



The Mansur Connection



2nd Quarter 2015

The Future

Do you ever wonder what your future holds? I often wonder. While you can't control your future sometimes, I think we can all do things to chart a course to fulfill our dreams and ambitions. Life is full of choices. Our future will be directly impacted by those choices. We are all young enough to change our course if we have made decisions that are not in line with what we want out of life. I know I have made some life altering decisions of late that changed my direction. That being losing weight and getting healthy. I know that by doing so I have added years to my life and it has made me more confident and I feel much better. I have always struggled with this area and decided

to take a big swing at it. It has always been my nemesis. I have a successful business, a great family and the ability to help people but I was a failure when it came to health. I decided that I wanted to change the future. I am proud of my accomplishment and would challenge you to make decisions that can make you the best you can be!

The future is looking great for the company as well. The flatbed division is going very well and plans are to expand the fleet and continue to look for ways to improve. The dump division, while not where we hoped it would be at this point, is going well and plans are to expand this segment of the business as well. We continue

to reduce debt and have made some positive improvements to our staff. Our future looks very positive. Our continued safe operations are a vital part of that future. Your continued focus to all aspects of your job will be the catalyst that will keep us on course and keep our future looking bright. I know things happen that can change how we view the future but let's always try to make good decisions and keep the momentum of positive things happening as we move forward. The future depends on all of us pulling together in the same direction. Let's be the best we can be!

-Jim



Jim's Message

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Special dates of Interest:

- * September 7—Labor Day
- * September 11—Patriot Day
- * September 23—Autumn Begins



Service Awards

The purpose of this policy is to recognize and show appreciation to those employees who have demonstrated their interest and commitment in serving Mansur Trucking, Inc. During the year that an employee reaches one of the service milestones set forth below, he or she will be recognized and awarded.

Service Milestones from January 1st to June 30th will be recognized in July. Service Milestones from July 1st to December 31st will be recognized in January. Milestones will be recognized at each 5 year interval (5, 10, 15, 20, 25, etc.)

Service Award Recipients for hire dates: January 1 thru June 30, 2015:



5 Years of Service

Tim Erickson

Chris Roeben

2nd Quarter Scorecard Results



The TOP 3 Drivers for 2nd Quarter Scorecard are:

1st Gary Hennessee

2nd Tim Erickson

3rd Mike Akers

The Company paid out \$4725 in 2nd quarter bonuses:

15 Drivers received \$250

1 Driver received \$150

11 Drivers received \$75

You may view the actual scorecard in the glass board here at the office OR online at our Safety Training website:
<http://mansurtrucking.infini-i.net>

Managing Your Stress!!

Common job stressors include a heavy workload, intense pressure to perform at peak levels, job insecurity, long work hours, excessive travel, office politics, and conflicts with co-workers. While dealing with stress is a normal part of everyday life, the following warning signs serve as red flags, alerting you to stress on the job:

- ⇒ Insomnia
- ⇒ Anxiety or depression
- ⇒ Low morale
- ⇒ Short temper
- ⇒ Headache
- ⇒ Stomach or back problems

The good news is that it is possible to manage job stress by becoming aware of what increases or decreases your level of stress.

- ◆ **Take a break:** To release stress, make time to take a break. Taking a walk or talking to someone may help you to gain a fresh perspective.
- ◆ **Healthy eating:** By eating healthy, your body will feel better leading to reduced stress levels.
- ◆ **Exercise:** This is a great way to relieve some stress while adding activity to your weekly routine.
- ◆ **Set a budget:** Much of daily stress has to do with financial concerns. By understanding how much money you make, what your bills are, and the costs for food and other items, you will have a better understanding of where you are financially and where you spend the most money. This will also help you see where you have the ability to save money.
- ◆ **Humor:** Humor is a great relaxer. Listening to a comedian can help take your mind off the stressors in your life.
- ◆ **Deep breathing:** If you notice yourself getting stressed, stop and take three deep breaths. This helps you gain perspective and think before reacting to the situation.
- ◆ **Plan & Prioritize:** Do not panic, set realistic deadlines, do not rush into the first idea you have, and always have an alternative plan.
- ◆ **Focus on what you can control:** Break larger tasks into smaller, more doable steps. Understand that things like traffic and detours are out of your control.

The Best Gift you can give to your Family is YOU! STAY SAFE!!!



Happy Birthday!!

Rob Turnacliff	July 16	Mike Nance	August 3	Mark Guttu	Sept. 10
Ryan Lerch	July 17	Tony Potter	August 5	Mary Webster	Sept. 11
Mike Stapleton	July 17	Adam Urban	August 6	Jake Jacobson	Sept. 13
Terry Lessard	July 20	Matt Irace	August 8	Don Hunt	Sept. 24
Jim Mansur	July 20	Jim Erlandson	August 13	Tim Rhue	Sept. 24
Chris Roeben	July 26	Tom Holmgreen	August 14	Mike Akers	Sept. 28
Phil Martin	July 30	Larry Shernaman	August 18		
		Tony Reinhardt	August 23		
		Sabrina Giese	August 28		



Birthday Dinner On Us Winners!

Each quarter, we will draw 2 names from the birthdays in that quarter. Whoever gets their name drawn, will receive a \$25 gift card to enjoy a birthday dinner on us!

Winners for 2nd Quarter are: Terry Lessard & Mike Nance



Safety Update

By: Patricia Leak

Second Quarter DOT-CSA Inspections

6 bad inspections resulting in 20 violations:



**Please note—12 of the 20 violations were found in one inspection

- Unsafe Driving's for reckless driving; the driver drifted into another lane
- Violation of Local Laws no New York HUD sticker
- (2) separate violations for inoperable Required Lamp (1 was in Sand Division)
- (2) excessive weight violations both were in the Sand Division
- Hours violation Sand Division driving before taking the 30 minute break and beyond the 8 hour limit
- Violation CMV MFR 10/19/94 with automatic AB adjust system fails to compensate for wear
- Violation truck number not marked in accordance with regulations; numbers were too small
- Violation ABS malfunction
- Violation windshield wipers inoperative/defective
- Violation inoperable tail lamp
- (8) brake adjustment violations 7 were on the same driver for various brake issues and 1 was in the Sand Division

Avoid a **BAD** Inspection:

Common reason drivers are pulled over—Observable defects such as: speeding, dysfunctional light, a flat tire, improper securement, spilling or falling cargo and this list can go on.

Do a thorough PRE and POST trip inspection

Do not put something off till later—If any repair needs to be done, let Bill Woodstock know the minute you find it.

Focus—on the task at hand. This includes obeying all traffic signs. Remember there was a reason that the sign was put there.

We had 7 clean inspections!

Thank you to everyone who puts SAFETY in





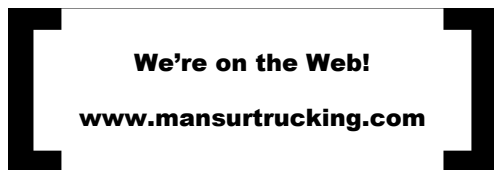
The "Ansur" is in Our Name

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Team Mansur commits to superior flatbed service for customers; pledging Safety and Professionalism. Our employees strive for excellence in everything they do while focusing on safety, quality, service and dependability to ensure complete customer satisfaction.



15 Trucking Fun Facts

- 1) The top transported goods in the United States are clothing, food, furniture and electrical and machinery equipment/goods.
- 2) In 2012, the trucking industry accounted for 12.8% of all of the fuel purchased in the United States.
- 3) The EPA emission regulations from recent years have cut the exhaust output of heavy trucks and off-road equipment over 95% in the past 19 years.
- 4) The trucking industry collects, on average, \$650 billion in revenue each year. That is about 5% of America's GDP.
- 5) The trucking industry is expected to grow by about 21% over the next ten years.
- 6) In the United States, there are over 200,000 female long haul drivers.
- 7) A commercial truck uses, on average, 20,500 gallons of fuel per year. In comparison, the standard car uses, on average, 500 gallons of fuel per year.
- 8) The primary cause of trucking accidents is failure to stay in the lane.
- 9) Four of the most common errors in large trucking accidents include: traveling too fast for the conditions, brake problems on the truck, performance error and driver fatigue.
- 10) According to Career Builder, the mean national salary for truck drivers is \$44,500.
- 11) There are about 3.5 million truck drivers in the United States.
- 12) There are about 15.5 million trucks operating in the United States today.
- 13) Annually, trucking accounts for about 70% of all freight transported in the United States.
- 14) The majority of trucking companies in operation in the United States are small businesses.
- 15) With the clean diesel trucks that operate today, it would take 60 trucks to equal the exhaust emissions of one truck from 1988.

Information Sources: *Trucker to Trucker, Equipment World, uShip, The Trucker Report, Vanguard Attorneys, Career Builder, CDL Life*