitment to safety of drivers across our nation has resulted in a 30 year downward trend of highway fatalities involving trucks. The past two years marked the lowest large-truck fatality rate in 30 years.

TRUCK FREIGHT VOLUMES

ATA reported that December for-hire truck freight volumes were terrible. Specifically, the number of truckload loads contracted 9.1 percent from November and dropped a whopping 16.4 percent from December 2007. This was the largest year-over-year contraction since ATA began collecting the data in 1993.

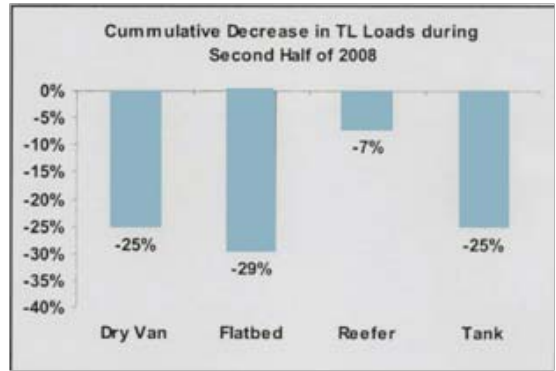
December marked the sixth sequential decrease in TL volumes, totaling 23.2 per-

cent. In the 15 years that ATA has been measuring TL loads, we have never witnessed a plunge like what transpired during the final six months of 2008.

All TL segments were hit hard during the second half of 2008. Dry van and tank truck freight each plummeted 24.9 percent during the six-month period, only to be surpassed by flatbed freight which plunged nearly 30 percent.

Refrigerated freight fared the best, although it was still down 6.6 percent.

The less-than-truckload industry was also hit hard during the second half of 2008. In December, total LTL shipments contracted 7.2 percent and 11.2



percent from November and December 2007, respectively. During the second half of 2008, LTL shipments fell a total of 17.6 percent.

TRUCKS BRING IT! AMERICA MOVES BY TRUCK

At this very moment, coast-to-coast, trucks are on the road hauling life's essentials - everything the nation needs such as food, books, clothing, electronics, automobiles and medical supplies. More than 80 percent of U.S. communities depend solely on trucking for delivery of their goods and commodities.

In 2006, the U.S. trucking industry hauled 69 percent of

the total volume of freight transported in the United States. More than 26 million trucks of all classes, including 2.9 million typical Class 8 trucks operated by more than 750,000 interstate motor carriers, kept America moving.

The trucking industry is a major employer in the United States. There are 3.5 million truck drivers in the United

States, with total industry employment at over 8.7 million. That means that one out of every 15 people working in the United States is employed in the trucking industry

The trucking industry paid \$16.5 billion in federal highway-user taxes and \$18.6 billion in state and highway-user taxes.

The trucking industry exclusively serves 80 percent of all communities in the U.S. for the products and goods they receive.

DELIVERING THE GOODS

Regardless of the economic climate, food and beverage fleets know that consumer demand for the products they deliver will never disappear completely.

However, these businesses still feel the effects when economic factors put the squeeze on consumers. Record fuel prices last summer

forced many distributors to add or increase fuel surcharges, and the recessionary economy has cost the restaurants, food and beverage retailers the service business of these fleets. High-end restaurants, he said, have experienced a drop in traffic from business diners.

A focus on core needs is also reflected in the retail sector, where the popularity of luxury items is waning. People still need to eat; they're just buying simpler foods.



The trucking industry is the driving force behind the U.S. economy.

MANFORD LANGE 2008 DRIVER OF THE 3. QUARTER

Manford has been with Wilson Lines since November 1996 as an owner operator. He is a truck driver who knows the road, the equipment and the business. He had to lie about his age in order to start driving when he was 17 years old. He enjoys trucking because he gets to meet all kinds of different people. He makes friends at most truck stops and goes back to the same places

every time. He has driven through all 48 US states and Canada. His favorite places to drive are north in the summer and south in the winter.

Manford grew up on a farm and then farmed on his own for 33 years in addition to driving a truck. He starts every morning with a breakfast of steak and eggs. He is an "old-timer" who is used to hard work. People at Wilson Lines say he is cheerful, fun

and easy to work with. One of the dispatchers remarked about Manford, "You can always count on 'wonder dog.'"

When Manford is not on the road, he enjoys telling stories and going to the casino. He has been married to his wife Carol for 50 years. They live in Harmony, MN (Amish country) and they have 5 children and 9 grandchildren.



Manford takes great pride in his job and says, "Why not enjoy what you are doing?"

KENNETH CRAN 2008 DRIVER OF THE 4. QUARTER

He joined Wilson Lines in September 2007, but has been driving a truck for most of his career. After graduating from Stillwater High School, he spent 4 years in the Navy on an aircraft carrier patrolling the North Atlantic and Mediterranean Seas for Russian submarines. He then went to work for Dahlen Transport, frequently team-driving out to upstate New York 3 times (6,000 miles!)

per week. Ken changed careers and worked in a factory for 13 years; he resumed driving when he came to Wilson Lines.

When he is not on the road, Ken enjoys catching up on his sleep and spending time with his extended family. He has four grown children and two grandchildren, and shares a house with two of his nephews. When they all

get together with his sister's children and grandchildren, Ken is the designated cook! At Christmastime, he says his house gets really crowded. Cooking is his only real hobby, but he also likes to fish a little bit.

There are many reasons why Ken was voted Driver of the Quarter. His dispatchers say that he is always on time, does a great job and does not complain. The mechan-

ics say that he is easy to get along with, and is able to explain what is going on with his equipment whenever there is a problem.



Congratulations to Ken on this award!

FOOD SAFETY TRANSPORT

WASHINGTON — Congress will tackle safe-food transportation issues this year because of recent food-borne illness outbreaks and because the open nature of the freight network makes an inviting terrorist target, experts said.

Food safety already is a hot issue. It is one of the greatest

areas of concern about potential terrorist contamination because there are so many points of entry, like irrigation, harvest, processing, truck movements and warehousing. We have the technology. It's used today to protect freight shipments.

The question is now to apply it to food and agricultural

transportation.

We expect food safety will be an issue that Congress will look at, but it will not be an immediate issue because of its attention to the economy.

Food safety is going to be a big, hot issue for a long period of time.

ILLINOIS TOLLWAY

The state of Illinois tollway system **takes pictures of your license plate and truck if you do not stop and pay toll.** The system records your vehicle with date, time and location. We have several drivers who have been fined in the last couple of months \$20 each time, plus toll. We do not pay these fines.

SAFETY MEETING

Please remember to **turn in your Belt Buckles** to Judith or Brenda as soon as possible.

Wilson Lines awards drivers who have not had any preventable accidents for 2008 with the Belt Buckle program.

WHAT OUR DRIVERS DO WHEN THEY ARE NOT DRIVING

Company driver **Mike Stanton** has been dressing up as Santa Claus for his family members for over 20 years. About 5 years ago, he began playing



Santa for the Eau Claire, WI Children's Museum and the Model Train store in Eau Claire. This past Christmas, the Model Train store included Mike in their parade – he got to ride in a wagon pulled by a team of horses!

One of Mike's favorite stories is about a little autistic girl to whom he gave a little stuffed Santa Claus. Six months later, her mother told Mike she was

still carrying it around. Another funny thing Mike mentioned is that for some reason, little girls have a tendency to tell Santa Claus who the other mean girls at school are!

Owner-operator **Vern Bet-tis** has been going deer hunting since he was 13 years old. He has been with Wilson Lines since 1991, and each year he takes a week or two off for deer hunting. This past fall of 2008 was especially exciting for him, as he bagged his biggest deer ever! It's a 10-point buck, shot near his home in Sparta, WI. He's even having the head mounted by a taxidermist so he can display it on his wall at home.

participating in all outdoor activities – even chopping wood. He jokes that his mother won't make him dinner if the wood isn't chopped! Congratulations to Vern on his latest trophy!



Might this be one of Santa's reindeer?

Vern goes deer hunting with his mother and enjoys

HAPPY ANNIVERSARY

| | | |
|----------------|-------|----------|
| Pinky Conrad | 10/02 | 26 years |
| Larry Wokson | 10/02 | 26 years |
| Jim Weaver | 11/14 | 20 years |
| Manford Lange | 11/25 | 12 years |
| Norm Blanchard | 11/02 | 10 years |
| Brent Libby | 10/28 | 9 years |
| Craig Swenson | 12/11 | 6 years |
| Elmer Schuette | 11/24 | 5 years |
| Mike Marvin | 11/02 | 4 years |
| Beryl Richards | 12/05 | 3 years |
| Tim O'Donnell | 11/06 | 2 years |

WELCOME

Donald Currell Owner Operator

WELCOME BACK

Thomas Jones



HAPPY BIRTHDAY

| | |
|-----------------|-------|
| Rodney Lyons | 09/07 |
| Joe Grundhauser | 09/12 |
| Jerry Knutson | 09/24 |
| Manford Lange | 10/04 |
| Mike Marvin | 10/04 |
| Brent Libby | 10/28 |
| Tim O'Donnell | 11/04 |
| Dave Skjong | 11/04 |
| Wayne House | 12/06 |
| Jeff Ulrick | 12/09 |
| Bill Bidler | 12/14 |
| Cody Clemmens | 12/26 |