



# BUCHANAN'S QUARTERLY REPORT

Jan – Mar 2010

Volume 2

## New Year at BHRI

(I hope everyone had a joyful and safe Holiday. Like to welcome you all back)

Well...the hustle and bustle of Christmas is over, part of me is sad as usual that it came and went so fast but the other part of me is relieved because it's always such a hectic time of year leading up to it and the day of...all the shopping and running around leaves you exhausted...as I'm sure we all know the feeling well. This Christmas was a bit less crazy then last year at least.

2010 will be a struggle for the shipping industry. No guarantee that business will be much "brisker" in 2010, but our market remains strong while not overly robust. We will continue to present ourselves to current and future customers in a stronger manner then we have. We have the most professional Employees, Drivers, Agents and we have the resources to make BHRI successful in today's and tomorrow's market.

"What does it take to become a High Performer? (In the Trucking Industry)" **PERSEVERANCE**

Many things can help become a High Performer. One key ingredient to achieving planned results is PERSEVERANCE. Vince Lombardi once said, "*A person's quality of life is directly proportional to his or her commitment to excellence.*" Persevering creates higher potential for better outcomes. In sports, the winner is the team that executes best until the final whistle – talent alone does not make a winner. In business, we have three choices every day: 1) Decide to re-focus and move forward, 2) Decide to do something else or 3) Punch the clock, doing just enough to get by. At BHRI, #1 is preferred, #2 is OK, but #3 is a killer. If we have too many #3's, we cannot expect to win. We all make constant choices that will impact the success of Buchanan Hauling Rigging, Inc in 2010. Remind yourself and your teammates what it takes to be a consistent winner. Let's all persevere in our commitment to excellence and make 2010 a memorable year in Buchanan Hauling & Rigging's history.

## NEW NEWS

BHRI would like to welcome the new employees. Please say "HI" and welcome them to the BHRI Family.

**Steven Rottger** – Co Dvr

**Martin Gracia** – O/O

**James Donaldson** – Co Dvr

**Phillip Gibbs** – Part Time Co Dvr / Sales

**Janice Nawrocki** – Safety Department

**Mike Orender** – Agent – Paochantas, IL

**Donald Westwater** – Co Dvr

**Phil Morrison** – O/O

**Tim Weesner** – Co DVR

**Eric Belanger** – O/O

**Juan Garza** – O/O

**Michael Collingsworth** – O/O

**Kenneth Elliot** – Co Dvr

**Garry Davis** – O/O

**Wayne Smith**, Agent - Magnolia, NC

**Garry Davis** – O/O

**Kenneth Elliott** – Co Dvr

**Whitney Clinebell** – Agent – Roanoke, VA

(Plus 7 Trucks)

### \*\*\*NOTICE\*\*\* NEW POLICY INTO EFFECT: JANUARY 1, 2010

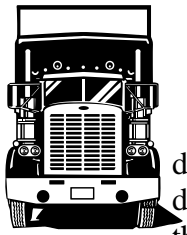
New Address?

You must notify SAFETY – You must provide copy of CDL with correct address within 30 days.

You are responsible to have current, correct address on your CDL per state regulations.

**BUCHANAN HAULING & RIGGING, INC. \* 4625 INDUSTRIAL RD. FORT WAYNE, IN 46825**

**\* 888-544-4285 \* [www.buchananhauling.com](http://www.buchananhauling.com)**



## SAFETY NEWS

With winter here, it is important for safety management to review best practices for driving in adverse weather conditions with their drivers. The decision to pull off the road during adverse weather conditions is one that must be made by the driver. The driver is in the best position to make the decision since he/she will have first hand knowledge of the condition.

Below are guidelines to help drivers make good decisions. Unfortunately, there is no magical number of yes responses that will tell him or her to pull over, only the driver can make that call. Remember this is only a guide. **Generally speaking, the more risk factors a driver can answer yes to, the greater potential or risk that an accident can occur.** Just one of these risk factors could be enough to pull over depending on the situation.

- 1) **Travel Distance is Greater than 50 Miles.** Generally speaking during adverse weather conditions, if you minimize the amount of travel, you minimize exposure and ultimately the amount of risk you take.
- 2) **Wind is Greater than 20 mph.** As wind increases in velocity, it has a negative impact on vehicle operation. Decreased visibility (blowing snow, dust...), reduced vehicle control (driver needs to compensate to adjust for strong wind conditions), and driver fatigue are just some ways that strong winds have a negative impact on vehicle operation.
- 3) **Outside Temperature is Near 32 degrees.** When the temperature is near freezing, road conditions can change very rapidly. A road that is wet can become icy with very little warning.
- 4) **Visibility is Reduced Less than 500 Feet.** Having good visibility is critical when operating any vehicle because you need time to be able to react and space to maneuver or stop. As visibility diminishes (due to rain, snow, fog...), it is critical to adjust vehicle speed to ensure enough time and space is available.
- 5) **Trailer is Empty.** An empty trailer often times reduces vehicle-braking ability. This is most apparent when traveling on wet/slippery surfaces. In addition, strong crosswinds can influence trailer stability under certain conditions.
- 6) **Saw Another Truck in Ditch or Have Heard of Poor Conditions.** Seeing other parties in the ditch or pulled over, may be good indicators of potential serious adverse weather conditions. Be receptive for available indicators and information regarding adverse weather conditions.
- 7) **Road Conditions Poor (ice, snow covered, not sanded).** When driving conditions are slippery, the vehicle's stopping ability diminishes greatly. Under a worst case scenario, up to 6 times more stopping distance is required for icy conditions compared to dry surfaces.
- 8) **Radio is Advising NO Travel.** The radio is a good place to get additional information about adverse weather. Use this information to the best of your ability to make educated decisions regarding travel.
- 9) **You've Been Driving More than 5 Hours.** If a driver has already been driving 5 hours, depending on the prior conditions, he/she may be experiencing some level of fatigue.
- 10) **Winter Driving Experience is Less than 2 Years.** Driving under primarily good conditions (summer), is very different than driving in the winter time. Experience is probably one of the best ways a driver can realize and understand these differences.



**11) Drives Lose Traction at Anytime.** Loosing traction can be a good indicator of deteriorating road conditions. If noticed early, reducing speed and increasing following distance can minimize accident potential in many cases.

**12) Unfamiliar with Route or Road.** The better a driver knows a designated route or road, it is more likely that a driver will make better driving adjustments in adverse weather based on previous experience.

**13) Is it Dark Outside (night time).** We simply cannot see as well at night. During adverse weather (heavy snow or fog), visibility is reduced even more during the night

Remember, Bonus for Inspections with NO Violations.

SAFE STATS:            Driver – 73.99            Vehicles – 69.34

**UP COMAING EVENTS**

SAFETY MEETINGS\*\* ..... Jan 9, Feb 13, Mar 13 ..... Safety is #1  
 Martin Luther King Day ..... Jan 18 ..... I Have a Dream  
 Groundhog Day ..... Feb 2 ..... Longer Winter?  
 Valentine’s Day ..... Feb 14 ..... Remember Your Sweetheart  
 Washington’s Birthday ..... Feb 15 ..... Gave us Independence.  
 Daylight Saving Time ..... Mar 7 ..... Move Clocks ahead  
 St Patrick’s Day ..... Mar 16 ..... Luck of the Irish

\*\* Dates may change.

**DRIVER RETENTION & RECRUITING NEWS**

Buchanan Hauling Recognizes and Appreciates the following driver for their dedication. The Following drives have meet another mile-stone with the Company:

**10 Years**

Ronnie Spears

**6 Years**

Dean Burton

Charles Babcock

**4 Years**

Mario Pratcher

**3 Years**

Joseph Bowers

**1 Years**

Rusty Elliott

William Umbarger

Richard Burton (Indy Terminal)

Richard Buckley

\$500.00 BONUS FOR NEW DRIVER REFERRALS. Contact David in Recruiting.

There is a process in place for Safety Year Award 2010. There could be more then just one winner. Stop by and talk with David Lee (Recruiter) about the program. The real reward of the Safety Year Award 2010: it shows determination, professionalism, and good team attitude towards helping being an agent for positive change. As we continue to navigate through challenges and these economic times, it is a matter of pride to show that we can work together as a team and continue to strive towards excellence. We are all members of the BHRI team and it is always good to know who the strongest members are to help be a good example to the rest of us.

DRIVERS if you have any ideas/ or what you would like as a bonus for Driver Referral and/or Retention Program, please let David in Recruiting know. You can just write it down and turn it in to Recruiting/Safety Office.