

The Flatbed Flash

Volume 2 Issue 2 July 2004



A quarterly newsletter published for the Owner Operators, Employees and Customers of Tri-Line Freight Systems LP's Flatbed Division

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What an exciting spring in Calgary!

The Calgary Flames, not expected to make the playoffs, lost the Stanley Cup Final, in game 7 by 1 goal. What an accomplishment!

The Flames team isn't stacked with superstars, and didn't start the playoffs with the best record, but they approached every game determined to be the best team on the ice, and together they ended up in game 7 of the Stanley Cup finals – you can't get any closer than that! The team really showed what a group of people can do when they pull together with determination and a common goal.

The story of this year's Calgary Flames mirrors that of the Tri-Line Freight Systems Flatbed Division.

It will be 1 year ago in July that my family and I moved to Calgary from Ontario. When we started out, Tri-Line was certainly the underdog:

- Declining Owner Operator count
- Few Customers
- Too much overhead
- No Profit

Together, our team of people in Calgary, Edmonton, Regina and on the road throughout North America pulled together to execute our plan to turn this company into one of the best flatbed operations in Canada.... and we are well on our way to achieving this goal!

From a count of 63, we now have 77 Professional Owner Operators serving a growing Customer base in our focus market area. Overheads have been brought into line with a 1.3:1 trailer: tractor ratio (with many Owner Operators buying their own trailer) and consolidating operations into 3 terminals in Calgary, Edmonton and Regina. As a result of these changes, and a strong focus on improving our business we have been able to increase our Owner Operator pay package again this July to ensure that our Owner Operators remain among the best paid in our market. From a corporate perspective these changes have resulted in Revenue and Profit exceeding our 2004 budget so far... and we want to keep that momentum going!

Although we are not yet in a position to "Win the Cup", everyone's contribution and dedication have strengthened our team significantly and we continue to improve daily. A sincere Thank You to everyone for all of your effort... I look forward to another great year ahead of us.

We continue to recruit good Owner Operators through the referrals of our current Owner Operators. Thanks to all of you for spreading the good word on the road. Don't forget to hand out your business cards to potential Owner Operators... so far 3 Owner Operators have each won a new set of Michelin Steer tires in the business card draw. Congratulations to Larry and Thelma German, Jim Beckett and Phil Gawluk.

Have a great summer and drive safely!!

Brent

Calgary Flatbed Division Operations Staff



Bruce Mackenzie **Fleet Manager & Dispatch**

Upon finishing high school I worked at various jobs most of which were involved in the transportation industry in one way or the other. I joined the Calgary Police Service where I served for 7 years from 1973 until 1980. I was still interested in trucking during that time and worked part time for a couple of trucking companies while serving as a Police Officer.

After 7 years I made a decision and went to work trucking in the "Oil Patch", moving oil rigs and heavy equipment pulling multi wheel and multi axle combinations, mostly 32 wheelers. During this time I was afforded the opportunity to work in the Arctic. In 1986 things got slow in the "patch" so I went to work for Mullen Trucking and ended up buying a truck and leasing it on there. I spent the next 4½ years there, and then just short of 2 years at Canada. I decided I'd had enough freight hauling and leased on with D&D Livestock and relocated bovines for the following 5 years. Since leaving the driving profession I have worked in Sales and Administration and have been with you here at Tri-Line since the beginning of July 2002.

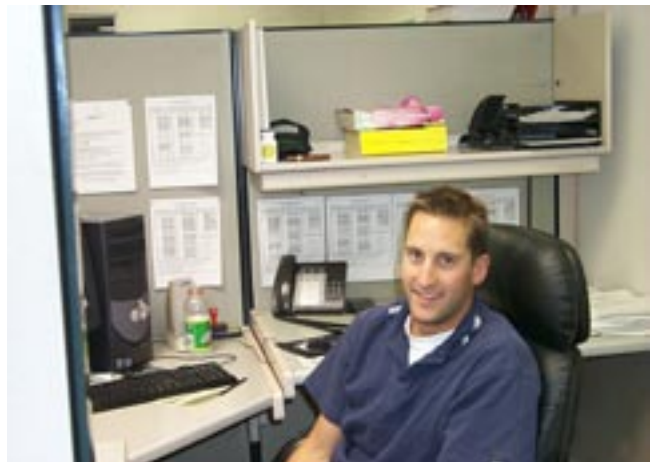
It has been my goal to do whatever I can to help re-establish Tri-Line as a leader in the industry. We've shifted gears and taken a new direction, but I believe in what we're doing here and intend to keep on doing it until they tell me I can't.



Jeff Cruikshank **US Dispatch & Sales**

Hailing from Salmon Arm, BC Jeff has worked in the trucking industry for ten years. He started out as a warehouse manager then switched over to sales and dispatch, with a trucking company in Vancouver. They then transferred him to their head office in Salmon Arm where Jeff got to spend a few years back in his home town before moving to Calgary.

Since moving to Calgary Jeff has continued to work in the trucking industry. He took a year off to travel abroad and returned to Calgary where he joined the Tri-Line team in October 2003.



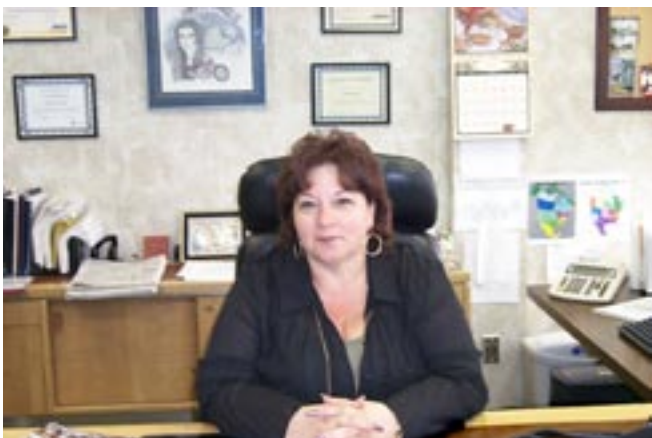
Andrew "The Wheat King" Wheatley **Logistics & Brokerage**

Andrew is originally from Regina, Sask. He moved to Calgary four years ago to attend post secondary education and as he says he has no plans to move back to Sasky any time soon! Andrew has been in the trucking industry for three years, and has been with Tri-Line since September of 2003



Ron "Wind Breaker" Hamers
Canadian Dispatch & Sales

Ron started in the Transport Industry in 1983 as a Driver for a Local Dairy Company in Saskatchewan, later moving to Saskatoon where he joined a new and upcoming Carrier as a driver doing longhaul expedited freight. After a year on the road he was approached by his peers to do dispatch functions, so he moved within the company as a driver supervisor and then into a sales position. In 1992 he relocated to Wroxieter, Ontario where he was the Operations and Sales Mgr for a Trucking Company involved in Perishables and Livestock. After two years he relocated to Alberta and became an Owner Operator until accepting a sales position for a LTL Carrier in Calgary. Ron joined the Tri-Line team in June of last year as operations and sales.



Ev Crosbie
Safety & Compliance

Ev started with Tri-Line in 1987 at the Vancouver terminal. Over the years she has filled positions, from reception to dispatch.

In July 2003 she accepted a transfer to Calgary to become the Safety Administrator. Ev has two great kids (four if you count the out-laws, Trevor and Tara) Valerie in Calgary and Rob in Vancouver. Her hobbies include gardening, reading, dancing and riding her Harley.

Excellent Job Guys

This is an e-mail Tri-Line Received from Dow Chemical Canada Inc., pertaining to a movement of 3 motors by:

- Jerzy Satora
- Ivan Crncovich
- George Kellner

Folks,

We've received the 3rd and last motor today!

Thanks to Tri-Line for their timely delivery of all 3 motors!

Thanks to all who aided in our expediting efforts.

Sandie Fisher

Dow Chemicals Canada Inc.

Keep up the Great Work!!!

Payroll.....

You guys are doing a terrific job getting your paperwork in on time. Keep up the great work!

We have a few new people that have joined the team since last newsletter so here are a few hints:

- Please mark all paperwork with your unit number and the control number.
- Your cuts off dates are the 15 and the 30 of every month, with two additional days after each cut off day to get your paper work in. Please fax them to 1-866-279-6616.
- If you're handing in tolls could you clip them to a piece of paper (if you don't have an expense sheet) that would be great. If they are loose in your envelope I sure don't want them to get lost; these represent a lot of money at times.

If you have any questions please give me a call. That's it for me, have a great summer and be safe.

Cindy Smith

Safety Message.....

Well, it looks like the good weather has finally arrived. Unfortunately along with sunny days and warm nights come DOT and CVSA inspections. Inspections are very important to Tri-Line. A clean CVSA inspection results in a \$50 gift certificate for you and improves our operating record. Bad inspections result in "points" against our operating record. Every point on our record effects our insurance, operating authority and safety ratings in both the U.S. and Canada. Currently only about 50% of the inspections we receive each month have no violations. Let's see if we can get to 80% on clean inspections. We do appreciate the efforts you make to get clean inspections, but we need to work harder to improve our record. This is crucial to our future at Tri-line Freight systems.

DOT regulations require that monthly maintenance records must be turned in by the 10th of the following month just like your log books sheets. Turning them in six months at a time is not an acceptable practice. Copies of any invoices for repairs or parts must be turned in with the monthly maintenance records.

As promised we are currently working on our Safety Awards program. We are planning a barbecue in Calgary in September to hand them out. We will advise you of the details once everything is arranged.

We will also be awarding "Years of Service" awards in November to thank those of you who have supported Tri-Line through all the changes over the years. These awards will be given out at our Holiday Gala. We look forward to seeing everyone there.

Winner of a set of steering tires for recruitment this quarter is James Beckett. James recommended us to Blair Corrigan. Congratulations to James and welcome aboard to Blair.

Since January we have met our recruitment goals, we now have 75 owner/operators in the Flatbed Division. Because you have worked to help us met our goal we have made a second draw this quarter from everyone who recruited and the winner of that set of steering tires is Phil Gawluk. Phil recruited Gary Giesbrecht. Again congratulations to Phil and welcome aboard to Gary.

There will be upcoming drivers meetings in the fall to ensure everyone understands the new North American Load Securement regulations that take effect in Canada Jan 1, 2005. I'll keep you posted on dates and locations.

Please remember to watch out for many summer vacationers out on the road. They can make your job difficult without even trying. Remember to think safety and be safe.

As always if you have any questions or ideas please give us a call.

Flatbed Division Log Book Audit Program

Tri-Line currently conducts monthly random log book audits on sampling of 25 drivers. This audit process continues to identify an unacceptably high number of form and manner and falsification violations.

In an effort to improve the level of compliance and to reduce the number of violations, effective August 2004, Tri-Line will implement a tiered log book audit process. To determine the tiers everyone will be audited for the month of June.

Tier 1: Drivers with 5 or less violations per month will be audited every six months.

Tier 2: Drivers with more that 5 but less then 15 violations per month will be audited quarterly.

Tier 3: Drivers with more than 15 violations per month will continue to be audited monthly.

Regulations require us to audit 25% of our drivers each month.

The cooperation of all drivers is required and appreciated as we work towards improving our compliance with the driver's hours of service requirements.

Please insure that log sheets are received in the Calgary office within 13 days from the date of completions "NO EXCEPTIONS"

If you have any questions, please do not hesitate to give me a call.

Ev

Tractor-trailers are involved in less than 3% of accidents on all Canadian roadways. The overall number of accidents involving tractor-trailers has declined since 1989.

Driver Profile.....



Curtis Hogemann Calgary

Curtis has been part of the Tri-Line family for about a year now. He grew up around trucks and heavy equipment; he currently drives a 1995 Kenworth T800. And as he tells it, "Raised on Kenworth and some things will never change." He has been driving class 1 on and off for the past 19 years. He has experience hauling cattle, grain, gravel, water and whatever fits on a flatbed! Curtis has also owned a roofing company which, he quite enjoyed until an injury made it impossible for him to continue this profession.

When Curtis came to Tri-Line he started off driving as a team with his brother who was already an O/O with Tri-Line. At the beginning of 2004 his brother decided to leave trucking and go back to school so, Curtis took over the truck and has been running solo ever since.

He is based out of Calgary and runs Canada and the US. For him trucking has been a family affair as his father drove for 30+ years and taught him and his brothers. He was taught the old school of drivers ethics where you help out your fellow drivers and stranded motorists. He remembers his dad being quite the stickler for keeping a truck clean, as he always wanted to put his best image out to the customer.

Curtis is a devoted father to his 3 children Cassandra, Angela, and Dustin. In his spare time he enjoys being outdoors and golfing.

O/O Reminder.....

If you need drive tires this fall; now is the time to start putting some extra money in your holdback account to save up for them. Remember to check our National Account Pricing on Michelin, Bridgestone and Goodyear before you buy!

Welcome our New O/O's

Michael Piper	Scarborough, ON
Leanne Veer	Bruno, SK
Paulo Jorge	Stephenville, MB
Wendell Friesen	Okotoks, AB
Dave Bergan	Kelowna, AB
Robert Terness	Regina, SK
Gerry Giesbrecht	Okotoks, AB
Harold Fenton	St.Thomas, ON
Cletus Webber	Ft.Saskatchewan,AB
Ron Peltier	Winnipeg, MB
Ken Krupski	Calgary, AB
Dennis Andres	Leduc, AB

New O/O Contract

It has been a great year and we are pleased to present the following changes to you effective July 1st, 2004.

- All loaded miles now pay \$1.16 per mile-Canadian and international loads
 - Increased From \$1.05 Canadian and \$1.15 International
- Loads from the USA into Ontario pay a minimum \$500+ any applicable accessorials
 - Replaces the "Short-Haul Rate"
- Stop offs on truckload shipments pay \$75 each
 - Increased from \$40
- Stop offs on tarped loads pay \$25 re-tarp per stop off
 - Increased from \$0
- LTL shipments pay a \$125 pick up and \$125 delivery + all miles traveled. LTL tarping will pay \$25.
- You will be credited \$75 on January 1st and \$75 on July 1st for your 6 month safety inspections. You will pay for the cost of the inspection at the time of the inspection.
 - Replaces system where Company and Owner Operator pay for alternate inspections. Reduces need for record keeping.

Tri-Line's Annual Golf Classic

Held at the Silver Creek Golf Resort, in New Norway, Alberta, the Texas Scramble Start was a chilly one. It felt like minus 5 with the winds and rain but everyone appeared to have a great time!

The staff of the resort showed us some exceptional "Alberta" hospitality and they put together a wonderful breakfast and buffet.

We would like to thank all those who weathered the storm and participated as well as those who donated prizes.

See ya'll next year!!!



*Harvey Plain , Brian Dunk
And Ernie Hollingshead*



*Johnny Lemieux, Ken Neudorf,
Kevin Colby and George Brouwer*



*Darwin Cromarty, Shannon Crook,
Chris Brouwer and Kelsey Neudorf*



*Doug Popik, Marlene Popik
Shelia Elgert and Gary Elgert*



*Joe Korowiz, Lawrence Musurichan
Harvey Saskin and Al Sider*



*Matthew McAra, Kim Lester
And Debbie McAra*



*Adam Challenger, Steve McBride
And Jim Kuhn*



*Denny McAra, Dave McAra,
Donna McAra and Wayne Belfour*



*Gord Seddon, Jim Deeley,
Nathan Guinn and David Guinn*



*Bill McBride, Ev McBride,
Gene Sharun and Pam Stewart*



*Joyce Martin, Russ Roper
And Ann Roper*



*Peter McMahon, Jeff Cruikshank,
Sandie Fisher and Len McBride*



*Gord Schultz, Amber Doyle,
Dale Herring and Derek Grant*



*Ron Hamers, Kevin Kostyk,
Mike Whalen and Craig Hudson*

Hockey Mom Gives Words of Praise to Formula Transport Driver

The following article is from an AMTA newsletter. I thought that you would enjoy it. People are quick to point fingers at the actions of truck drivers in a negative fashion but seldom do we get praise for all of our positive actions. I wish more people would come to the realization that this mother did! Thanks to all of you for being professional drivers-keep up the good work-many lives count on it!

This was received by the Safety Coordinator at Formula Transport Ltd. In Grande Prairie, Alberta from a motorist last Fall, following an incident which took place in the Grande Prairie area.

To Your Safety Coordinator:

The other evening I was driving my two sons to hockey, and I was driving on the by-pass by the Regional College. I was annoyed that I was behind a logging truck, which ultimately ended up being one of yours, because I was late getting the boys to their games at the new arena by ST. Joseph's High School.

I was going to change lanes, but there were several semi trucks in that lane and several other vehicles. It infuriated me, looking down at my speedometer to see that the truck ahead of me was going anywhere from 5 to 10 Km/h slower than the posted speed limit. It seemed like forever getting across town. As we approached the lights on 84th avenue, something happened that humbled me, in fact I felt what could only be described as shame.

As I approached this intersection, your driver slowed down while the light was still green. If he didn't hurry up, the light would change, putting me even more behind! Sure enough, the light did change, and I ended up honking my horn at him. I was so enraged. But as the lights changed, I looked over in the left lane, and a logging truck blew through the yellow, followed by a second logging truck. By then the light had turned red, and a third logging truck deliberately went through the red light.

I pulled into the left lane, which was by now clear of traffic and pulled up along side the logging truck. It was a Formula ransport logging truck – number #115. Once stopped, I looked up at the driver of the truck and could see him shaking his head. It was obvious to him as well, that those other logging trucks had done a very dangerous thing.

I looked at my two sons, who were completely oblivious to what had happened, and then it hit me: I'm driving my two beautiful children to hockey and here their mother acting completely inappropriately behind the wheel. I marveled at your driver, who had realized that he had a heavy truck full of logs, so he needed to drive accordingly, not like those other drivers. He had anticipated the light changing, and since he was already going below the speed limit, he had prepared for the light to change.

At the moment, I felt extremely secure in knowing that your company hires very professional drivers, drivers who are conscientious of other people's safety. If all of your staff is as safe, responsible and professional as this driver was, then I as a mother am very happy and can breathe a little easier knowing that your company is geared towards the safety of other motorists in our community.

Please excuse my anonymity, as I am completely ashamed of my actions behind the wheel. Thank you again for taking the time to read my story.

Signed,

A Grateful Mother

P.S. Please let the driver know that if he remembers this incident and heard me honking my horn, I am terribly sorry.



*Marnie Stewart, Dwayne Yesdresyski,
And Jeff Stewart*



*Larry Hohn, Terry Galenza,
Kathy Langdon and Bob Langdon*



*Don Hrynyk, Pam Wade
Bill Braaten and Mel Grant*



*Bob Kiriakides, Janet Kiriakides
And Dan Marin*