

The Distributor

Smokey Point Distributing, Inc.



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Volume III, Edition XI

Happy Thanksgiving!

The holidays are here once again. SPD sends warm wishes to you and yours always, especially during the holiday season! May the end of your year be filled with joy and loved ones.

Gobble, Gobble!

Happy Birthday!

Ok, you little turkeys, who said you could go and get another year wiser on us?! Happy birthday to all you November babies, and there are a lot of you!

- Arden Roley #87 Nov. 1st
- Karl Tholstrup (Local) Nov. 3rd
- Tom King #44 Nov. 3rd
- Roger Pepper #90 Nov. 4th
- Russ Kemner #579 Nov. 5th
- Gerry Lee #95 Nov. 7th
- Robert Pabst #21 Nov. 7th
- Samuel Kibarita #33 Nov. 10th
- Mike Green #17 Nov. 12th
- Jon McHann #27 Nov. 14th
- Mitch Pilon #74 Nov. 14th
- Derek Dietrich (shop) Nov. 19th
- Robert Yeater #8 Nov. 21st



Happy Anniversary!

It's time for more celebrating! Here's to another year of seeing your smiling faces here at SPD!



- David Dewey Jr. #30 1 year
- Cheri Brooks 1 year
- Ronda Schmitt #99 3 years
- Tom Denser #99 3 years
- Donn Torgerson #37 3 years (returning)
- Dave Dewey Sr. #67 4 years
- Russ Wallace #75 4 years
- **Liz Rasmussen (office) 13 years!!**

From Your Sales Team

Hello everyone! We haven't talked for a while so we thought we should say a few words to let everyone know what's going on.

The revenues continue to grow and we continually set new records every month. That is partially attributed to higher fuel surcharges and our rate bases have increased too, but we are growing at a very aggressive rate. The company trucks continue to run at capacity and our Brokerage Team has filled the gaps when needed.

The greatest assets we have are our drivers and their consistency to make the picks and deliveries on a timely basis. Your Sales Team understands this and tries to create the most amount of flexibility possible in your picks and drops. Some times this is not always possible, but we want you to know that we try to get our customers to understand this. We are constantly monitoring the truck locations to keep our customers up to date with their shipments. This also helps in making sure that you are not held up making your deliveries.

We continue to get positive feedback from our customers about our drivers and we always pass these credits on. Congratulations to those drivers who have received them! In closing your Sales Team wants to thank *ALL* of our drivers for what they do and how they perform their pick-up and deliveries. We want you to know that we are always focusing on keeping drivers from having to sit after deliveries are made. Please remember to make your pre-delivery calls on your shipments.

Thank you for all your support!

Health Stop

Lowering Your Blood Pressure

In addition to medications, there are several lifestyle factors that can help lower your blood pressure. While alterations to your lifestyle may not always be possible, convenient, or easy to make, they are the

most natural, healthiest way to improve your health. Consider:

1. Maintain a healthy weight: Even a loss of seven to ten pounds can improve blood pressure.
2. Get & Stay Active: Aim for 30 to 60 minutes of physical activity every other day.
3. Don't smoke: I'm not going to preach to you on this one, but here are the facts; nicotine makes your heart work harder by constricting blood vessels, this elevates your heart rate and blood pressure.
4. Eat a plant-based diet: Consume plenty of fruits, veggies, and grains. Keep fat intake to a minimum.
5. Reduce Stress: Practice relaxed breathing or find a calming exercise.
6. Limit Sodium Intake: Consume no more than 2,400 milligrams (a teaspoon) in a day.

(Adapted from magazine article)

Shop Talk

Drop It Like You Mean It

Fifth wheels are designed to “drop” and “pick-up” trailers; this is why it is called “dropping a trailer” and “picking-up” a trailer.

To help slow the process of wear and tear on the landing gear, please make sure that you are dropping and picking-up the trailers properly. You do not need to dolly up a trailer so high that the next driver's truck is going to go completely under the pin and high center the pin on the rear of the tractor. When you are dropping your trailer utilize your air bags and be considerate to the next driver that will use the trailer.

Parking Dilemmas

Trailers: please make sure that you are not parking trailers more than two deep in the yard. It consumes a lot of time for your fellow drivers to have to move more than one trailer to get to the one they are assigned.

Personal Vehicles: We know that we are running out of room on the fence line for driver vehicles, we are also out of room around the office and in front of the shop for the office and shop personnel. Please make sure that you only take up as much room as

necessary and that you only keep one vehicle here at a time.

We have grown into our terminal and are now in the process of growing out of it, please do your part to utilize our space to the best of our abilities.

Safety Corner

Warning: Fluffy White Danger

Ok, we all knew it was coming, and now it's finally here. While non-truck drivers dread the snow too (or enjoy playing in it) it's something different to professional truck drivers; it's a red flag to danger.

While the weather can only be predicted to a certain extent, we can take precautionary measures to prepare for what may come. There are a few key elements that all drivers need to understand:

1. **YOU** are driving the truck. If you are not comfortable with the conditions you have the right to call Safety and talk to us about the situation. An uncertain driver and bad weather are not a good combination. Together we will decide the best course of action.
2. Sleep is crucial! You must get the proper sleep in order to stay alert and responsive through the changing weather and road conditions.
3. It's called “Black Ice” for a reason... it's just as black as the asphalt. Be on the look out; use the drivers in front of you to *help* you gauge the road ahead.

Winter is going to come and the snow is going to fall; know your equipment, know your load, know your abilities. SPD has some of the best drivers in the industry; let's get everyone through the winter in one piece. The safety of our drivers is our foremost concern.

Information Sheets

We still have a large number of drivers that have not completed and turned in their new information cover sheets; which were distributed to all driver mailboxes. All drivers need to make sure to complete this form and turn it in. If you have not yet done this please make sure that you do before you leave from the yard on your next trip. New forms are available in the Safety Dept.

Just for Laughs



Be Prepared

That's the way it works, right? You should always be prepared for weather changes, closed passes, and anything else that could possibly happen! Here are some suggestions for an emergency kit:

- | | |
|-----------------------------|-------------------------------------|
| 1. Bottled water | 8. Scissors |
| 2. Non-perishable food | 9. Aspirin |
| 3. Flashlight/batteries | 10. Antacid |
| 4. Whistle (to signal help) | 11. Other medication you might need |
| 5. Hand sanitizer | 12. Photos of family and loved ones |
| 6. Space blanket | |
| 7. First Aid kit | |

Injury Reports

In a previous newsletter we announced "Injury Reports". Attached to this newsletter is your injury report form; in case of an injury you need to complete this form and return it to the Safety Dept. Please keep this form in your truck. Extra copies are available in the Safety Dept.

Passenger Reminder

Drivers please remember that all passengers must be authorized through Safety; you and the passenger are both required to complete the release packet. As a company employee it is your responsibility to ensure the safety of your passengers. Passengers (people that do not work for SPD) are not permitted to assist in chaining/strapping/tarping your loads.

It is imperative that you follow the guidelines set forth by the ride-a-long release that you and your passenger signed; they are set for a reason.

Thank you for your cooperation in this matter. If you have any questions regarding the ride-a-long rules feel free to come see me.

-Ken DeRocher

Just for Laughs II

The equation for success:

From a strictly mathematical viewpoint it goes like this:

What does it mean to give MORE than 100%? We have all been to those meetings where someone wants you to give over 100%. How about achieving 103%?

Here's a little mathematical formula that might help you:

If: A-Z is represented as 1-26.

Then:

H-A-R-D-W-O-R-K

$8+1+18+4+23+15+18+11 = 98\%$

And,

K-N-O-W-L-E-D-G-E

$11+14+15+23+12+5+4+7+5 = 96\%$

But,

A-T-T-I-T-U-D-E

$1+20+20+9+20+21+4+5 = 100\%$

And,

B-U-L-L-S-H-I-T

$2+21+12+12+19+8+9+20 = 103\%$

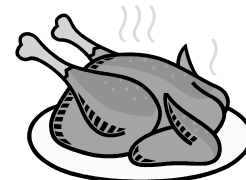
AND, look how far ass kissing will take you.

A-S-S-K-I-S-S-I-N-G

$1+19+19+11+9+19+19+14+7 = 118\%$

So, one can conclude with mathematical certainty that While Hard work and Knowledge will get you close, and Attitude will get you there, it's the Bullshit and Ass kissing that will put you over the top. Good luck!

Happy Thanksgiving!



Recently in the News

Woman killed in crash on I-90



Story Published: Nov 2, 2006 at 11:20 AM PST

By KOMO Staff

ISSAQUAH, Wash. - Washington state patrol troopers are investigating a crash that killed a woman and briefly snarled traffic on Interstate 90 on Thursday.

Officials said the elderly woman was parked on the median near the Front Street exit when she pulled out directly in front of a westbound semi truck just before 11 a.m.

Witnesses said the truck driver had no way to avoid the Toyota Camry and smashed into it, sending both vehicles crashing into the median.

The woman who was driving the car was killed instantly. The driver of the truck was not seriously injured.

Several lanes of eastbound and westbound I-90 were closed to allow emergency vehicles to get to the scene.

The crash left the semi on its side, and video from AIR4 showed a long stretch mangled grass where the tipped truck slid along the median.

The name of the woman who was killed has not been released.