



# PAYNE

TRANSPORTATION LP

MAY 2010 18th YEAR OF PUBLICATION

## In This Issue

Warm Greetings from the Editors

Welcome to the Team

Western Terminal Report

Central Terminal Report

Montreal Terminal Report

Driver of the Month

Safety Department

Recruitment Incentive Program

Social Committee

Letter from HSE

Business Unit Leader

## Warm greetings from the Editors of Payne Transportation's Quarterly News Letter!

This newsletter is intended to serve as a recap of the last quarter of events and to communicate future goals. We would however, like you to remember that we are more than just a top rated trucking company, we are a family.

As in life, Payne Transportation held witness to a gammit of experiences since it's conception 8 years ago. Like a photo album, the pages turn and tell a story. A story of hard work and times of play. The promise of marriage and the loss of separation. New co-workers that turn into old familiar friends. The difference of opinions but the respect of acceptance. The wonderment of birth and the unspeakable sorrow of death. Each memory our own yet all of us share them.

Payne Transportation takes pride in our high work standards and the people we employ. We also pride ourselves in the close community we've developed over the years and look forward to fostering the fellowship even further.

We hope you enjoy the compilation of reports that our team leaders have penned and we all look forward to building a stronger family.

The Editors,

Kelly Hartfiel  
Michele Mackan  
Dana Johnson - Kennedy

**"No Payne  
No Gain"**

## Welcome to the Team

Sabrina Shastko

Here at Payne Transportation, we are looking for drivers that have the experience to provide a valuable service to our customers as well as add to our growing reputation as an over the road carrier. We want the best of the best and are looking for experience. This shows in our strict hiring policies and procedures. At no time will we jeopardize our reputation by adding a driver that is not qualified or does not meet our standards.

After saying that I would like to take this time to welcome our newest members to the Payne Transportation family. These operators have not just been chosen based on "good looks" but have come to us with well qualifying backgrounds. Their work ethics are what we are looking for to add to our elite fleet of operators.

### Fort Saskatchewan Terminal

Arnold Einarson Dieter Stahl & Angeline Gerber Danie' & Linda Lafond Don Evans

### Winnipeg Terminal

Dallas Wieler 114 Donald Ciemny #210 Curt Frier #213  
Al Russin #247 Jay Palachuk #25 Will McKenzie #34  
Brian Janzen #63 Stephen Maguire #952 Dan Weger #97

*Please take the time to say "hello" to a passing Payne driver and a hand when needed*

toll free 1-866-GO-PAYNE  
www.paynetransportation.com

## Payne Transportation Driver of the Month

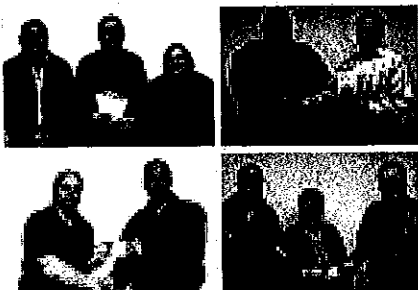
Sabrina Shastko

In January of 2007 Payne implemented a new initiative to acknowledge our drivers as being first in class in the transportation industry. The Driver of the Month program took off and we of course, had a lot of good drivers to go through to come down to our final choice for each month. Every month drivers are rated by each department; from safety inspections and logs, to paperwork and envelopes, cooperation with customers and in whole jobs well done. The winners all received a generous gift for their hard work and we would like all to acknowledge them.

<b>January</b>	Les & Eva Banot #560
<b>February</b>	Rob Yablonski #182
<b>March</b>	Ian Iverson #960
<b>April</b>	Fred Morley #115
<b>May</b>	Wade Conrad & Kaffy Jodrey #166
<b>June</b>	Al & Be Jingling #556
<b>July</b>	Abe Friesen #251
<b>August</b>	John & Dianne Stephenson #541
<b>September</b>	Kevin Andrews #977
<b>October</b>	Doug Taverner #300
<b>November</b>	Trent Lyons #499
<b>December</b>	Hendrik Kopmels #585

At the end of 2007 we came to a point where we had to nominate our first driver of the year. Again after a lot of consideration, research and digging we came to our winners. 3<sup>rd</sup> place received \$250 gift certificate, 2<sup>nd</sup> place received \$500 gift certificate and 1<sup>st</sup> place earned a \$1000 gift certificate.

<b>3rd Place</b>	Robert Yablonski
<b>2nd Place</b>	John & Dianne Stephenson
<b>1st Place</b>	Al & Be Jingling



We have found great success in showing off what a great fleet we have and so, in 2008 have continued this award. We have tweaked it a bit over the year and have more people involved with more information to use. These are the first 3 winners of 2008!

**Let's keep up the great work! You never know, your name could be up there!**

## First Quarter Message from the Western Terminal

Brian Ringuette

Welcome to 2008!

Our year began with the Leadership meetings held at the Winnipeg head office on January 5<sup>th</sup> and 6<sup>th</sup>. All divisions were able to get together, socialize and create an organizational game plan for 2008.

One important issue that was addressed allowed us to hire a dispatcher; her name is Cindy Hansen, a resident of Fort Saskatchewan who came to us from RBS Bulk Systems. Cindy started the week of January 14<sup>th</sup> and has established herself confidently in her role. Welcome Cindy.

The addition of Cindy will allow Paul, who filled the dispatch role since last August, the opportunity to get out more to see existing and potential customers, primarily for the ELD division, while still assisting the full load side.

Our ELD south bound freight has seen a significant growth in the first quarter. Although we are quite happy with this, our north bound shipments have fallen slightly.

Full load is still strong in Alberta and outbound

continues to be strong as well. We have a few projects in line for this summer for outbound loads and we feel that there will be no problems moving equipment all summer long.

Winter is finally over and summer is in the air. The yard crew, I'm sure, are the most grateful for that! The guys work outside each load day and I tip my hat to them for their efforts. Through rain, snow, wind & heat, they consistently get it done.

Houston is enjoying their new terminal and the team is working hard. Team units are steady in and out each week. Some even bake for the girls down south!

Hiring continues to be a challenge in Alberta and we are still a few teams short to fill the trucks. We still require local drivers and continue to work hard at filling all the units before the holiday season is upon us.

Regards,

**Brian Ringuette**

## First Quarter Message from the Central Division

Jason McNicholl

I just want to say thanks to everyone for a good 1st Quarter. As the snow starts to melt here in Winnipeg, we are going to continue to work hard at collecting more money to help off set the rising cost in fuel and the negative effects of a strong Canadian dollar. I really believe that if we all keep working as hard as we have been, that we will continue to stay ahead of our competition and will start seeing the rewards of all our efforts as time goes by.

Thank you,

**Jason McNicholl**

Manager Central Division  
Payne Transportation LP

# First Quarter Message from the Montreal Terminal

Patrick Lewis

Well, we have all survived the most blustery winter in over 20 years! But that doesn't stop us in the east.

With such tight competition and pressure to reduce rates out of Canada, it is critical to use innovation to continue to differentiate PAYNE TRANSPORTATION in the marketplace. We must deliver a strong message to our customers, and new potential customers, that the team work within our organization is a true recipe for success.

The Montréal terminal is delighted to welcome Nathalie Daly, our new Customer Service / Receptionist, who joined us in February. She ensures that every phone call is answered with Payne's personal touch and that all loads EDI are entered in for tracking.

We have finished the first quarter with some great news!

- We completed a mini-project with Canam out of Mississauga for Western Canada 30 deck loads in little over a month, with more to follow in 2008.
- We have been awarded approximately 20 loads in the coming months for Corning Cable in North Carolina going to Newfoundland which we have already started.

- We are now hauling direct out of Tenco Machinery (Fort Gary Ind.) in St Hyacinthe going back to Western Canada
- Bombardier still remains strong for loads going south and west.
- We have taken back Alcan in Kingston, Ont (from Clark inter-model) for deck loads back to Western Canada.
- And last but not least the Port of St. Catherine in Montreal has finally opened and John Deere has already started to release loads to us.

So all in all it has been a fantastic 1st quarter and it shows no signs of slowing down, So lets all keep up the good work.

I would like to take this time to welcome Alain Brunet (Unit#228) who will be joining us on our deck fleet, Alain is coming over from Deck X and we wish him all the best with the Payne family.

## PLEASE REMEMBER

We are still in thaw season until May 24th for zone 1 which is the Montreal area.

Thank you.

**Montreal Terminal**

# First Quarter Message from the Safety Department

Pierre Bonneville

For our first newsletter, I would like to address our accidents and claims. So far this year we have incurred 19 accidents and 1 cargo claim. The total for this quarter comes to \$68,000. I would like to further break this down for you. Out of the 19 accident files, 2 of the collisions were, or could have been significant. We were involved in a five truck 3 fatality collision near Lake Louise, Alberta. We incurred nearly \$21,000.00 in damage when we hit debris and cargo from the collision. The other was a wheel off issue we had in Kansas. We

incurred costs of \$1,700.00 because someone failed to get the wheels re-torqued after having a tire changed. The wheels never made contact with anything else. 4 more of the files are for damages to our trailers by customers, 5 are for parking lot collisions, and 2 are animal collisions. We had 3 collisions where the 3rd party made unsafe lane changes, one right turn collision where we hit a light standard, 2 collisions related to winter weather and the final one where ice fell from the roof of the trailer hitting the windshield of another truck.

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## Quarterly Maintenance Tip:

*Now that warmer weather is coming reducing speed can save on both fuel consumption*

*and also prevent tires from over heating and abnormal wear and blow outs.*

## Joke of the Quarter:

*How do you make a million dollars in trucking?*

*(start off with 2 million)*

## Special Announcements:

*On April 27th our very own Robin participated in the 2008 Winnipeg Police Service*

*Half Marathon. There were 1175 half marathon participants and 223 teams for the relay event. Robin came in with a time of 2 hours 19 minutes.*

*We were never more proud to know someone. Please help us congratulate Robin on her determination and achievement!*



## First Quarter Message from the Safety Department...

One item that really concerns me, that has happened lately, is the loss of a set of wheels. In the last 5 months, which includes April 2008, we have had 3 issues of wheels coming off of vehicles. This is a substantial increase bringing our total to 4 over the last 8 ½ years of doing business. These have hapened on both tractors and trailers. We are quite concerned with the possibility of where this could have led.

There are various different failures possible. These can be from bearing failure caused by lack of grease or poor maintenance, lug nuts coming loose after a wheel has be replaced for axle service or tire repair, and fatigued studs from over-torquing or even corroded studs from years of use.

The studs should be closely inspected every time the wheels are removed. If there are any signs of over-torquing or fatigue, do not hesitate to replace them. Those of you running older equipment (5 years), you should entertain the idea of having all the wheel studs replaced. We have seen some of these studs break in an area we would never be able to detect, about ¼ inch inside the hub. This pro-active measure may be one of the best spent items on your maintenance list. It is impossible to measure the significance of this pro-active maintenance item. This may be as little as an unnecessary repair bill out on the road, a wheel loss with injury or the EXTREME, a fatality from loosing a set of wheels.

Let's not make history this way.

*GET THOSE WHEELS RE-TORQUED.*

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## Fuel Mileage Incentive Program

Sheldon Novak

Congratulations to unit 731, Don Simonson who had the best fuel mileage for 1st quarter of 2008 with 6.25 mpg-US. Honorable mentions go out to units 37, 200, 541 and 585 who were all over 6 mpg. The fleet average was 4.98 mpg.

At the request of a few drivers, we've also started a new program for the MOST IMPROVED

fuel mileage from the last quarter. To qualify, the truck will have had to have driven at least 5,000 miles for each month of both quarters. The first winner of this new program is unit 188, Ronald Lafond who improved his fuel mileage by .63 mpg. Honorable mention to units 71, 111, 130, 182 & 251 who all improved by more than .30 mpg.

Both winners will receive a free oil change (up to \$250.00).

*Congratulations to both winners.*

It is a smart financial decision to take whatever steps you can to conserve fuel. Drive slower, be Aware of the wind and drive accordingly. Less idling or installing an APU. The worst truck in the fleet was 3.94 mpg. The latest US national average fuel prices was 4.177 US / gallon. For 10,000 miles in 1 month, the difference between the best and worst trucks on the feet amounts to a difference of \$3918.00 per month that is coming out of your pocket.

- Best truck 10,000 miles ÷ 6.25 mpg  
= **1600 gallons of fuel**
- Worst truck 10,000 miles ÷ 3.94 mpg  
= **2538 gallon of fuel**
- 2538 gallons – 1600 gallons  
= **938 gallons difference**
- 938 gallons x \$4.177 / gallon  
= **\$3918.03 FOR 1 MONTH FUEL !!**

# First Quarter Report from the Social Committee

Dale Bjorklund

With this being our inaugural edition of the Payne Transportation Newsletter, I would like to start off by introducing the Social Committee. The committee members are:

Chairperson

**Dale Bjorklund**

Treasurer

**Sue Wiebe**

Secretary

**Kelly Hartfiel**

**Kim Dann**

**Michele Mackan**

**Dana Johnson - Kennedy**

**Joe Storozuk**

First and foremost, the Social Committee would like to thank Tom Payne Sr. and Tom Payne Jr. for their help with getting the Social Club off the ground, and for their continued support both financially and morally.

The Social Committee was formed to organize social events to promote an even greater sense of moral that already exists within this great company.

As an example of this moral we organized a charity fundraiser for the Children's Hospital Cancer ward where we raised over \$2000.00. With these proceeds we were able to purchase a flat screen TV, Nintendo Wii, and toys to make Christmas better for those who

could not come home from the hospital for the holidays. Everyone got into the Christmas spirit for the Charity Fundraiser we would like to thank all the drivers that donated their money for the cause and especially two drivers that got the Dance, Dance Revolution game for the Nintendo Wii from the US as it was sold out here in Canada. All the office staff Club dues for 6 weeks as well as donated on their own. Again we thank everyone for their generosity and hope that your contributions continue for the next charity event this year.

With the weather getting warmer, that can only mean one thing... it will be BB-Q season! Starting in late May, Hot Dogs and Hamburgers will be available once again for all of Payne Transportation employees. Hope to see you there.

This year is unfolding with a great start and the social committee would like to take this opportunity to thank all members, non-members and all drivers for their continued support. Last year was such a success that we look forward to not only achieving last year's standards, but exceeding them. That task can only be done with all of you and the wonderful support and enthusiasm you've shown in the past.

With great thanks,

**Dale Bjorklund**

Social Committee Chairperson



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**"No Payne  
No Gain"**



Health Sciences Centre  
Winnipeg

*Child Life Department*

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Ph: (204) 787-2260  
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December 20, 2007

Dale Bjorklund  
Payne Transportation  
435 Lucas Avenue  
Box 67, Grp. 200, RR#2  
Winnipeg, MB  
R3C 2E6

Dear Everyone at Payne Transportation:

On behalf of the children and families, I would like to thank each and every one of you very much for your wonderful contribution to the Christmas Season at Children's Hospital.

As part of psychosocial care at Children's Hospital, we try to make the holiday season as normal and festive as possible. We could not do this without the outpouring of goodwill from community members like yourselves. Thank you so much for your fabulous, huge donation of absolutely amazing gifts that will truly make a difference in lives of hospitalized children. Your fantastic choices of ten radio/CD players, Dance Dance Revolution, digital camera, case and memory card, portable DVD player, disposable camera, VTech Nature Light, Toshiba LCD TV and toys are just perfect and we are so grateful!

We appreciate your generosity and kindness! Wishing you all a wonderful Holiday Season,

Sincerely,

Renée Ethans, CCLS  
Manager  
Child Life Department  
Children's Hospital

RE/sh  
Encl.

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# 5 Year Anniversary Announcements:

All employees who have received a 5 year anniversary commemorative Payne watch:

Douglas Adam	Kelly Hartfiel	Grant Medwid	John Smyk
Wilfred Armstrong	Jake Hiebert	Russell Mercredi	Joe Storozuk
Gerald Atsma	Douglas Hiley	Jan Mlekodaj	Mike Supervich
Clarence Bachman	Cherryl (Elaine) Hoornaert	Fred Morley	John Surbey
Gregory Ballast	David Howard	Janet Murray	Dave Surrect
David Bangartt	Miroslav Ircha	Don Neumann	Norman Swan
Ronald Barron	Keith Janzen	Sheldon Novak	Jeff Urschatz
Josee Bedard	Arnold Johnson	James Olson	Karen Veldkamp
Larry Bergen	Dana Johnson-Kenney	William Patterson	Robin Veldkamp
Pierre Bonneville	Richard Kaban	Tom Jr. Payne	Ronald Webster
JoAnne Boucher	Rae Kern	Tom Sr. Payne	Erwin Weidemann
Stacy Burk	John Klassen	Geric Penner	Susan Wiebe
Kim Dann	Roland Lafond	Ed Peters	Pauline Wiebe
Murray Dyck	Jemile (Jay) LeBlanc	Mike Procyshen	Jake Wiens
Donna Dyck	Kelly Lent	Stuart Rae	Jack Wray
Rudolf Frier	Rick Levich	Thomas Remple	Donald Wright
Abe Friesen	Patrick Lewis	Brian Ringuette	Lester Wright
Garry Godfrey	Lisa McIntyre	George Schaeffer	Robert Yablonski
Steven Gordon	Jason McNicholl	Robert Shepherd	Danuta Zasepa
Willard Greig	Kevin McPhee	Leonard Skibinsky	Piotr Zasepa

## *Congratulations*

to **Janet Murray** for receiving the Manitoba Trucking Association Dispatcher of the Year award in 2007. Janet's hard work and dedication has made her an intricate part of the Payne family and we are very proud to have her on our team.

## **First Quarter Message from the Shop:**

Please join me in welcoming our new additions to the shop.

**Bob Peters** in the parts department and

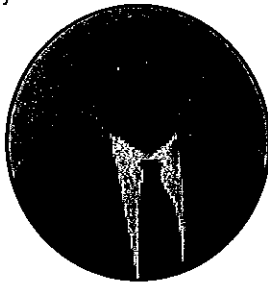
**Richard Klassen** joins us in the shop.

**"No Payne  
No Gain"**

## A Quarterly Message from The Business Unit Leader

Tom Payne Jr. – Vice President & General Manager

This is our First Edition of the Payne Transportation Quarterly Newsletter and we hope that you will find the information contained in this newsletter and future newsletters, informative and helpful as we all work together towards the same goals. Our industry is facing many obstacles today including, a strengthening Canadian Dollar (which has a negative impact on our exports), a general slowdown in our economy, a competitive environment, and last but certainly not least, rising fuel prices. I say not least because, as an owner operator, you have no control over any of these obstacles but, you have control over fuel economy and today, managing your fuel consumption can put dollars in your pockets. A gain of 1 mile per gallon at today's pricing, equates up to \$2,000 to your bottom line. I think most of you would agree, that is a considerable amount of money. Now, don't get



In Loving Memory of  
**John Parnetta**  
1944-2008

me wrong, most of you are already (and have for quite some time) reduced your speed and limited your idle time to achieve better fuel economy. Congratulations! You're going to survive this downturn and be in a good financial position to capitalize in the future.

We lost a co-worker and dear friend on March 10th of this year. Wilfred (John) Parnetta or Canora John he was often referred to lost his short but courageous battle to Cancer. He was a co-worker of mine and many of us, since the late 70's and he will be sadly missed and forever remembered.

If any of you have a topic you would like considered for our upcoming newsletters, please feel free to drop me a note or satellite message. I will do my best to address any concerns or popular topics (even speed limiters and hours of service harmonization).

Thank you.

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