



**PAYNE**  
TRANSPORTATION LP

## In This Issue

### Letter from the Editors

Salutations Everyone !!

Welcome to the 2nd Quarter Newsletter of Payne Transportation. We hope your last three months have found you well and prosperous. It's summer time and that means getting out to enjoy what the city has to offer. Working hard is part of everyday life, but one must take time to enjoy family, friends and activities. It creates a sense of balance and harmony not to mention memories that will last a lifetime.

While in Winnipeg, why not enjoy a browse around the historical Forks? This summer and fall they are hosting archaeological digs and the "Wolves of Winnipeg." Expand your knowledge of other cultures by experiencing Folklorama. A multi cultural festival in August that highlights the food, song and dance of our ethnic communities.

Let's not forget concerts at the MTS center in the heart of downtown that range from Motley Crew to Neil Diamond. Check out a Bombers Game. They are currently 0 - 4, but always a good excuse to ogle the cheerleaders.

Horseracing is always exciting. Make sure to place a bet on one of Tom Payne's thoroughbreds at the Assiniboia Downs. Or stroll down Corydon Ave. to do some café hopping on a hot summer's night with friends. Manitoba offers excellent fishing and camping opportunities also. Did we mention cruise night on Sundays down Portage Ave.?

Not in Winnipeg? Then don't hesitate to ask someone from our other terminals across Canada or in Houston what is happening for your enjoyment.

No matter where, when or how you take in events, we hope that you have fun, laugh often, and stay safe especially while driving.

The Editors,

Kelly Hartfiel

Michele Mackan

Dana Johnson - Kennedy

**"No Payne  
No Gain"**

# Tom Payne Sr. Announces Retirement

After a long and distinguished career covering some 45 years Tom Sr. announces his retirement. I personally have known Tom for many years dating back to his earlier days at Tri Line Freight Systems and was always impressed by his commitment to the trucking industry and to his people, whether they be company employees or owner-operators. To Tom it made no difference. Everyone on his team were treated with the utmost respect.

This explains why we invested alongside Tom when he left Tri-line and started Payne Transportation eight years ago. I knew from the start that Tom would create a winning organization. And he did. Tom, I know I speak on behalf of everyone that

had the opportunity to work with you that we thank you for everything you have accomplished and shared with us. We all wish you the best of health, happiness and enjoyment in your new career- Retirement. We hear you have lots to do. Of course you will be always welcome at the Payne Group and your continuing involvement as a Director of Payne along with myself is most appreciated.

Thanks,



Murray Mullen  
Chairman & CEO  
Mullen Group Inc.

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# Tom Payne Jr. Appointed President and General Manager

There is no decision that is more important to any organization than that of determining who will lead the organization. It is with great pleasure that I announced today that Tom Payne Jr. will assume the role of President of Payne Transportation. Tom Jr. has earned the respect of his peers, has an in depth understanding of the trucking industry and is totally committed to growing the Payne brand.

Tom Jr. we have worked together for many years now and you have earned the right to lead Payne Transportation. I look

forward to working with you and the entire Payne team for many years to come.

*Congratulations!*



Murray Mullen  
Chairman & CEO  
Mullen Group Inc.

# Western Terminal Report

Brian Ringuette – Terminal Manager

The second quarter of 2008 has arrived and we find ourselves very busy out west.

We continue to seek team drivers for the ELD Division as we have in the past. Things are looking up in this area as we have had a few more calls and a few drivers coming in to see the operation. Still we need to fill all the units to get this division rolling full throttle. South bound has still been strong and north bound L.T.L. shipments are growing also.

We are proud to welcome Gerald Sauer as the new hire class one city driver. With Gerald we are also proud to welcome Josh Singer as the new 5 ton class 3 driver. We capitalized on this one. Gerald is Josh's uncle so that worked out really well. Full load is and has been crazy for out bound loads and is going to get much busier as the summer projects get going. We are also

happy that unit 1450, a ELD team, was elected drivers of the month for June. The team drivers run hard to meet the time frames for the L.T.L. shipment demands as we are the only L.T.L. company that guarantee 48 hour service out of Houston to Edmonton.

I want to thank the team drivers, city drivers, mechanics and office staff for always having that little bit extra to make this all take place each day. As a team they all work hard and I thank you all.

*KEEP UP THE GREAT  
JOB TEAM  
AND HAVE A  
SAFE SUMMER.*

Thank you.

# Central Division Report

Jason McNicholl – Vice President of Operations and Logistics

Hi there everyone. I would like to start off by welcoming all of our new operators and wish them good luck. I'm sure you will be happy with your decision to join our hardworking team here at Payne Transportation. The same goes for the operators that are trying a new division as we had several trucks switch from Vans to Decks and from line haul to revenue.

In case anyone was wondering, we are NOT a John Deere Dealership. As most of you have seen the tractors we haul out of Grovetown aren't slowing down, in fact we have made a

commitment to John Deere to haul even more at their wish. This request is in large part due to the hard work of many including our operators who do an excellent job. I have personally received several phone calls complimenting our operators. Keep up the good work.

For those of you taking a break to enjoy some holidays I hope the weather is nice and you have a great time. If you are working this summer you can expect to stay busy as our customers have indicated to us that they will be busy right through to December.

# Payne Transportation's New Hires and Driver of the Month Announcement:

## Sabrina Shastko

Safety Administrator and Recruiting

Please welcome the following new drivers to the Payne Transportation Family.

### Fort Saskatchewan Terminal:

Jerry Sauers

Ed Hilkewich

Josh Singer

### Winnipeg Terminal:

Alain Brunet 228

Daniel Jutras 378

Karl Lent 440

Jason Anderson 600

Tom Cairns 609

Janusz Szklarski 800

## *Congratulations*

to the following drivers for achieving the Driver of the Month Status:

## Great Job !!

**April** Eva & Les Banot #560

**May** Rick & Val Adrian # 37

**June** Laurie & Kelly Gordon ELD

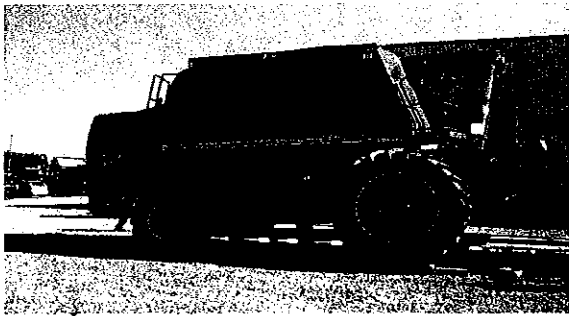
**"No Payne  
No Gain"**

# Eastern Terminal Report

Patrick Lewis – Terminal Manager

Montréal terminal continues to work diligently as the shipping seasons of John Deere and Bombardier (boy have we been busy!), come to a slower time of year.

It has been a great 2nd Quarter for us in the East. We have been doing some moves with the Double Drop as some of you already know, moving J. Deere 990 combines all through Eastern Canada from the U.S. It is the 1st time that Deere has approached us on these moves and it has worked out very well.



We have been on a hiring spree and have added two more deck trucks here in the East: Daniel Jutras unit # 378 and J.F Hebert unit # 212. We wish them all the best with the Payne family.

I would also like to welcome Jamie Tauber who

has joined us in June as our new Receptionist. Jamie has already proven that she will be a great addition to the Montreal Office and we wish her all the best.

*FINALLY!*

Summer has hit us in the East and with that comes "road construction" and with that comes bigger pot holes. Most drivers would know this already!

But also there are many traditional holidays that happen in Quebec so if you are "Trucking" through, you may want to check some of these summer events out!

If you're a Celine Dion fan, you may want to come in August to check out her Free Concert in celebration of Quebec's 400th year Anniversary. Plus we have plenty of festivals, museums and activities to entertain all ages.

*Happy  
CANADA DAY  
everyone!*



*CONGRATS*  
to BRIAN KLEIWER!  
on surpassing his 5 year anniversary  
with Payne Transportation

## IMPORTANT INFORMATION

**Livingston Customs Broker  
new contact numbers.:**

**Fax for all US shipments**

**877-548-7277**

**Fax for all CDN shipments**

**866-548-4685**

**New Number for both directions:**

**866-548-7277**

# From The Safety Department

Pierre Bonneville – Director Safety and Compliance

In the second quarter of the year we incurred 18 collisions and 4 cargo claims. The total for the quarter comes to 72, 160.00. The 18 collisions consist of 4 parking lot, 2 unsafe lane changes by the 3rd party, 1 wheel off issue which we spoke of on the last newsletter, 3 animal hits, 1 where the 3rd party (motorcycle) lost control hitting our truck, 2 rear end collisions, 1 right turn collision, 1 left turn collision and 2 where the trailers were damaged by customers. The 4 cargo claim consist of a broken window on a farm tractor, damaged control panels on cooling units, damaged Styrofoam and 3 boxes of meat stolen.

The total so far this year consists of 37 collisions and 5 cargo claims which total \$139,982.00. Last year at this time we had 33 collisions and 6 cargo claims for a total of \$175,739.00. This works out to a reduction of 20%. Great job and keep up the good work.

Many of you have already heard the Ontario has followed Quebec in passing Bill 41 in June of 2008. This bill will require all trucks operating in the province of Ontario to have their speeds mechanically limited to no more than 105 kmh.

This law will cover all heavy trucks operating in Ontario that were built since the mid-90s when electronic speed limiters became standard. The new law will be implemented as early as fall 2008, and will be followed by a six to 12 month education period.

Ontario has also indicated that fines for non-compliance will range from \$250.00 to \$20,000.00. Ontario has also announced it will

work closely with Quebec to harmonize speed limiter legislation with that province.

David Bradley, CEO of the Canadian Trucking Alliance said: "This legislation is fair because it treats all truck drivers and companies the same while driving in Ontario. At the same time, it is flexible. With today's technology, operators will also have the option of investing in devices that will allow drivers to switch speed limiters on and off when in jurisdiction with higher speed limits."

With recent high fuel prices and Payne Transportation's concern with greenhouse gases emissions and our Environmental Footprint, all of our company trucks have had the speed limiters reset prior to Ontario passing Bill 41. Our units now have the cruise set at 100 kmh and accelerator set at 105 kmh.

A large portion of our business includes Ontario. We feel it is necessary to take the lead in complying with this new legislation and hope all of our owner/operators feel the same way in order for us to continue to service our customers.

**ALERT**  
*TODAY!*  
**ALIVE**  
*TOMORROW!*



# Fuel / Mileage Incentive Program

Sheldon Novak – Director Customs, Security & Environmental Affairs

## *Congratulations*

to our 2nd Quarter fuel mileage winners.

731 - Don Simonson had the best quarterly fuel mileage at 7.43 US MPG - Honorable mention to 166, 200, 376 & 817 who all were over 6.45 US MPG

25- Jay Palachuk had the best quarterly fuel mileage improvement by 1.24 US MPG over 1st quarter. Honorable mention to 485, 550, 666, and 731 who all improved more than 1.10 US mpg. 731 & 25 each will receive \$250 towards an oil change.

As we're all having to deal with increased fuel costs, it's up to every operator to find ways to save on fuel mileage whenever possible. A simple no-cost change like slowing down or less idling can save a driver hundreds of dollars/month. Remember when you idle - your getting 0 miles/gallon. As a comparison, the worst truck for the quarter came in at 4.30US mpg, 3.13US mpg WORSE than Unit 731 for the month...at 12,000 miles that's over \$5,500 more for fuel coming right out of the operators pocket! This is not just a few spare dollars that can be laughed off, this is a truck, trailer and a mortgage payment.

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## Winnipeg Branch Welcomes one aboard and Head Office Welcomes one Back !

Tom Payne Jr. – President

On June 9th Helmiene Dueck joined Payne Transportation as the new Operations Manager for the Central Division. I first got to know Helmiene in the early 1990's when she worked in shipping for one of our largest accounts, Kitchen Craft Cabinetry. Helmiene worked very hard and earned over time a Senior

Managers position in shipping with the large cabinet maker. Her vast knowledge and experience in the manufacturing sector helped her when she moved over to Arnold Bros. Transport in their logistics department. She once again, worked diligently and quickly became the Manager of Operations and Logistics with the large trucking firm. The management experience Helmiene gained from manufacturing and Transport, made her a very attractive

acquisition for our company. We are excited to have her aboard and we are sure our operators will be too.

With the addition of Helmiene to our operations in Winnipeg, Head Office was able to facilitate the return of Sheldon Novak. We missed his expertise in Customs, Security and Environmental issues and are very happy to see him return to his familiar role and complete many initiatives necessary to remain an industry leader and a "Best in Class" over the road carrier. On behalf of all of us at Payne Transportation, I would like to thank Sheldon for stepping up to the challenge and helping out at the Branch during the transition.

Thank you.

# Shop Maintenance Tip

Barry Veldkamp – Shop Foreman

According to the Technology and Maintenance Council manual, good driver practices are one of the major factors in improving fuel economy.

- using cruise control when ever possible
- practicing conservation of momentum
- limiting the use of vehicle accessories
- avoiding "jack rabbit" starts
- using progressive shifting
- reducing the number of stops
- limiting engine idling
- conducting thorough pre and post-trip vehicle inspections
- limiting tractor trailer gap
- maintaining proper tire air pressure

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# Social Committee 2nd Quarter Report

Dale Bjorklund – Chairperson

The Summer months are upon us and of course that means BBQ season!!!! Twice a month we have BBQ's on Friday's. They take place behind the shop (or in the shop if it rains) between 11:30 AM and 1 PM. We alternate between Hot Dog Sales and Hamburger Sales. We now also have free chips and Salsa at our sales. The Social Committee would like to thank Ron Webster in unit 777 for donating the chips and salsa.

In the late fall we will be calling on everyone again to help us donate to a charity of the Social Committee's choosing. We will be letting everyone know what charity it will be. We hope to start sooner to make this year better then last. Look for posters and upcoming newsletters for more information.

*Hope to see you out at our sales  
and other events*

# Special Announcements:

Congrats to Jason McNicholl for completing the 30th annual Manitoba half Marathon.

The number of participants totalled 13,190. Out of the 3,756 participants in the half marathon portion, Jason came in 518th place with an awesome time of one hour 45 minutes. But he's not the only superstar in the family. Jason's wife Andrea and their two adorable twin girls, Jaime and Mardi participated in the Super Run.  
*So proud of you guys !!*

# Congratulations!

Sabrina Shastko, our safety administrator, spent many years of hard work and dedication in realizing her goal. That goal came to fruition in November 2007 when she graduated from UMTI's Logistics Program. Just another example of the top rated people that

Payne Transportation has in their employ.  
*Way to go Sabrina !!*

# Riddle of the Quarter:

*A large truck is crossing a bridge 1 mile long. The bridge can only hold 14000 lbs which is the exact weight of the truck. The truck makes it half way across the bridge and stops. A bird lands on the truck. Does the bridge collapse?*

**No** it does not collapse. Because it has driven a half mile

- you would subtract the gas used from the total weight of the truck

## A Quarterly Message from The Business Unit Leader

Tom Payne Jr. – President

On July 2nd, I had the distinct pleasure to appoint Pauline Wiebe Peters and Jason McNicholl to Vice President positions in our company.

Pauline joined Payne Transportation from inception in July, 2000 as our Controller while continuing her education and completing her professional designation for C.G.A. in the evenings and weekends. Pauline is widely regarded as one of Mullen-Group's finest administrative assets and has demonstrated the necessary leadership skills to fill her new position as Vice President – Finance & Administration.

Jason began his trucking career on the loading docks at Cotter Canada while attending the University of Manitoba, where he quickly learned his true aptitude for transport. He then began working in dispatch and sales for Kleysen's until we hired him in the spring of 2001. We were a young company and off to a great start and we always knew, to continue to grow and

succeed, we had to continue to add good people. So, we hired Jason. He began in operations and quickly showed he belonged in Management and had the capabilities to go further. He has demonstrated the hard work, dedication, and knowledge it takes to be the new Vice President – Operations & Logistics.

Please join me with congratulating them both on a job well done and to their appointments to Vice President.

We are very proud of team we have built throughout this company and that team consists of our drivers, owner operators, yard & shop personnel and everyone in the office. Our customers have noticed our dedication to hiring the right people and are choosing to work with us because they know that dedication will continue.

*BE PROUD TEAM,  
GOOD WORK!*

THANK YOU.

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