



# INTERCHANGE

## *Congratulations!* **Haul of Fame**



**James Gaetz**  
1 Million Miles 2007  
National Fleet

## **At Roehl Transport, Safety Helps the Environment, Too**

Preventing highway accidents that cause injury and property damage is the driving force behind TeamRoehl's revolutionary safety program. But our nationally leading safety record also benefits the environment by reducing greenhouse gas emissions from diesel exhaust.



Like many trucking companies, we use a new technology called PrePass® to bypass long DOT inspection lines, Vice President of Safety, John Spiros explained. That it's the company's outstanding safety record that optimizes the technology. "Having PrePass transponders in your trucks is only half the equation," Spiros said. The system automatically identifies each vehicle as it approaches a weigh station and signals drivers whether or not they must pull into line or can bypass the inspection based on the carrier's safety history. The better the company's safety record, the more often the driver is given the green light to bypass the weigh station.

With one of the lowest (best) Inspection Selection System scores in the nation, our drivers are allowed to pass more often. "Long weigh station inspection lines lead to substantial idle time - an unproductive use of fuel the EPA is targeting in its effort to reduce pollutants from truck exhaust," Spiros said. "Being given the pass signal more often keeps Roehl trucks out of the lines, reducing the company's aggregate idle time. That, in turn, conserves fuel and reduces truck exhaust emissions like CO<sub>2</sub> and particulates. It also means more predictable, timely service to our customers," he added. "As one of the 100 largest trucking companies in the

(Continued on page 5)

### **Upcoming Events**

**April 14, 2007:** Roehl Annual Awards Banquet

This year's Awards Banquet will be held at the Marshfield Clearwaters Convention Center. Make your reservations today.

**May 3, 2007:** Adopt-a-Highway Clean-Up

The Operations team will be coordinating this first session of 2007 cleaning a stretch of Veterans Parkway near the Marshfield terminal. Everyone is welcome to pitch in. A sub sandwich dinner will be provided. If you would like to participate, let your DSR know.

**May, 2007:** 4th Annual Roehl Rodeo and Family Fun Day

Whether you're competing in hopes to follow in the footsteps of last year's state champion Tom Crosby or just looking for a good time with friends, family, and co-workers and great food, this event marks the start of summer for the Marshfield terminal.

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## HAPPY ANNIVERSARY Jan/Feb

Driver	Years
Gary Krehmeyer	35
Joseph Faber	25
Joseph Weiler	25
David Smith	24
Thomas Pliska	23
Darrell Meronek	21
Raymond Roehl	20
Arnold Helgestad	18
Raymond Lathrop	16
Randolph Woodard	16
Timothy Marcon	15
Dale Solie	15
Mark Beyerl	14
Mark Homer	14
Lloyd Voss	14
David Young	14
Diana Helms	13
Leslie Helms	13
Guy Juedes	13
James Liedtka	13
Keith Russell	13
Dwight Simonsmeier	13
Gerald Steinbach	13
Lyle Wheeler	13
Michael Archambeault	12
Barry Rowe	12
James Sparks	11
Derrick Tingle	11
Eugene Harrell	10
Joseph Schneider	10
Billy Galloway	9
Todd Motkowski	8
Scott Barnum	7
Mark Carnes	7
Paul Immekus	7
Daniel Kaup	7
Douglas Koffarnus	7
Randy McIntyre	7
Greg Mikkelson	7
David Pierce	7
Terry Popour	7
Ralph Thomas	7
Edward Brantner	6

# Roehl's Commitment to Driver Success in Action

By Joe Gustafson



For the last several months, Roehl Transport has been dealing with the problem of driver turnover head on. One comment that was prevalent among drivers was accessibility of weekend and after hours support. In response to this Roehl has started a continuous coverage group in both the dispatch and the customer service groups.

On the dispatch side the continuous coverage group works a rotating schedule to ensure 365 days a year of coverage for each fleet of drivers a team represents. The first group we started this with was the HOMEtime Plus fleets. Since we have started this group, we have had positive feedback from drivers and DSRs alike. Having continuous coverage has allowed for quicker response time to phone calls and messages. Another benefit is the additional personal time the drivers will have with their DSRs when they call in. In the past if a driver had an issue over the weekend that required their DSR, they've had to wait until Monday to get the issue resolved. Now with continuous coverage, issues are resolved quicker – increasing job satisfaction of drivers.

More good news is that drivers who aren't on the continuous coverage fleets have seen benefits as well. Since the HOMEtime Plus drivers are being covered by their own DSRs, the weekend support team has more time to respond to the needs of the rest of the fleet. This means all drivers should be experiencing shorter hold times and faster message response over the weekends.

On the customer service side the continuous coverage group works essentially the same way as the dispatch

group – two Customer Service Planners for one area working a 365 day a year rotating schedule. The two areas we have this set up in are the Chicago/Central Illinois market and the SE market. These areas were chosen due to the high level of Roehl traffic in these areas on a daily basis. The additional coverage allows us to increase our response time for customer service issues, such as detention and lower pick-up numbers. Additionally, we are able to monitor and solicit more freight for weekends including additional freight going into the beginning of the week. According to Curt Reitz, VP of Van Customer Service, "We have seen a 30% increase in the amount of miles we run on the weekends lending itself to bigger paychecks for our drivers." This is done, according to Curt, not by making the drivers work harder but by utilizing their time better.

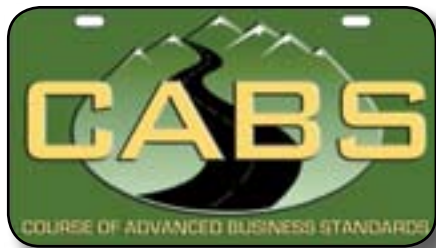
We expect more great benefits to materialize due to continuous coverage as we move forward. We are committed to living out our value of Driver Success, not just in word but also in deed. ■



Bruce Fisher (pictured) and Ryan Kanitz slip seat this work station to provide extended coverage to the Southeast Region.

# Roehl Helps Its Business Partners Succeed

By Joe Gustafson



Everyone knows that to be a successful entrepreneur you need to have several things - a solid work ethic, patience, and a strong desire to succeed. Our I/C's already have these traits since most of them started out as successful company drivers. However, work ethic and desire are not enough to make a successful business owner.

To be a truly successful I/C, a driver needs good "business smarts" as well as work ethic and desire. Not everybody who ventures out into the world of the I/C has these business smarts and as a result, many otherwise qualified drivers have not had the success they might have expected.

Roehl is committed to driver success, not just for our company drivers but for our

business partners as well. So, in the spirit of driver success, Roehl has started to offer the Course of Advanced Business Standards (CABS). The entire cost of this course is picked up by Roehl Transport and is available to any current and required for future I/C's employed by Roehl.

The CABS program was designed with the driver and the driver's lifestyle in mind. This program was designed as a self-study, with workbooks that include the entire course content that can also be heard on CD. A comprehensive test is given at the end of the course. Upon successful completion of the test, the driver receives a CABS card and decal. This card will certify the driver as a CABS Certified I/C.

Roehl believes that every I/C can be successful when given the right tools and knowledge essential to running a successful business and partnership. This course will be an important and necessary step toward our I/Cs reaching their personal and professional goals. ■

## Driver Retires



David Piller, a fifteen year company driver, proves you can teach an old dog

new tricks. After accumulating over 1.5 million consecutive safe miles, David announced he was retiring from trucking to go back to school to earn a technical degree in heating and air conditioning repair, an education he plans to use to help his son's business in Stetsonville, WI. We wish you the best of luck, David! ■

## HAPPY ANNIVERSARY

Jan/Feb

Driver	Years
Edward Foster	6
Robin Lingenfelter	6
William Marks	6
Dominic Palacios	6
Philip Rasys	6
Lawrence Stanley	6
Joseph Becker	5
Paul Brasie	5
Clint Davis	5
Kenneth Evans	5
Dwight Gooding	5
Roy Kahl	5
Keith Lunna	5
Robert Nuzzo	5
Thomas Petroze	5
Allen Stamp	5
Fred Thacker	5
Daniel Throneburg	5
Johnny Wyatt	5
Donald Baranowski	4
Rudy Eakins	4
Kirk Gatzweiler	4
Jack Hamacher	4
Maurice Henderson	4
Gregory Jahnke	4
Spencer Jeffers	4
Aaron Jensen	4
Jonathan Jensen	4
Richard Polomis	4
Edward Prokopinski	4
Richard Reese	4
Bobby Rogers	4
Jimmie Rogers	4
Brian Sanders	4
William Swan	4
Christopher Turner	4
Gregory Williams	4
John Aman	3
Curt Beckstrom	3
Tony Browner	3
Robert Brunts	3
Michael Crawford	3
Steven Fadler	3

## HAPPY ANNIVERSARY Jan/Feb

Driver	Years
Terrial Fields	3
Jason Krahn	3
Daniel Laguna	3
Jeffrey Lindberg	3
Curtis Mohney	3
Steven Nix	3
Thomas Payne	3
Carl Schelm	3
Randall Seffinga	3
Hawsie Stewart	3
Paul Strayer	3
J D Taylor	3
James Urban	3
Danny Woods	3
Leroy Askey	2
Dennis Betway	2
Parrish Billings	2
Shirley Brown	2
David Burns	2
Michael Church	2
James Dotson	2
Lee Familetti	2
Justin Freeman	2
Terry Graham	2
Frank Gundaker	2
Michael Hallas	2
Adnan Kassem	2
Robert Kolinski	2
James Lane	2
Virgil Manous	2
Timothy McLeod	2
Edward Oechsner	2
David Peters	2
Peter Raska	2
John Reeves	2
John Rogers	2
Eric Schmidt	2
Timothy Smith	2
Jim Smurawa	2
Rick Swint	2
Wayne Tuma	2
Barry Wendelken	2
Richard Wendorf	2

# 2006 United Way Campaign

*By Kelly Olinyk*

It was another successful year for the United Way campaign. We met our goal of \$31,000. Thank you to everyone that supported the United Way this year either by your individual contribution or by participating in the weekly activities.

Many activities were held. We had a cookbook sale, bake sale, soup sale, theme baskets were auctioned, and the first annual candy gram sale went over well. Rick and Tamie Roehl were the best dressed Mr. and Mrs. Claus. We even got a chance to see what Bob Rader looked like as "The Grinch."

We still have some of the first edition Roehl employee cookbooks left. The cookbooks cost \$8.00 each. To place an order, internally call ext. 1653,

locally call 591-7465, or toll-free 800-818-9708. If you have additional questions, you can contact Kim Keding at ext. 2373, Lisa Riedel at ext. 2246, or Laura Ledden at ext. 2015.

The grand prize drawing was held on December 22, 2006. Josh Dwyer from the Kaukauna terminal won the digital video camcorder. Barb VerKilen (Van Customer Service - Marshfield) won two round trip airline tickets. She's tentatively planning on going to California with her daughter.

Thank you to everyone who participated in this year's United Way campaign! It was your thoughtful donations and endless contributions that made this year's campaign a success! ■



# Driver Alert Awards

*The following Roehl drivers were observed by passing motorists for exhibiting protective driving skills and for being courteous to other motorists.*

<i>Truck #</i>	<i>Driver</i>	<i>Truck #</i>	<i>Driver</i>
6961	Scott Burgett	7948	Gregory Meyer
6957	Darrell Clark	7726	Jason Ouillette
7722	John Delles	7939	Gary Pietsch
3919	Ronald Draving	6963	Wayne Rakow
6499	Wade Edwards	5255	Jimmie Rogers
7981	Prentiss Gillis	1818	KV Shaw
4582	Scott Gregerson	3952	David Smith
3829	Joseph Hicks	3824	Antonio Torres
2316	Charles Leach	6984	John Tuetken
3610	Christopher Liebmann	7888	Kenneth Wood
4682	Barry Lloyd	3836	Robert Yates
3870	Richard Marshall	6012	Neil Zimmerman
6494	Steve Merrell		

We appreciate how well you strive to represent the best performance possible. You are the best advertising the trucking industry has. Congratulations and thank you for driving professionally! ■

## At Roehl Transport, Safety Helps the Environment, Too (Continued from page 1)

U.S. with over 1,500 trucks on the road everyday, the environmental and customer service benefits of safety add up,” Spiros said.

Our ISS score of 26, which puts us well within the “pass - no inspection required” range, is based on the federal DOT SafeStat data. The SafeStat data combines our record of crashes, roadside inspections, enforcement history (violations/citations) and on-site compliance reviews, and is updated monthly.

Our flatbed division was recently cited by the American Trucking Associations as the second safest small fleet in the nation. Among large carriers, (over 100 million miles annually), according to the ATA, the company’s van division is the third safest in the nation.

We attribute our industry-leading safety record to our identification of safety as the company’s cornerstone value. “Everyone at Roehl – dispatch, sales, customer service, maintenance and management understands and agrees that safety is the guiding principle in decisions that affect our company and drivers,” Spiros said. That commitment has led to specific policies, practices and innovative programs such as The Roehl Way™ Protective Driving Training that trains our drivers to not just avoid accidents but actively protect other motorists.

“It’s nice to know when there is a red Roehl truck in the lane next to you, that driver is a member of one of the safest carriers on the road,” Spiros noted. ■

## HAPPY ANNIVERSARY Jan/Feb

<i>Driver</i>	<i>Years</i>
Elmer Wickline	2
Harold Williams	2
Thomas Atkielski	1
William Austin	1
Steven Bennington	1
Michael Burke	1
Patrick Carroll	1
James Cook	1
Larry Cowling	1
Nicholas Crooks	1
Siville Davis	1
Jeffrey Dodd	1
Christina Downing	1
Franklin Dunlap	1
Roderickus Elam	1
Mickey French	1
Michael Geniesse	1
Michael Goldapske	1
Steven Greene	1
Clifford Griffin	1
Arnold Groehler	1
Trendell Harris	1
Carlin Hicks	1
John Hodgson	1
Ronald Johnson	1
Christopher Kindig	1
Peter Kouba	1
Richard Kreger	1
Mark Krogh	1
Allen Lambert	1
Michael Langenstein	1
Duane Milliken	1
Jason Morton	1
Douglas Page	1
Harriet Paton	1
Bob Rose	1
Frank Schrum	1
Donna Shelly	1
Keith Shelly	1
Joseph Smith	1
Daniel Stafford	1
Terry Townsend-Huebbe	1
Darryl Trace	1

## HAPPY ANNIVERSARY

Jan/Feb

Driver	Years
Farshid Valizadeh	1
Lorenzo Vinson	1
Michael Warmsley	1
Paul Wheeler	1
Thomas Wheeler	1
John Whitten	1
Peter Wilson	1
Tadeusz Wisniowski	1
Frederick Yoder	1
Ronald Youngblood	1
IC'S	Years
Vic Edwards, Jr.	8
Edward Prokopinski	6
Jerry Ramey	5
Paul Harris	2
Michael Dybvik	2
Michael Dalrymple	2
Gregory Brown	2
Cara Weigel	2
Gordon Hopkins	2
Stewart English	2
Charles Bernklau	1
William Schlecht IV	1
Chester Haynes	1
Anthony Bell	1
Office	Years
Douglas Lilienthal	25
Richard Neises	22
Donna Eckes	20
Lawrence Frisch	20
Jeffrey Eibergen	19
James Schiszik	16
Russell Jicinsky	14
Jeffrey Junemann	14
Barbara VerKilen	14
Glenn Brost	13
Cheryl Nagel	12
Devron Dunbar	11
Sarah Kirchner	8
Claude Meidl	7
Jeanne Cichantek	6

# Safe Driving Awards

*The following Roehl Drivers received awards for safe driving in the months of November and December, 2006. Congratulations to all and keep up the good work.*

### Twenty years

David Anderson

### Nineteen years

John McFarland

Mark Vike

Leroy Weinke

### Eighteen years

Charles Borofka

### Fifteen years

Scott Kulas

Kathleen Northup

### Fourteen years

Colice Cherrie

Timothy Marcon

Kenneth Wood

### Thirteen years

Kevin Tuttle

### Twelve years

Guy Juedes

Frederick Yoder

### Ten years

Steven Ewald

John Vickers

### Nine years

Wayne Jarvis

### Eight years

Curtis Cramer

Kevin Defibaugh

Jonathon Drake

Jeffrey Rudrud

Randal Walton

### Seven years

Benjamin Coffaro

Joseph Kundinger

Jan Schramm

David Schumacher

Clayton Stallcup

### Six years

Steven Corcoran

Robert Hoefler

Harold Johnson

Peter Miller

Clifford Moore

Ralph Totzke

Dwight Williams

Carl Wroe

### Five years

Stephen Cash

Charles Gillespie

Michael Hagen

William Marks

### Five years (cont.)

Norman Moeller

Clyde Richards

John Sherwin

Jeffrey Wiesen

### Four years

Barron Black

Paul Brasie

Lester Clark

Joi Ellis

Robert Jackman

Randy Neldner

Thomas Petroze

Sharoid Roach

Charles Stancil

Edward Thamm

### Three years

Stephen Carrier

John Devore

Rudy Eakins

Guy Graham

Wayne Hazlett

Christopher Hudson

Dominic Lively

Steven Logging

Pamela Mullins

Fred Olson

Richard Pascoe

Wayne Rakow

William Roach

Robert Stolz

Lorn Van Den Elzen

Thomas Weckstrom

Erhard Welker

### Two years

Terry Albert

Derek Barnes

Lori Belmont

Gary Benjamin

Herbert Brown

James Chrzanowski

William Clark

Robert Connell

Rodney Cuffee

Edwin Everly

Alan Feller

Erik Friel

Ralph Frye

Dennis Groene

Dale Hamel

Matthew Hardel

Christopher Hartman

Mark Hayes

Chuck Herman

### Two years (cont.)

Michael Jajewski

William Johnson

Timothy Lee

Kenneth Namovice

Kevin Smoot

Duane Stappenbeck

Paul Strayer

Gerry Teeter

Rodney Thieme

Mitchel Trostle

Loren Wheeler

Mitchell Williams

Billie Wiseman

Clinton Young

### One year

Dennis Ash

Ray Boling

Terry Bork

Robert Chandler

Richard Cipolla

Jerry Droeder

Theodore Estes

Vontrece Exum

Albini Fortier

Richard Garneau

Cortylouis Griffin

Mark Hall

Shawn Hamilton

Daniel Jackson

Brad Johnson

Timothy Kennard

Jeffrey Krezine

Kevin Kuester

Ronald Ledesma

Archie Lewis

Robert Leyman

Jeffrey Marshall

Ray Matthews

Jeffery Neher

Aaron Owen

Brenda Roegner

Bruce Roegner

Raymond Russell

Chris Seay

George Steady

Hawsie Stewart

Christopher Stockton

Deborah Stutte

Billy Suprise

Russell Thomas

Kenneth Ware

Walter Woodford

Steven Wright

Kevin Young

# Tips for Reducing Idle Time

By Teri Raatz

Reducing idle time on long duration trucks has become an exceedingly hot topic in the transportation industry today and has even become law in some areas of the country.

Truck drivers idle primarily for cab comfort needs. As the driver rests in the truck sleeper compartment, he or she will often need to cool or heat the cab to rest comfortably. Even in moderate temperatures the cab will need air conditioning or heat because drivers usually do not sleep with their windows open for security reasons. Another popular reason for idling is to operate on-board appliances such as a television or microwave. Another often overlooked reason for idling is habit. For many years, truck drivers have been taught to not turn off a diesel engine and, while there may be some need to do this with much older engines, it is not necessary for today's engines.

The trucking industry has analyzed the impact of idling on engines, both in terms of maintenance and engine wear costs. Long-duration idling causes more oil and oil filter deterioration and increases the need for more oil and filter changes. Similarly, the longer the idling time, the sooner the engine, itself, will

need to be rebuilt. The trucking industry estimates that long-duration idling costs the truck owner \$1.13 per day, based on the need for more oil changes and sooner overhaul costs. There is also impaired driver rest and health because of idling along with elevated noise levels.

Idle when it is necessary to maintain your comfort, but manage your idle time carefully.

- Turn off your truck when you leave it, no matter how short the period of time.
- Park in a shaded area in hot weather and a sunny area in cold weather.
- Use a fan in your bunk whenever possible instead of the AC (make sure to watch the volt gauge to ensure you do not drain down the batteries).
- Drive moderately.
- Track your idle time with your on-board monitoring equipment to become conscious of how much time you are idling.

Roehl has made the commitment to reduce emissions by equipping all units that come into the fleet with direct fire heaters. As a team, we continue to find ways to reduce idle for the benefit for the environment, local communities, and drivers. ■

## HAPPY ANNIVERSARY

Jan/Feb

Office	Years
Barbara Steward	6
Steven Wilhelm	6
Amanda McCarthy	5
Scott Thimmesh	5
Victoria Emens	4
Lorraine Hanby	4
John Mero	4
Leon Palmer	4
Patricia Schoenecker	4
Shawn Tackett	4
Jeannie Borgman	3
Melissa Krause	3
William Smith	3
John Tracy	3
Rodney Noffsinger	2
Amber Boyer	1
Joni Duckart	1
Tammy Jacobs	1
Johnny Mathis	1
James Nichols	1
Sara Nikolay	1
Keith Rake	1
Kelly Schreiber	1
William Wood	1
Maintenance	Years
Steven Drexler	23
Donald Lawrence	23
Michael Weis	16
Joseph Jira	15
Douglas Newman	14
Steven Marcott	11
Corey Hayden	10
Corey Petersen	10
Ashley Fritsch	8
Steven Gerlach	7
Randy Guillaume	6
Douglas Reed	6
Dale Leikness	5
John Degan	4
David Trachte	4
Rick Jones	2
George Almodovar	1
Russell McElreath	1

## All Roehl Employees,

Happy New Year! Welcome to 2007 and the challenges it will bear our company and industry. The last year brought about some unforeseen circumstances never experienced in the trucking world. Not in recent record has a year started so prominently only to finish with the freight struggles not seen since the early part of this decade.

Our nation's economy has been under constant change since the Industrial Revolution in the late 1800's. 2007 will be no different. Whether we have a Republican President, a Democratic-controlled House and Senate or a new Federal Reserve Chairman, our economy continues to sway and rebalance. Unfortunately for the trucking industry, it is moving forward with small ticket goods and services. (These items don't move trucks!) The housing market has finally hit its ceiling. And the high costs of fuel have finally curbed consumer spending. And our continual decline in our per capita savings rate (+3% in 2003 to -1% in 2006) has started to hit home as more and more bankruptcies are filed.

Okay, woe is the economy? The Dow Jones Industrial Index was up 14% in 2006 with seven all-time new highs recorded. (Early January 2007 has already recorded 3 more!) Retail sales were up 4.4%, not the 5.1% we expected or the 6.0% we experienced in 2005, but pretty good numbers all in all. The price of crude oil is now dipped below \$50, down from the \$75 range earlier in 2006, and expected to fall further. These are all good things that point to a better 2008 and beyond.

However, for now, our industry is feeling the effects of a poor housing

market, lower durable goods orders (large appliances, high ticket items), and the continued high costs of fuel. Also, thank God for this, we had no major weather catastrophes in 2006 like we did with hurricanes Wilma in 2004 and Katrina in 2005. Lots of spikes in our economy were fed by the reconstruction and revitalization of the areas hit by the hurricanes. In laymen's terms, lots of truckloads were created to rebuild our country's livelihood.

The poorer freight market has created a balanced capacity of equipment throughout most of the country and an over-capacity situation in the backhaul regions of our nation. Considering that our shippers/customers valued truck capacity much more so than service the last two years, you can imagine their dispositions changing as they now prioritize service and price in their carrier selections today.

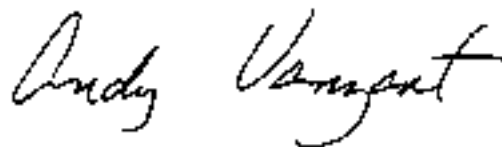
How does this affect us? Well, it certainly enhances our position on service, both on-time pick-ups and deliveries. Being on-time, every time, is the mark of a great carrier. Roehl Transport is a great carrier but we could be better. Our customers are receiving lowered pricing from a lot of our competitors and some are quick to point out to us these pricing pressures. On-time service and safe delivery of our customer's products are what we sell. If we don't do that one job well, we don't get utilized by our customers. It's really that simple. We don't make widgets, we don't run restaurants, we simply move our customer's goods from points A to B in the time our customer requests. That's how we are judged against our competitors!

There are over 2,000 employees at Roehl Transport moving 800 - 1,000 loads per day. To maintain a customer-expected 98% on-time record, we can be late no more than 20 times per day as a company. Whether it's miscommunication, or lack thereof, mechanical failure or simple people error, our failures are scrutinized by our customers much more so today than just six months ago.

Remember, our customers expect a lot out of Roehl Transport. We provide a value to their distribution network unlike most carriers. We do a good job. Our people are excellent. Our work ethic is outstanding. But our customers are getting a lot of pressure to use cheaper service providers, and outstanding service from Roehl is the only way we can defend our position.

In reading this, I'm sure your thoughts are, how can I help? You can help by challenging yourself to do everything in your power to accommodate our customers to the fullest of your ability. Our competitors have done a good job of making excuses for failure. Roehl Transport won't do that. Our employees are too ethical and humble for that. We will achieve our 98% on-time service success rate again. We need YOU to lead us there!

Sincerely,



Andy Vanzant  
Vice President, Sales and Marketing

# Relationships are the Cornerstone for Team Building

By David Jachimski, LP Building Products

During a recent visit to the Roehl facility in Marshfield, Wisconsin, I had the great pleasure to meet the fine folks that I have been doing business with for the past 9 years. It became quite apparent for both the Roehl staff and me that business relations are the cornerstone for team building. During our conversations, it also became



clear that professional drivers on the Roehl team were the foundation that the cornerstone of our business relationship was laid.

Since the conception of our Central Dispatch in 1999, LP has been networking with our shipping locations, driver managers, and logistic coordinators to foster an environment where Safety and driver relations can develop and grow. The common thread we found in talking to our carriers is driver retention. Key issues such as safety, home time, timely loading / unloading, and communication are major factors in developing these relationships. To that end, LP's Central

Dispatch has been moving forward to meet the current needs as well as the needs of the future.

LP's first priority is safety. No one should get hurt while performing his or her duties. LP has been developing procedures to insure that everyone entering our facilities is wearing

their PPE (personal protective equipment). All phases of the loading procedures have been reviewed to assure a safe process. In addition, fall restraint or tarping systems

are being installed at our mills to insure a safe tarping environment. Indoor loading areas are being built to reduce the exposure to the elements during the loading and tarping process. Our Sagola mill and Bloomington, Minnesota, reload are recent examples of this commitment.

As we move beyond the safety piece, LP has made changes to enhance our ability to support the drivers and their managers.

Some of which include:

- Competitive fuel surcharge – adjusted weekly
- Consistent load availability communications
- Timely loading
- Prompt response to pick up and delivery issues
- Addition of tarp charge
- Competitive rates
- Dedicated runs

The above-mentioned enhancements to our dispatch policies have created a safe and upbeat work environment. Equally important, “our” customers have responded with positive feedback helping to make LP Building Products the supplier of choice. As we move into a new year, LP Building Products looks forward to the same spirit of teamwork that has helped cultivate this proactive approach to driver retention. ■



# Passport Soon to be Required When Crossing Canadian Borders

By John Tracy

For the remainder of the year, drivers will still be able to go to and from the United States and Canada with your valid CDL and a birth certificate. All of that will change because of the Western Hemisphere Travel Initiative that passed into law during 2006.

According to the Department of State, "The goal of the initiative is to strengthen border security and facilitate entry into the United States for U.S. citizens and legitimate foreign visitors by providing standardized,

secure, and reliable documentation which will allow the Department of Homeland Security to quickly, reliably, and accurately identify a traveler."

As a business professional who routinely provides transportation services between the two countries, Roehl Transport drivers will be required to adhere to this new law. So, next year when you pack your clothes, food and maps, for the week you'll also need to pack a passport.

Getting your passport isn't that difficult a process but will require

some time. First determine whether you'll be applying for a new passport or simply renewing an old one.

Renewal applicants that meet the following criteria - already have a passport that is not damaged or has been altered, received your passport within the past 15 years, were at least 16 years old when the passport was issued, and have the same name that appears on the original passport (or can provide the legal documentation that your name has been changed) can apply by mail. All other applicants must apply in person.

The entire process, whether you're getting a passport for the first time or renewing an existing passport, is outlined at <http://travel.state.gov/passport/>. The web site will also locate the nearest passport acceptance facility for you.

The cost to get a passport is \$67, add an additional \$30 for first time applicants. A lower cost alternative - the "passport card" - will act as a passport for travelers to and from the United States, Mexico, the Caribbean, and Bermuda. The cost for this card is \$20 plus a \$25 execution fee. These cards are still in the development phase and are not yet available for purchase. The anticipated launch date for these is during 2007. As soon as we learn more, we'll pass the information on. ■



PASSPORT

United States  
of America

# The Big Idea: The Moral of Fish and Fred

*By Gary Salisbury – Chief Operating Officer and Senior VP of Fikes Truck Line in Hope, AR. This article appeared in the Arkansas Trucking Report. With appreciation to Gary for allowing us to share this article with our entire company.*

As a truck driver, you bring access to almost everything to everyone. What other profession can say that?

You are the front line, delivering everything from building materials for new homes to military equipment for our country's defense. Although the public isn't banging down the side of your rig thanking you for traveling millions of miles all in the name of transporting goods, the significance you bring to the world and to this country is enormous.

There might never be a reality show glamorizing the life of a truck driver, but there is a real-life show everyday at the Seattle fish market that drives home the idea of finding significance in any job. I would never in my wildest dreams think of coming to work at dawn and handling slimy sea creatures all day, but the authors of *Fish* write about a fish market whose crew does just that.

Yelling out a repetition of orders throwing 40 pound fish into the air, the fish market crew entertains shoppers, as well as office workers standing outside enjoying their lunch break. How is it that a fish market gets a crowd to gather and come together like that?

Their product is not any different than elsewhere at the fish market. The difference is in the way they do business. Rather than simply selling the fish, they put on a show. At days end, the crew feels accomplished, like they made a difference. And even if they go a little smelly, they go home feeling wonderful. "There is always a choice about the way you do your

service to everyone on his route. Fred sees his position as an opportunity to assist the lives of his customers and goes forth doing so.

"That's what made Fred unique. Thousands of men and women deliver the mail. For some it is 'just a job.' For many, it may be an occupation they enjoy. But for a few like Fred, delivering the mail becomes a calling." (The Fred Factor, pg. 30).

Is trucking your calling?

It may be in how you look at it. You could choose to enjoy the ride, to go the extra mile for your customer, and to care about the people you work with on a daily basis.

Think of how many people benefit because you are a great truck driver. How many more structures will be built because the material you hauled arrived in good condition? How many more people and companies will have the supplies they need because of you? As the front line in transportation, you have a direct influence on the lives of thousands. Pretty cool profession if you ask me.

The moral of fish and Fred - love your job; you'll find the meaning in your work and purpose in your life. ■



work, even if there is not a choice about the work itself. We can choose the attitude we bring to our work."

As the saying goes, it's not what you do, but who you are.

One of my favorite books is the *Fred Factor*. Fred is a postal carrier who is determined to do the best job he can by providing top-notch customer

# Feeling Taxed?

By Pat Anderson

You don't have to feel the wrath of the tax man. With proper planning and by maximizing your deductions, you can minimize your tax bill to Uncle Sam. Tax planning for Roehl drivers is especially important as they have the opportunity to receive a portion of their pay as nontaxable expense reimbursements. Drivers without a

should retain their log books for at least four years as evidence they were away from home. Other unreimbursed expenses such as CB radios, coolers, business phone calls, protective clothing, lumpers, and lodging would be 100% deductible.

Other Federal deductible expenses for you long form filers (using Schedule A)

may deduct 100% of their insurance premiums and out of pocket medical costs. Supplemental life insurance premiums are not tax deductible.

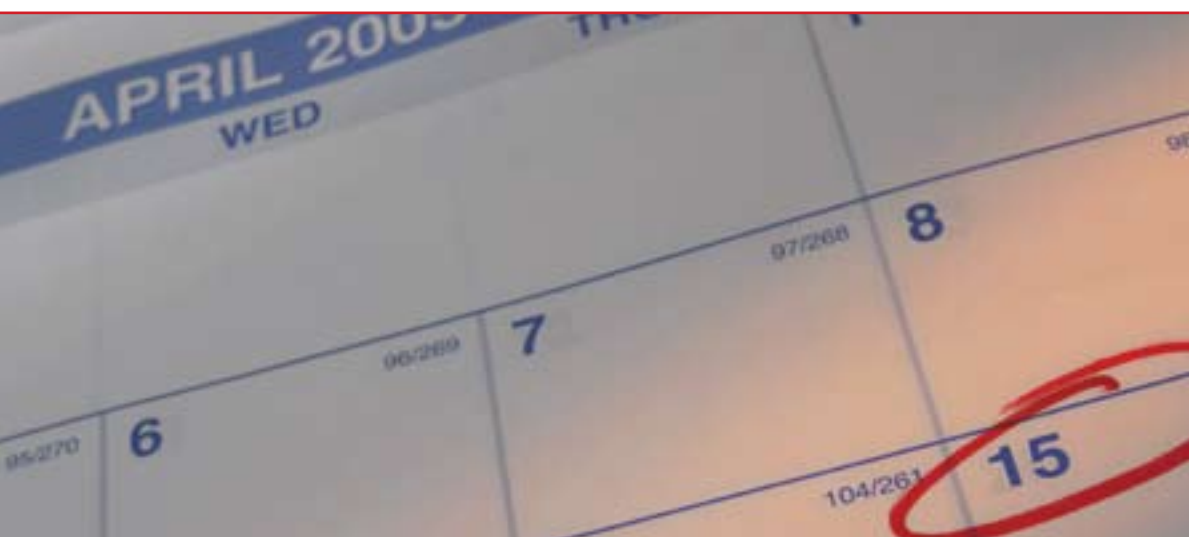
For 2006, all taxpayers with at least one personal exemption (i.e. claiming at least yourself) on their return will be entitled to a refund of Federal excise tax paid on their long distance phone

charges for the past three years. Refunds will range from \$30 to \$60 depending on how many personal exemptions you claim on your return. Those making energy saving improvements to their homes last year may also be entitled to a tax credit on their 2006 form 1040.

The maximum annual 401(k) contribution increased from \$15,000 in 2005 to \$15,500 in 2006. If you are at least

50 years of age on December 31, 2007, you can contribute an additional \$5,000 in 2007. Since independent contractors are not eligible to contribute to Roehl's 401(k) plan, they should see their financial planner or tax preparer about setting up a SIMPLE 401(k) plan.

Independent contractors should make their quarterly estimated tax payments on time and employees should adjust their withholding amounts with form W-4 to ensure there are no unpleasant surprises on April 15th. I hope all of you are as excited about filing as I am! ■



home mortgage or who live in one of the states that does not allow the meals and incidental deduction on their state return (AL, CT, IL, IN, LA, MA, MI, NJ, OH, WI, WV) would benefit most from being on the Roehl Mileage Per Diem Plan. Drivers who fall into both of these categories are the biggest winners!

Drivers not on the per diem plan may deduct 75% (up from 70% in 2005) of their 2006 over the road meals and incidental expenses on their Federal return. Instead of keeping actual receipts, drivers may use the IRS approved standard daily rate for the transportation industry of \$52 for each full day away from home. Drivers

are home mortgage interest, real estate taxes, state income taxes, or sales tax paid, charitable donations, after tax medical expenses greater than 7.5% of your gross income (which very few of us would have), and miscellaneous business expenses (over the road driver meals and incidentals) in excess of 2% of your income.

None of the health, dental, and disability insurance premiums or flex plan contributions withheld from your payroll can be deducted by Roehl employees since these items have already been excluded from taxable income on your W-2 form (i.e. withheld pretax on your weekly paycheck). However, independent contractors

# Maintenance Technician Kiosk System



The Maintenance Department at Roehl Transport has recently implemented the use of a Technician Productivity Kiosk System for the maintenance technicians to use. This system helps to eliminate handwritten repair orders at all Roehl facilities.

With the new kiosk system, the technicians perform their maintenance tasks and then enter the repair information and repair labor into a touch screen kiosk. When a technician has their information entered in the system, it is sent to data entry for entry review and closing of the repair orders.

One of the most important aspects of the kiosk system is that maintenance supervisors will be able to review technician's repair labor times. This will allow maintenance to track each technician's productivity real time. Technicians are also able to see the SRT time for a given job and see if they have met the standard time or if they need to improve their time. The new system also ensures the use of consistent terminology for repair comments and parts.

# Perfect D.O.T. Inspections

*Congratulations and well done to the following drivers for their perfect D.O.T. inspections for the months of November and December, 2006. These drivers help maintain equipment, keep paperwork in order, and have up-to-date logs. Thank you for your professionalism.*

Mattlock Alexander  
 Richard Andrews  
 David Ankney  
 Fernando Arenas  
 Randall Bonn  
 David Burns  
 Lester Clark, Jr.  
 Joseph Donelson  
 Russ Fournier  
 Steven Gibbs  
 Charles Gillespie  
 Steven Goff  
 Duane Gostomski  
 Harold Groce  
 Darrell Hartmann  
 Steven Hobbs  
 James Holliday  
 Mary Isaacson  
 Adnan Kassem  
 Jeremy Kephart  
 George Kern  
 Steven Loging  
 William Mann  
 Jeffery Markstrum

William McAloney  
 Scott Moore  
 George Muncy  
 David Osterman  
 Lyle Otto  
 Benjamin Pagel  
 Harley Portwood  
 Michael Reid  
 Kelvin Reliford  
 Jonathan Riedel  
 Gary Rustad  
 James Sabol  
 John Sheldon  
 Matthew Sizemore  
 Gerald Steinbach  
 Kenneth Stephenson  
 Anthony Taylor  
 Ralph Thomas  
 Robert Wartgow  
 James Watson, Jr.  
 Erhard Welker  
 Dennis Wilson  
 Craig Wynn

\* Multiple Perfect Inspections

All Roehl Maintenance Facilities will be working from the same type of kiosk system, which in turn, makes things more user-friendly for all maintenance employees. The Technician Productivity Kiosk System is allowing Roehl Transport to become more productive in an ever-changing technological environment. ■

## ROEHL INTERCHANGE Staff Writers

Bev Chitko	John Tracy
Connie Bryant	Kelly Olinyk
Darren Blakeley	Laura Ledden
Donna Eckes	Lori Gill
JC Cuggino	Paul Belcher
Jenny Hoffmann	Ryan Kanitz
Jill Perrine	Shaun Glass
Jodi Garibaldi	Teri Raatz
Joe Gustafson	Tina O'Neal

# Safety Spotlight

## Anticipation

By John Spiros



It's troubling!

You've heard it growing up from your parents, "you can't do that or you'll get in trouble!"

Maybe your parent would

put you in the corner for a time-out or you might have gotten a quick "whack" across the derriere. In school we heard it from our teachers that we have to follow the rules and if you don't, you will get into trouble - something like a detention or suspension or maybe a poor grade. When I was in grade school, I can still remember the teachers with the leather paddles, and the room would be silenced when you saw a classmate taken into the hallway and heard that horrible "whack" that echoed through the halls. You could bet that student didn't cause anymore problems for at least a day or two or until the "red" went away.

Hopefully, you were like me, and tried to stay between the lines, follow the rules, get okay grades, just so you could move on and get out of the house.

Today, there aren't any leather paddles and the instructions or demands to "not" do certain things have actually turned into laws and rules as we have gotten older. The difference, we can choose to follow them or not, without a teacher sitting in the front of the room always watching our every move. Yes, once you get to be 18, you are an adult. 21 and you can actually drive a

truck and get a CDL. Pass all the tests, the training, and soon you can be driving a tractor-trailer rig right into your home town to impress your grade school teachers and your parents.

One thing for sure, we have all grown up to try and do the right thing - follow the rules and to not get into trouble. In this industry there are many rules and regulations. Every motor carrier has them along with local, state and federal rules.

Let's discuss rules and not getting into trouble. I watched a CNBC documentary the other day where a tractor-trailer driver was caught in a sting operation soliciting young children on the internet. I watched him drive his company's tractor-trailer into the driveway of this home that "supposedly" housed a child he was about to visit. However, the anchor person for CNBC greeted him, had him explain why he was there and reviewing the fact that he made a grave mistake, then signed a release for CNBC, and was free to leave the house. However, when he departed, the local Sheriff's Department was waiting for him and arrested him. His truck, or I should point out "his company's truck," was torn apart and cocaine was found. Then his background was discussed to the viewers as an individual who had been arrested at least 10 times before and they went on with a list of other things that this individual had done.

I would say this image, especially on television, or anywhere in the public eye hurts this industry. He even

admitted he had been driving under the influence, so how would you feel to be driving next to him or have your family out there on the highway driving in front of this guy? It is this type of individual that hurts all of us.

But that's not my point. My point is that each company has rules and there are a book load of rules (Federal Motor Carrier Safety Regulations or FMCSR) that we all have to follow each day. But why? Why the trucking industry, why is it so regulated with rules? Simply put, it all revolves around one word and that word is SAFETY.

Why do you have to wear a seatbelt? Well, just ask the Roehl driver who was rear-ended in Indianapolis last month by another tractor-trailer driver that had already hit one car, fatally injuring an occupant, and colliding with our trailer and causing it to separate from the kingpin and moving the tractor cab off the frame. I spoke to our driver who indicated had he not been wearing a seat belt he would have been seriously injured.

Why do we tell you to keep a three point contact whenever entering or exiting a cab? Well, maybe you should ask the number of drivers who slip and fall hurting a hand, an arm, twist an ankle or even break a bone. We do it because of SAFETY.

Okay, what about hours of service? What does that have to do with safety? What do you think? Let's talk about a driver in Florida, who was up for 34 hours without a break and drove his tractor-trailer colliding with a car

# Driverlink by Truck PC

*By Jodi Garibaldi*

killing 7 children. Remember that? I do! I can share many stories with you of drivers who violated the hours of service rules by either shortening a break or driving more hours than he was legally authorized and ended up having a serious accident with fatalities or injuries and guess where most of those drivers are now? Either in prison or waiting for their turn to get in.

What about the procedure to check the fifth wheel pin to make sure it is engaged before you drive off with a trailer? Well, in the past two weeks and I am writing this at the end of January, we have had two disconnects. Luckily no one was hurt, or injured, but what would have occurred if someone was right behind one of these drivers when the disconnect occurred?

Remember rules, regulations, procedures, and processes are all in place to assist you and keep you from getting into “trouble.” They are in place for your safety and the safety of all those individuals that are counting on you to do your job the right way, the Roehl Way! ■

Currently most of the fleet is using Driverlink by Qualcomm as our communication tool. Recently, Roehl has introduced a truck computer system to make communication easier between the driver and the people working in the terminals. Right now, 100 trucks are using this new system and, so far, it has gotten very positive feedback. The Information Technology (IT) department is planning converting all Driverlink systems with the new Truck PC in the next two years.

The PC's have many features not capable on the Qualcomm system. The trucks can be diagnosed for service problems from the cab of the truck or the terminals. The PC can be loaded with training tools that drivers can use during down-time in the truck, along with tools to help drivers learn how to use the Truck PC system. An on-board GPS system can tell drivers and Fleet

Managers exactly where the truck is and can give mapping directions directly to the driver's destination. Drivers can get “real-time” feedback for driving performances. Other capabilities of this system include: an easy-to-use touch screen, emergency services, much more user-friendly, the unit is smaller and less cumbersome than the Qualcomm unit. Electronic logging is another feature of the Truck PC system. This feature is in the testing phase and the company is waiting on driver feedback as to whether electronic logging will be implemented or not.

The Truck PC's have capabilities that tower over the basic text-messaging feature of the Qualcomm system. Overall, the new truck computer systems will increase the driver independence on the road and improve communication between the driver and the company. ■

# Trainer Re-Certification

*By Butch Faber*

Roehl drivers are recognized as some of the best in the trucking industry and it all begins with training.

Our fleet of training professionals has been key in helping Roehl gain recognition as a premier carrier for new student drivers to safely embark on their driving careers.

This year, in addition to offering our Trainer Foundations course to those individuals who are interested in becoming a trainer for the first time, we have developed a trainer re-certification program for those who are current members of our training fleet.

The purpose of the re-certification program is to help ensure consistency in training practices, validate the standards of our Safety and Job Skills training program are being met, and ensure trainers are updated on company policy changes or practices. One-on-one trainer evaluations, coaching and feedback sessions will be conducted during the re-certification process. Each trainer will have to successfully perform a series of “training simulations” which include hands-on safe driving techniques and effective explanation of specific tasks associated with training students to become a complete driving professional.

Examples of simulations: Pre-Trip, Fuel Saving, Tractor Condition, Backing, Turns and Lane Changes, Slowing and Stopping, Placing Vehicle in Motion, Railroad Crossing Procedures, The Roehl Way, Coupling/Uncoupling, and Defensive Driving.

Trainer evaluations will be conducted at the EDC in Marshfield. The evaluations will take approximately 3 hours and will be logged as “on duty”. Trainers will use their tractor to complete the hands-on driving simulations. Scheduling of trainer evaluation time will be coordinated through Fleet Management. ■



*Pictured from left to right Trainers: Bennie Roderick, David Strauss, Jack Hauck, Jonathan Friend, Loren Riano, Tom Crosby, Instructor Butch Faber, and George Muncy (not pictured).*

# Ray Gabriel, VP of Van Operations

*By Connie Bryant*



We are pleased that Ray Gabriel has recently rejoined TeamRoehl in Operations as the VP of the Van Division

Fleet Management. Ray was the VP of Operations from 1998 to 2002 and knows our operation well. Ray

has held senior executive roles with several large, well run transportation companies and has experience in intermodal operations as well as fleet management.

After Ray finished school, he spent four years in the Army before starting his career in transportation. He also has a total of nineteen plus years in trucking. He and his wife Dawn currently live in Batavia, Illinois.

Together they have a son Chip and a daughter Mandi. Ray and Dawn enjoy spending time with their children and Chip’s wife Erin.

Ray’s interests include traveling to visit family, and he is a die-hard Chicago Cubs fan. Ray would like us to know that he is looking forward to meeting everyone as he travels to the Roehl terminals.

Welcome back to TeamRoehl, Ray! ■

# Per Diem De-Mystified

Take home more net pay is the best way to summarize the Mileage Per Diem Plan.

Born out of frustration from those that may benefit the most from the Mileage Per Diem Plan because of its complexity, one of the Code RED teams set about trying to define what the pay plan is.

By this time you should have received a brochure regarding the Per Diem plan, but in case you haven't, here are some of the highlights.

The mileage per diem nets you more sooner. The secret to reducing the amount of taxes you pay is finding expenses to offset both state and Federal taxes. Until recently, the only way Roehl drivers could claim "road living expenses" was to file an itemized tax return that included an IRS Daily Per Diem allowance. The Mileage Per Diem Plan was developed as an effective means to minimize income taxes and help our drivers take home more net pay.

The plan is calculated to provide the maximum tax savings possible under IRS rules. We start with your base mileage rate and then apply the Per Diem tax reduction amount by 11.5 cents per mile. Your taxes are then figured on that reduced amount. Roehl then pays 10 cents per mile back as Per Diem, which is a non-taxable expense reimbursement rather than taxable income. Roehl uses the 1.5 cent difference to offset administrative and additional taxes the company incurs. The total tax you'll save depends on your personal tax profile and the state you live in.

Drivers who live in FL, NH, NV, SD, TN, TX, and WA don't pay state income taxes and will benefit the least from the Mileage Per Diem Plan. While drivers who reside in AL, CT, IL, IN, LA, MA, MI, NJ, OH, and WV will benefit from the plan because these states currently do not allow drivers to claim "road living expense" deductions on their income tax returns.

Drivers who rent their home should benefit from the Mileage Per Diem Plan because they normally have fewer deductions to offset taxable income. For example, a single driver who rents and files a standard deduction could net pay by up to \$1,200 per year; a married driver with 4 personal exemptions and rents could see a net take home increase of \$1,900.

You should keep in mind that Per Diem works by reclassifying part of your paycheck as "expense reimbursement" rather than "income," so your taxable income is lower. This is good for calculating taxes, but will also affect

benefits that are calculated off taxable income such as the amount you would receive in unemployment, workers' compensation, disability insurance claims, and social security benefits. Showing a lower taxable income may also impact your ability to secure loans and have credit extended to you.

Roehl's profit sharing is also based on taxable income, and the income tax savings would reduce your profit sharing



contribution. Effects on vacation pay are minimal because Roehl includes the Per Diem calculation when calculating your vacation pay.

The plan is available to all national and regional drivers. Signing up is easy. Just contact your Payroll Representative and tell them that you want to start receiving the Mileage Per Diem Plan. You can start at anytime and need only stay in the program through the end of the quarter. ■

# Terminal Talk

## Atlanta

If you have not been in the Atlanta office lately, you may be surprised when you come back to see us. Quite some time ago we made a decision to place individual DSR's into a team to better serve our drivers. The seating arrangement in Atlanta reflects that. It also provides us with a more open atmosphere for our drivers to interact with us, and we welcome that.

We would like to announce three new DSR's to our team - Roberto "Bobby" Morales, Eric Barber, and Ashley Zajicek. All three of these individuals have made a significant impact here and we are proud to have them on board. The next time you are in the office, make sure you tap them on the shoulder and give them a warm **TeamRoehl** welcome.

Bobby comes into the office from the road. His most recent position with Roehl Transport was a driver in our 7 on / 7 off program. Bobby has a lot of experience in our industry as well as a retirement from the United States Marine Corps. Eric also comes to us from the road. He too has a large background in the transportation industry and has served in the United States Armed Forces. Eric was formerly a general manager of the dedicated division for another large carrier. Ashley joins us from the state corrections facility where she was a corrections officer for the state. So as you can tell, with Bobby and Eric's military career and Ashley's corrections experience, they keep us all in line around here. We expect to see great things out of all three of them.

We always end on a note about service and safety, because it's what we

have to focus on as a company. "The purpose of a business is to create a customer and to work to keep that customer, after that everything else will fall in line." We have the customers but we need to continue to make good on the only thing we can provide - safe "flawless truckload services."

## Chicago

Much like the industry, change is constant here. Since November we have had several new people join **TeamRoehl** - Gabrielle Sumling, Stevie Bransford and Adam Mandon have joined the operations group. Tina Flood, Dylan Stamper and Floyd Tillman have come aboard in our maintenance area. We also had a host of returning team members, Allen Slawilowski, Rob Longoria (no relation to Eva) and William "Rick" Johnson. Rick took some time off to recruit for Uncle Sam and will hold a similar capacity recruiting for our new Honor Program. Darren Blakeley will be moving over to the Orientation department.

Remember Chicago safety meetings start at 8:00 a.m. and 1:30 p.m. Monday thru Friday. For the newcomers to our driving force, we are the only terminal to have a 1:30 safety meeting. The main reason is to help each of you avoid the afternoon rush hour traffic that is in Chicago and the surrounding areas.

Remember your Safe Seven as it can be applied in so many different ways. Even when fueling at our terminal "Know what's happening" and stay near your vehicle when fueling. This will prevent fuel spills and get you and your team members from having any delays at the fuel island. With the high volume of traffic through the fuel island, every minute counts with the hours of service. This will also "Reduce

the Risk" of having an overflow during the fueling process causing a lane to shutdown for cleaning.

## Groveton

Winter finally arrived in full force and now we are all hoping for an early spring! We are always looking ahead for brighter days.

Although industry-wide there has been a shortage of freight, the mills that we solicit freight from are running full force. This is encouraging and we look forward to this continuing on.

Kathy Hart has taken on the responsibility of DSR for a small group of Groveton Regional drivers. Please welcome her in this new role.

Keep positive, stay warm, and focus on the Safe Seven!

## Iron Mountain

Well, we made it through the holidays with flying colors, now with winter in full swing, let's try to keep it a safe one and not deal with colors like wind burn red and chilled to the bone blue. Even when we are on home time, we need to remember to use the winter tips that are posted and that help us so much at our workplace.

Thus far, we have had very few issues with the cold weather and hope to keep it that way till spring arrives. We would also like to take a moment and thank the many drivers that have stopped in for rest or repairs and given us a chance to meet and take care of your issues. We will, pardon the pun, keep the light on for you and look forward to seeing you at the mountain.

Thanks for the opportunity to serve you and thanks for driving the Roehl Way. ■

# National Day of Prayer for Truckers Date Set

By Jodi Garibaldi

The 8th annual National Day of Prayer for Truckers is set for March 22, 2007, at the Mid-America Trucking Show in Louisville, Kentucky at 9:00 a.m.

Bob Hataway, President of TransAlive and founder of the AmCoach Program, said recently, "We are happy to announce that Bill Mack and his trusty sidekick, Cindy Mack, will be our keynote speakers." The Bill and Cindy Mack team broadcast daily on XM Satellite Radio Open Road Channel 171 and are avid supporters of the drivers and their families.

Jerry and Sharon Benson will present special music. Jerry and Sharon are known across the country for their

musical talent and willingness to give of themselves to promote the trucking industry. Sharon won the Favorite Female Vocalist of the Year Award for 2006 and has previously won the award in 2004.

Hataway further announced, "This year we will, by wireless technology, be able to hook up the world to the actual program live." Those that wish to join need only dial a conference number with an access code and be connected to the program. If you wish to connect to the program, dial the Highway Fellowship's conference line number 712-432-6060 and enter conference code 275177# including the "#" sign.

"This is exciting! In the past we have had people from other countries who have joined with us in prayer but were not able to attend," he continued, "now not only can they join us in prayer, but be an actual part of the program." Anyone anywhere can attend if not physically, then at least by wireless technology.

"Carriers, trucking companies, vendors, truckstops, receivers, and shippers who in the past requested a time of silence for the prayer, can now actually dial up and broadcast by their PA System the program as it unfolds in Louisville, Kentucky," Hataway concluded. ■

# The "Biggest Loser" Team at Roehl!

By Connie Bryant

Everyone has seen or heard about NBC's reality show, The Biggest Loser. It's about a group of overweight people who are sent to a work-out camp and are all competing to lose the most weight. The person who loses the highest percentage of weight wins the cash jackpot!

A few businesses in the Marshfield Healthy Lifestyle Coalition have sponsored their own "Biggest Loser" competition. Six area businesses have joined in this competition including Roehl Transport. With an overall desire to improve their health by losing weight, thirty-two office employees have signed up to be on the Roehl team.

The kick-off date was January 15th and there was an initial weigh-in. All team members will weigh in once a month

and record their weight loss progress. The information collections are based on the honor system. The final weigh-in will be on June 1st, 2007. The team with



the highest percentage of weight loss will be featured in the Marshfield June Dairyfest parade on a Winner's Float

on June 2nd. The float will be pulled through the parade by the losing teams!

Whether they need to lose 5 or 50 pounds, these dedicated Roehl employees are joining together to lose the weight, improve their health, and they will support each other daily. They are determined to show Marshfield how well we work together as **TeamRoehl** in and out of the office!

In addition to the grand prize of being featured in the parade, Roehl Transport will also donate a fantastic prize to the Roehl employee who loses the highest percentage of weight.

Good luck to the Roehl Biggest Loser team. We hope you all meet your goals and get healthy in the process! ■



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Slow Down!  
Stay Back!  
Know What's Happening  
Yield to Others  
Expect the Expected  
Prepare to Drive  
Reduce the Risk

Winter is here and March and April can bring plenty of surprises. Thank you for being Driven to Protect Others and using your Safe Seven Driving Techniques when you are on the road.