

Summer 2007



# Penn Talk

A Publication of Penn Tank Lines, Inc.

## Special points of interest:

- Lead Driver Trainers Meet in Atlanta
- Award Winners
- PTL says final goodbyes to a valuable family member
- Safety Commitment

## Inside this issue:

- Jacks Corner **2**
- Safety Msg. from Jack Williams **2**
- Jamie McSherry joins Penn Tank **3**
- Do you have the "FOCUS" **3**
- Log & Safety Tips **4**
- Loss Events and Revenue **5**



### Lead Driver Trainers Meet In Atlanta, GA

Penn Tank Lines & Genesis Lead Driver Trainers gathered in Atlanta the first week of May 2007 for training conducted by the Loss Prevention Group. Lead Drivers Trainers are charged with the responsibility of training all drivers in the correct procedures for driving, loading, unloading and company safety policies. Every terminal in the PTL family has their own LDT. Likewise PTL management gains valuable insight into the issues and problems that drivers face in handling their duties. From all the family at Penn Tank we wish to thank the LDT's for the job they do!

### Allentown Terminal –Winner of 2007 1st Quarter Jacks Cup

Allentown, PA terminal was the recipient of the Jack's Cup for the 1st Quarter of 2007. Congratulations to all the Independent Contractors, Company Drivers and Employees at Allentown on winning this award.

Pictured to the right is a beaming Kim Orth, Terminal Manager for Allentown.



### Albany Terminal—Wins Jack's Cup for 2007 2nd Quarter

Winner of the 2nd Quarter (2007) Jack's Cup is Albany, NY. Under the Genesis banner Albany handles shipments of wallboard on flatbed. Terminal Manger for this facility is Jack Hughes. Jack is proud of all the drivers and employees at Albany who made this happen. Interestingly another Genesis terminal, Portsmouth NH was close on the heels of Albany for winning this award. (Sorry -No picture was available.)

### Winner of 2007 1st Quarter "Kick Butt" Award announced!



Director of Safety and HR Patrick Moyle previously announced the winner for the first quarter of 2007 of the "Kick Butt" award. This award recognizes the managers and staff of terminals that have demonstrated outstanding loss prevention performance along with profitability.

Congratulations to: **2007 1st Quarter Winner Orlando, FL terminal and Jim Cercy, Manager .**

Winner of the 2007 2nd Quarter award was not available at time of publication.




**PENN TANK LINES**

**Jack's  
Corner**

By  
**Jack McSherry**  
President/Owner

Tony Voso- April 6, 1953 – July 6, 2007



The Penn Tank Lines family lost one of its best and most loyal members in early July. Tony Voso passed away suddenly after a brief illness. Tony is survived by his wife Sandy and his daughter who he was extremely proud of, Sam.

Tony started 26 years ago as an independent contractor in Port Everglades and then graduated to dispatcher. In 1995 Tony became Terminal Manager at what we then called our "Common Carrier Terminal." Tony's style of leadership was fair and firm. He got people to rise to the occasion when needed and always treated his people as he expected to be treated.

When he shook his finger at you, you knew he was serious. When he laughed it was from deep within and you laughed right along with him. And he laughed a lot!

As I met with a number of our driving professionals before Tony's Memorial service, their only concern to me was, "let's not mess up the family we have here"! That in itself is one of the greatest testaments to a man's life anyone could ask for. If you treat people in a way that they feel your style can't be replaced, it is surely saying something about the character of the person. Tony will be extremely hard to replace. But Tony would be the first person to say "Life does go on". He'd shake his finger at you and say OK get on with it now! We will Tony but it will be tough.

When somebody good passes at the young age of 54 it is sometimes hard to understand why. At his memorial service one of our longest serving ICs Alonzo Thompson eloquently said a few words from his heart and recited the biblical passage about "...a time to every season .. a time to be born.... and a time to die". I rationalized Tony's passing in another way. God has his Angels performing good deeds day and night.. On July 6<sup>th</sup> the good Lord was having problems getting the night shift of Angels dispatched to get those deeds delivered. So he searched for the best person to coordinate the delivery of all those goods deeds and called Tony into his service.

The Lord made a smart choice, he got the best!

***In everything we do, in every load we deliver .....Safety First!!!***

**Safety Message & Appeal to All Employee's**

As you all are aware, we have visited or soon will be visiting every terminal to discuss our motto "Safety First.

We are asking each and every employee to refocus on safety to prevent injury or death. We are also looking at every program and policy to make sure it protects our most valuable asset, the "Driver or I/C. You will be seeing a lot of changes in the near future concerning our efforts in the Safety Department.

Even though we are making changes, we need your help to make sure we are doing the right things. Everyone received a driver survey to ask what we can do to make you a safer employee. Unfortunately, not many handed them in. We can not do the task alone. I am again asking you to return any questionnaire that you receive. This is a tool that will help us all. I want you to ask yourself each day if you are being safe. I want you to "walk the walk" and not just "talk the talk".

In the meeting we discussed about staying focused on every part of your job and never let your guard down. Every facet of your job is important, and must be completed safely before moving on to the next. Pre-trip, loading, unloading and driving take all your concentration. Remember, you are professionals, and recognizing the start of lack of focus and stopping and getting refocused allows you to gain control before the event is "out of control". Never take shortcuts or not follow policies or procedures; they are in place to keep you from harm. We as a company can give you a lot of tool and policies, but only you can control your focus.

Even if we have already visited your terminal once, we will be coming around again to remind you of Safety First and how important it is to you and your family. You have vowed to work safely, and return to your loved ones alive and uninjured.

Thanks for being safe!

Jack Williams



**WELCOME ABOARD!**

Jack McSherry (center) recently welcomed the addition of son, Jamie McSherry (far left) to Penn Tank as Logistics Manager. Shown here with son and brother Steve McSherry (on right). Both Dad and sons are looking forward to continued growth and opportunity's for Penn Tank Lines. Jamie has been traveling the company observing the various operations, meeting the PTL family and assisting as needed!.

The first part of the year has brought a re-emphasis and re-dedication on our commitment to safety. As part of this commitment the Loss Prevention Group have submitted a challenge to our people to focus on their roles in delivering each and every load in a safe manner. Drivers, dispatchers, mechanics and terminal personnel have all been asked to do everything thing they can to insure that we operate in a safe manner so that all our drivers and employees can return home each day to their loved ones.



In conjunction with the Annual Safety Lane Inspections and Driver Appreciation Week our Loss Prevention people have or will be presenting to the terminals a program centered on "focusing" and concentrating on the skills needed to drive and deliver loads safely. Every employee has or will meet with the management of our company to review this commitment, make a Declaration of Safety and seal the agreement with a handshake.

This commitment is not a one time thing,. Each and every day, each and every shift requires all of us to focus on our duties. We must eliminate the distractions while on the job and concentrate on operating in a safe manner, following all safety policies and observing all driving rules and regulations.

***Do you have what it takes?***

***Do you have the "FOCUS"?***

*Spouses and family's— talk to your spouse or father or mother, ask them about their "Declaration of Safety" and what you can do to help them come home to you safe every day!*



The Loss Prevention Group along with other management of the company recently met in Chester Springs, PA to discuss various topics on safety, security and loss prevention.

Front Row (left to right):

Steve Chastain, Dana Coleman, Jack McSherry, Wayne Frantz.

Back row (left to right) :

Pat Moyle, Bill Parlamen, Jack Williams, Dennis Miller, Ray Wood, Susan Sandoski and Jamie McSherry.

These photos (right) were taken during the Safety Lane Inspections and Driver Appreciation Day held at the Genesis terminals . In the top row center photo from left to right is Jack Williams, COO, Pat Moyle, Director of Safety, and Dave Keck, Northern Regional Manager while helping out a the Waukegan, IL terminal. The photo on the lower right is Jack Hughes who is the Terminal Manager at Rensselaer, NY. No photos of other operations were available at press time.




HOURS-OF-SERVICE RULES	
Old Hours-of-Service Rules All CMV Drivers	New Hours-of-Service Rules Property-Carrying CMV Drivers
CMV driver may drive 10 hours after 8 hours off-duty.	CMV driver may drive 11 hours after 10 hours off-duty.
CMV driver may not drive after 15 hours on-duty, following 8 hours off-duty.	CMV driver may not drive beyond the 14th hour after coming on-duty, following 10 hours off-duty.
CMV driver may not drive after 60/70 hours on-duty in 7/8 consecutive days.	CMV driver may not drive after 60/70 hours on duty in 7/8 consecutive days. ▶ A driver may restart a 7/8 consecutive day period after taking 34 or more consecutive hours off-duty.
Compliance Required Through January 3, 2004	Compliance Required On & After January 4, 2004
<small>Passenger-carrying carriers/drivers are not subject to the new hours-of-service rules. These operations must continue to comply with the "old" hours-of-service limitations specified in 49 CFR § 395.5</small>	
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▼ 16-Hour Exception For Property-Carrying Drivers ▼

**Drivers may extend the 14-hour on-duty period by 2 additional hours IF THEY:**

- Are released from duty at the normal work reporting location for the previous 5 duty tours, **AND**
- Return to the normal work reporting location and are released from duty within 16 hours, **AND**
- Have not used this exception in the previous 7 days, except following a 34-hour restart of a 7/8 day period.


**Total hours driving may not exceed 11 hours.**




U.S. Department of Transportation  
Federal Motor Carrier Safety Administration  
[www.fmcsa.dot.gov](http://www.fmcsa.dot.gov)


To Reorder:  
1-800-327-6868  
[www.jjkeller.com](http://www.jjkeller.com)  
175-BC-P 8899

**The wallet cards shown above were purchased and given to drivers when the new Hours of Service Regulations went into effect on January 4th, 2004. If you have lost yours ask your Terminal Manager for a new one. In any event you can cut this out and paste it in your log case or book for easy reference.**





**BE READY.  
BE BUCKLED.**



Do you use your safety belt when driving your truck? If you don't, why not?

What do you consider the benefits of safety belt usage to be? (For example, preventing ejection from the cab, maintaining control of the vehicle, etc.)

Do you know any truck driver who has been injured or killed because he or she did not wear a safety belt? If so, please think about what happened.

Do you feel you should set an example for your family by wearing your safety belt while driving your truck?

Are there ever occasions that you do not use your safety belt while driving your truck? If so, why?

Have you ever been cited or given a warning for not wearing a safety belt?

Do you want to come home to your family every day?



**Did you know?**

**REVENUE NECESSARY TO PAY FOR ACCIDENT LOSSES**

This table shows the dollars of revenue required to pay for different amounts of costs for accidents.

**It is necessary for a motor carrier to generate an additional \$1,250,000 of revenue to pay the cost of a \$25,000 accident, assuming an average profit of 2%. The amount of revenue required to pay for losses will vary with the profit margin (as shown in chart below).**

**REVENUE REQUIRED TO COVER LOSSES**

YEARLY ACCIDENT COSTS	VS. PROFIT MARGIN				
	1%	2%	3%	4%	5%
\$1,000	\$100,000	\$50,000	\$33,000	\$25,000	\$20,000
5,000	500,000	250,000	167,000	125,000	100,000
10,000	1,000,000	500,000	333,000	250,000	200,000
25,000	2,500,000	1,250,000	833,000	625,000	500,000
50,000	5,000,000	2,500,000	1,667,000	1,250,000	1,000,000
100,000	10,000,000	5,000,000	3,333,000	2,500,000	2,000,000
150,000	15,000,000	7,500,000	5,000,000	3,750,000	3,000,000
200,000	20,000,000	10,000,000	6,666,000	5,000,000	4,000,000

Accident costs consist of any /or all of the following:

- Vehicle Damage
- Loss of Revenue
- Administrative Costs
- Police Reports
- Cargo Damage
- Possible Effects on Cost of Insurance
- Possible Effect on Cost of Workmen’s Compensation Insurance
- Towing
- Storage of Damaged Vehicle
- Damage to Customer Relationships
- Legal Fees
- Customer’s Loss of Revenue Directly Attributable to Accident

Source: Federal Motor Carrier Safety Administration



Genesis has recently started to purchase new trailers to support its new operation in Washingtonville, PA. Anticipated to begin operations in May or June of 2008 it will generate approximately 40 loads per day. Deliveries will be made in the New York City & East Coast area. Several other new Genesis terminals are under consideration for 2008 or 2009!

A Federal Court has recently overturned the Hours of Service Regulations that were implemented back in January of 2004. Although we must still follow these “regs.” for now, new or revised regulations will be forthcoming. Your Loss Prevention Group and local managers will keep you informed as they become aware of any changes to the regulations!



Calling all Employees—If you have an idea or pictures that are appropriate for insertion in the newsletter please send them to: [newsletter@penntanklines.com](mailto:newsletter@penntanklines.com) for consideration in one of our future issues.

## Safety First .....

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If you are an employee of Penn Tank Lines, Inc. or one of its affiliates and have a news article that you wish included in a future newsletter please contact or send it to:

[newsletter@penntanklines.com](mailto:newsletter@penntanklines.com)

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