

Want to purchase an APU? See page 6.

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World's Largest Truck Convoy Trucks line up to raise money for Special Olympics

Kristin Ries, Staff Writer

"We're here to make a statement." That was the attitude of the truck drivers and law enforcement officers at the "World's Largest Truck Convoy" in Minnesota on September 13.

Each year, convoys are held in metro locations across the United States and Canada to give truckers and the community a chance to join together and raise money for Special Olympics.

This is the fourth year in a row Dart Transit Company has sponsored the Minnesota convoy. Nearly 80 trucks participated, raising \$25,000 for Special Olympics Minnesota.

The convoy started at Canterbury Park in Shakopee. The trucks, escorted by the Minnesota Highway Patrol, headed south on Highway 169 to Belle Plaine, exited, and then looped back north on 169 to Canterbury.

Dart contractors who participated in the convoy included **Al Beck, Brad Chapdelaine, Bryan Cotton, Tom Devine, Donald Killion, Jim Rarrick, and Harvey Zander.**

Dart contractor **Brad Chapdelaine** was a member of the Planning Committee for the convoy. He worked with



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Special Olympics Minnesota to promote and raise money for the convoy.

Kim Lee, Dart Operations Detention Specialist, was recognized for collecting the most used cell phones as a fundraiser before the convoy.

Don't miss the convoy next year! ❖

Dart contractors share ideas and concerns at the **Contractor Forum**

On August 22, contractors gathered at Dart's Eagan Operating Center for the Contractor Forum.

Dart holds forums periodically to give contractors the opportunity to share issues, ideas, and suggestions with Dart representatives.

No subjects are off-limits during the forums. The purpose is to share information and improve areas of concern for contractors.

After each forum, information is collected and passed to different departments within Dart. Each department reviews, evaluates, and prioritizes the information to determine the order in which issues

No subjects are off-limits during Contractor Forums.



will be addressed.

Some of the topics brought up by contractors in the forum included communication between fleet managers and contractors, fleet managers working with new contractors, the importance of using Macro 45 (Communica-

tion Update), and how and where to safely park your truck, trailer, and personal vehicles.

Three items discussed in the previous forum in Febru-

Forum - continued on page 3

Atlanta Appreciation Day

Dart Atlanta Short Haul Celebrates Fourth Birthday



John Pinyerd, Atlanta Sales and Operations Manager; and **Steve Rozanski**, Atlanta Operations Supervisor

Everyone who attended enjoyed the Atlanta Contractor/Driver Appreciation Day again this year.

Ron Moore, Director of Operations from the Dallas Operating Center, joined the Atlanta team this year to personally thank the contractors and fleet drivers for providing superior service to our mutual customers and for helping make Atlanta a successful short haul operation.

In addition, this October marked the fourth anniversary of the Dart Atlanta Short Haul operation. We have grown to 75 trucks and we appreciate all of the folks who have helped us along the way.

As we have done in the past, this year's event was held at the Pro Stop® Service Center in Buford, Georgia. Lunch was terrific as Brenda and Jimmy Upshaw provided the catering services again. Jimmy's fried chicken and pork chops were a huge hit.

Everyone received a Dart travel kit and other prizes at the door and won at least one Dart hat during the annual

Left: John Pinyerd and Steve Rozanski address the crowd. Right: Families are always welcome at Appreciation Day.

Atlanta "Trivia Quiz." We also had a raffle drawing for great prizes like Dart shirts and floppy hats.

In addition we had three fantastic grand prizes – \$50 and \$100 Target Gift Cards, and the top grand prize was a PM service that was generously donated by the Buford Pro Stop (with retail value of approximately \$300). We appreciate their generosity and all of the help that they pro-



vide for our contractors in the area.

Our grand prize winners were:

- \$50 Target Gift Card -

Manuel Ruiz

- \$100 Target Gift Card - Robert Lilly
- Pro Stop PM - Stanford Smalls

Perhaps the best part of the Atlanta Appreciation Day was the time that we were able to spend with contractors and fleet drivers in a social setting. It is also special when family members are able to attend and we have the chance to meet and grow our friendship.

We look forward to seeing a huge crowd at next year's Atlanta Appreciation Day, which will be held on June 13th. Mark your calendar now! ❖

New clothing at the Pro Shop!

Are you ready for winter? The Pro Shop can help!

Stop by the Pro Shop at Dart's Eagan Operating Center to see our current selection of Dart logo garments.

We carry a wide selection of shirts, jackets, and caps,

including new items for the winter season.

Pro Shop hours are 8:30 a.m. to 4 p.m. You can also visit the Pro Shop online at www.dart.net or call Edie Davidson, Pro Shop Specialist, at x1398 to place an order. ❖

Dart contractors: You are invited to attend "Keys to Profitability and Success"

What: *Keys to Profitability and Success* is an information session that helps contractors improve their business practices. Topics include fuel economy, time management, and taking advantage of resources such as Dart's AdvANTage® Fuel Network.

When: Sessions are held every Friday after the *Ethics and Techniques for the Professional Driver* session.

Where: Matt Doth, Senior Retention Analyst, conducts the session at Dart's Eagan Operating Center in the Safety

Class Room outside the Safety Department. Jennifer Dotson, Operations Manager, holds the session at Dart's Dallas Operating Center in the Contractor Information Session Room.

Please contact your fleet manager for more information. ❖

Retirement



After contracting with Dart 17 years, **Joe Lloyd** retires. Joe contracted his truck with Dart in 1991 and operated with a National contract. He received all of Dart's safety awards including the Hall of Fame and President's Safety Awards, and received the National Safety Council's One Million Mile Award in 1998.

"Joe is helpful and friendly to everyone," says Deb Sauer, Fleet Manager. "He always has a kind word to say, caring thoughts, wisdom and patience. He enjoyed trucking, and if he could do it, it got done. There was never a question of him being late or running illegally. Joe was polite to his customers and respectful to people he talked to. In all the years I worked with him, I got to know him well. His family was very important to him. I regret that my family never got to meet him. Joe talked many times of making the best of every day. He said that one day he would meet his maker, but until then he would work, enjoy the people around him, and make each day count. Joe has worked hard for his retirement. Like he has said many times – make the best of each day." ❖

Contractor Forum – continued from page 1

ary are now available to Dart contractors.

1) "Keys to Profitability and Success"

Dart now offers an information session called *Keys to Profitability and Success* to help contractors improve their business. The session is suitable for all Dart contractors,

no matter what their level of experience as an owner operator.

"Whether you've contracted with Dart for 10 days or 10 years, you can attend the session," says Matt Doth, Senior Retention Analyst. "*Keys to Profitability and Success* is a great way for new

contractors to learn about Dart's resources, and for long-time contractors to refresh their business practices."

See page 2 for more information on *Keys to Profitability and Success*.

2) APU program

Highway Sales, Inc. now offers an auxiliary power unit (APU) program. Thermo King TriPac™ units are available at the Pro Stop® locations in Eagan, Minnesota; Lancaster, Texas; and Sellersburg, Indiana.

Financing options depend on the age of your truck and how it is financed. See page 5 for more information.

3) Information regarding HAZMAT loads

Links were added to the E-Driver login page on Dart's web site (www.dart.net) to provide contractors with more information on pulling hazardous materials. The documents address concerns for hauling HAZMAT and provide information on how to obtain a HAZMAT endorsement. You can also visit the web site for the state in which you hold a CDL and search for information, or contact the Safety Department in Buford, Dallas, Eagan, or Sellersburg for a HAZMAT guide.

The next Contractor Forum will be held at Dart's Dallas Operating Center in the spring.

"We encourage contractors to spread the word about the forum and share with other contractors what they learn," says Kevin Smith, General Manager of Dart's Dallas Operating Center. "We also ask that they provide us with feedback. It is important that we keep communication open and ideas coming." ❖

Protect yourself from Identity theft

When you get out of your truck you probably roll up the windows and lock the doors.

Protecting yourself from theft is important. Have you ever stopped to think that the same care should be taken to protect yourself from *identity theft*? According to a 2006 Federal Trade Commission survey, approximately 8.3 million Americans were victims of some form of identity theft in 2005.

In today's age of identity theft it is important to always be aware and cautious. While you can't completely protect yourself from theft, you can make it more difficult for someone to steal your identity.

Steps you can take to help protect your identity:

- 1) Don't give personal information such as your address, phone number, contractor or driver number, contractor PIN, bank account numbers and passwords, Social Security number, etc. to unauthorized people or people you don't know.
- 2) Keep important documents such as your Social Security

card, birth certificate and passport in a safe place – not in your wallet or truck (unless necessary).

- 3) Shred receipts, bank statements, and other personal documents before throwing them away. And never throw them away in a public trash container.
- 4) Don't leave your purse or wallet unattended or in open view in your truck, even if your truck is locked.
- 5) If you have a computer with Internet access, make sure it has the latest anti-virus and spyware detection software.
- 6) If no one is at home to collect your mail while you are on the road, ask the Post Office to hold it for you until you go home. Pay close attention to when your bills arrive. If you are missing a statement, contact the company that sends it immediately.

Small precautions can help protect everyone against identity theft. ❖

Contractors of the Month



Alberto Luevano

Alberto Luevano

Fleet Manager: Les Brandon
Dallas Operating Center

"I'm happy to be here,"

Alberto Luevano says about Dart. "I've been with a lot of companies, and I've been looking for somewhere where I feel comfortable and where they recognize you for your hard work. I have found that here at Dart."

Alberto knows customer service is important. "I try to put a lot of emphasis on making sure the customers are happy, and that I am on time," he says. "As long as I can help a customer I am happy. It is my number-one priority."

Alberto leases a 2004 Freightliner through Highway Sales, Inc., a truck and finance vendor. "I prefer a lease, and Highway Sales has a good deal."

He also prefers Dart's National contract. "I like going different places and meeting different people," he says. "I love the whole country. I love traveling. I go anywhere I can go."

Alberto lives in El Paso, Texas, where he was born and raised. He and his wife Susanne have four kids: Robert, Cris, Kristian, and Syleste. "They drive me up the wall, but they're good kids," Alberto says with a smile. "I love spending



Dave Sizemore

time with them."

His favorite thing to do for his family: cook. "My wife loves it when I'm home," he says. "Because I love cooking. Italian, Mexican, Chinese, German, a little bit of everything."

His other interest is computers. Alberto earned his Associate Degree in Computer Maintenance, so when he's home he builds and upgrades computers.

When he has a question or needs advice, Alberto searches the Internet for the answer. "I research a lot. I have my laptop with me in the truck, so I try to keep up with anything new with trucking. If I can't find an answer on the Internet, I go to other truck drivers. Or if it has to do with Dart, I ask someone there. Whether it's Fleet Services, Safety, or Operations, everybody here is very helpful."

Alberto uses his laptop for another reason. He uses "Fuel Discounts," a tool on Dart's web site, to find the best places to buy fuel through Dart's AdVANTage® Fuel Network. "It definitely makes a difference," he says.

Other ways he saves money on fuel: "I keep my speed down – especially on heavy loads, and in places like Tennessee and Kentucky where

there are a lot of hilly roads. I set my cruise between 58 and 62 mph." He also changes fuel and air filters frequently.

Being Contractor of the Month, he says, is a reward for all of his hard work. "It makes me feel good." ❖

Dave Sizemore

Fleet Manager: Jessica Roberts
Eagan Operating Center

Thirty-six years ago, **Dave Sizemore** worked at a 7-Eleven in Irving, Texas where the owner of a trucking company frequently visited. On several occasions, Dave hinted to him, "I sure would like to drive one of those big trucks." Finally the man said, "be here at 9 a.m. tomorrow."

The next morning a driver from that trucking company came and asked Dave to ride in the truck with him. Dave climbed into the truck and the driver said, "Now you watch this," and started driving.

At the end of their trip, he asked Dave, "Did you see that?" And Dave replied, "Yes." The driver told Dave to get in the driver's seat and "do just that." That began a long career in trucking.

To be a professional truck driver, Dave says you have to have common sense. "Especially with docking. You have to look around. And you have to use common sense with your money if you want to make money."

Dave contracted with Dart in 1993. "I wanted to be an owner operator and do my own thing," he says. "I like everything about Dart."

One of the biggest reasons he stayed with Dart for nearly 16 years, he says, is "I've been

blessed with really good fleet managers. They get to know me and say, 'Dave will take anything.' If they have a short load, they offer it to me and I take it because they always back me up with a longer one. That's what I call teamwork."

Dave says his most recent fleet manager, Jessica Roberts, is "fantastic. She never had to ask, 'Dave, are you going to be there?' She knew I would."

On July 16, Dave made a delivery and decided to go to the doctor because he had an irritating cough. After a series of doctor visits, one test showed something new.

"Cancer showed up all over my body," Dave said. Doctors estimated that the tumor had been in his lungs for two years, and had spread to his lymph nodes.

Dave Sizemore – continued on page 5

What makes a Contractor of the Month?

Here are some of the criteria used to select Contractors of the Month:

1. Contracted with Dart for a minimum of two years
2. 100% on-time performance for the last six months
3. Outstanding safety record and no safety compliance concerns
4. Professional appearance and cooperative attitude
5. Availability for dispatch
6. Quarterly performance
7. Financial stability
8. Special honors, awards, etc.

Dart focuses on safety at Minnesota conference “Toward Zero Deaths”

“Toward Zero Deaths” is a partnership led by the Minnesota Departments of Public Safety, Transportation, and Health.

On October 7 and 8, Toward Zero Deaths held its annual conference in Rochester, Minnesota, joining

traffic safety advocates from across the state. Attendees included the Minnesota Department of Transportation, public safety and health employees, law enforcement officials, engineers, emergency service and fire personnel, local and state elected officials

and government employees, safe community coalitions, and driver educators.

Dart’s Chairman of the Board, Don Oren, attended the conference, along with Randy Peterson and Dart’s Safety AdVANtage Truck Driving Simulator. Dart brought an

important message to the conference – that safety is a priority on the road and throughout the trucking industry.

For more information on Toward Zero Deaths visit <http://www.tzd.state.mn.us/>. ❖

High fuel costs + strict emissions regulations = great reasons to Purchase an APU through Highway Sales!

When was the last time you filled up your fuel tanks and smiled? How about the last time you wondered if you were going to get a fine for idling?

Often, idling your truck means more money and trouble than its worth. So why not stop?

Highway Sales, Inc. now makes that decision easier. It offers auxiliary power units to help you idle less. Thermo King TriPac™ units are available at the Pro Stop® locations in Eagan, Minnesota; Lancaster, Texas; and Sellersburg, Indiana.

Financing your APU

The price for the TriPac™ is \$8,931, including installation and a 48-month warranty. Financing options depend on the age of your truck and how it is financed. Please review the following two options carefully.

If you have . . .

1) **A 2006-2007 Highway Sales truck financed through US Bancorp, Wells Fargo, or Kraus-Anderson Capital**, please contact Highway Sales for credit approval. Terms are: 42 months at \$250 per

month.

Or

2) **Any other truck**, please contact Erik Salyer – 248-743-5216 – at Lease Corporation of America for credit approval. Lease Corporation of America finances APU’s on a 36-month lease with the following credit criteria:

- No bankruptcy or repossessions in the last five years.
- No back taxes or child support.
- At least one year of

owner operator experience.

- First and last payment due at signing (about \$700).

Installation

After receiving credit approval from a finance company, contact one of the following Pro Stop® locations to schedule installation:

Eagan, Minnesota
651-452-8137

Lancaster, Texas
972-274-8709

Sellersburg, Indiana
812-246-3742 ❖



TriPac™

2-cylinder engine
65-amp alternator
7,500 BTU/hour heat
13,000 BTU/hour air conditioning
About 430 pounds
1,000-hour maintenance interval

Dave Sizemore –continued from page 4

After being diagnosed, Dave cancelled his contract with Dart to undergo radiation and chemotherapy treatments. It hasn’t been easy. The treatments weaken Dave and he is required to maintain a strict diet. “I’ve learned a lot since I have cancer.”

Every day he is home, Dave misses trucking. But he is grateful that Dart was so understanding. “Dart knew my situation and that I had cancer,” he said. “I had already emptied my bank

account with doctor appointments and tests, so Highway Sales helped me sell my truck quickly. Dart treats me like a

person, not a number. I love Dart. As soon as I get healthy, I’ll come back.” ❖

National Truck Driver Appreciation Week August 24-30

Professional truck drivers across the United States were recognized August 24-30 during National Truck Driver Appreciation Week. Dart showed its appreciation

with a weeklong celebration. Fleet managers at Dart’s Dallas and Eagan Operating Centers gave out prizes and employees served contractors and fleet drivers lunch. ❖

Pro Stop® Truck Service, Inc. Focuses on service

Mike Busch, Pro Stop National Sales Manager

As operating costs for owner operators go up, Pro Stop® Truck Service, Inc. focuses on providing excellent service to its customers.

Pro Stop offers several benefits.

Additional staff

To better serve customers, Pro Stop added to its staff, hiring new mechanics at its facilities in Kansas City, Missouri, Atlanta, Georgia, Denver, Colorado, and Minneapolis/ St. Paul, Minnesota.

Extended hours

The Pro Stop in Minnesota recently extended its hours. It is now open 6:00 a.m. to 11:30 p.m. (see the contact information to the right). The shop in Sellersburg, Indiana is also open until 11:30 p.m.

Low cost/ high quality service

Pro Stop continues to offer low cost and the highest quality service. Dart contractors: take advantage of the great deals Pro Stop offers, including its Monthly Special.

During November, Pro Stop offers a Winterization Special for \$99 and \$5 off each battery purchased. The "winterization" service includes: checking and cleaning batteries, checking the alternator, checking the air dryer, draining the air tanks, pressurizing and checking the cooling system for leaks, testing the anti-freeze concentration, testing the operation of the block heater, visually checking all belts, hoses and tires, and testing heated mirrors.

Consider setting up and using a Pro Stop® Maintenance

Reserve Account for future maintenance and repairs.

Pro Stop offers complete truck and trailer repair services at seven locations nationwide. Give us a call or stop by!

Atlanta, Georgia

Grover Bagley
770-904-4717
7:00 a.m. - 4:00 p.m.

Dallas, Texas

Leonard Van Haecke
972-274-8709
6:30 a.m. - 5:00 p.m.

Denver, Colorado

Erich TerAvest
1-800-366-9000 x1963
720-979-8180
7:00 a.m. - 4:30 p.m.

Houston, Texas

Eligha Hagler
713-671-9785
8:00 a.m. - 4:30 p.m.

Kansas City, Missouri

Jason Dahlin
816-241-4693
8:00 a.m. - 4:30 p.m.

Mpls./St. Paul, Minnesota

David Kramm
651-452-8137
NEW! 6:00 a.m. - 11:30 p.m.

Sellersburg, Indiana

Corey Mercer
812-246-3742
7:00 a.m. - 11:30 p.m. ❖

* All shops are open Monday - Friday with no weekend hours. Note: Due to the hurricane, the Pro Stop in Houston was temporarily closed. Power was restored on September 29, and the shop is now open for business.

Simulator goes W.A.R.M.

Sandy Alcalá-Villagran, Fleet Services Administrative Assistant, Dallas

During October the Safety AdVANTage Truck Driving Simulator traveled all over the state of Wyoming. Why?

Randy Peterson, facilitator/driver, trained city and county officials, police officers, and fire fighters on truck safety.

Randy spent two days in Gillette, Wyoming; three days

in Casper, Wyoming, one day in Cheyenne, Wyoming, and traveled on to Laramie, Wyoming for an additional three days. More than 350 people went through the simulator.

W.A.R.M. stands for the Wyoming Association of Risk Management, one of the simulator's customers, located in Cheyenne, Wyoming. The association supports cities in

Wyoming and overseas in Asia and Argentina with insurance and risk management services.

Areas of W.A.R.M.'s expertise

- Hazardous materials incidents
- High angle rescue operations (cliff sides, etc.)
- Water rescue and swift water rescue
- Fire-related building inspections
- Traffic accidents
- Medical emergencies
- Weather emergencies, including floods, blizzards, and tornadoes
- Evacuations and emergency management
- Public safety training, including first aid classes and fire safety classes for both children and adults

W.A.R.M. has invited Randy back next year for a month-long training session at each city. We look forward to spreading the word – "Safety Matters!" ❖

Bringing home the trophies

Dart contractor **Harvey Zander** and his wife Karen entered two trucks in the Waupun Truck-'N'-Show in Wisconsin this year – their mural-covered Icy Blu 2, and their new LoneStar. Icy Blu 2 brought home four 1st place trophies, and the LoneStar received one 1st place and a 3rd. Congratulations Harvey and Karen! ❖



Harvey and Karen (R) with their "crew": Craig Gehring and Don Mages (in the back), Emily Mages, Jake (Harvey and Karen's grandson), Casey Mages, and Danny Mages.