

Terminal Transport February 2019

2018 is over and we begin a new year. It is hard to believe that this decade is almost over. We appreciate the effort that was made by all of our driver associates to improve our service and performance. We will be establishing new goals for 2019 and are confident that our driver associates and personnel will rise to the occasion. We saw an increase in volume from a wide variety of shippers as the economy increased its output. We have a tremendous opportunity to continue our growth but we need to fill trucks and hire more driver associates. It is very important that if you hear from other drivers or are asked about the company that you give the information that they are seeking.

You will begin to see “Driver Positions Available” signs on the back of our trailers. We will also begin a billboard campaign along several major Interstates. If asked about positions, I would hope that you will be as informative as possible for any new applicant. Remember also there is a referral fee that you are entitled to, should the prospective driver become employed.

We are advertising on billboards on I35 and have decals on the majority of the trailers that give drivers the phone number to contact if interested in driving positions. Speaking of trailers, we replaced about 20% of our trailer fleet with new trailers. Our oldest trailer now is a 2013, with the bulk of the trailers being 2015-2017. We will not be ordering any new trailers in 2019 but will be concentrating on updating the power.

In February we are taking delivery of 2019 Internationals LT with Cummins power and electric APU's to improve MPG efficiencies. We will be looking for pricing on Freightliners or KW for later in 2019 as we are looking to replace 2015 model year tractors. We will continue to outfit trailers with UT-6 fuel efficiency to improve the aerodynamics of the trailers. About 50% of the trailers are now equipped with these devices.

The one area that we will be focusing hard on is to reduce the number of accidents that we had last year. These were accidents that should have never happened. The majority of these accidents were related to property damage. Hitting objects, which should have easily been observed. We had a significant increase in our rates as a result, so this year we expect everyone to exercise care and caution. **LET'S WORK FOR ZERO ACCIDENTS!**



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Reminders!

- Turn in completed trips ASAP
- Penske Drivers call Brent before calling road service ALWAYS!
- Never break a customer's seal until told to. *Every load must have a seal.*
- Every load needs to be secure; *use your straps to secure your freight.*
- Sign all Bills of Lading and make sure they say **Terminal Transport**.
- **GOAL – Get Out And Look** before backing up! ALWAYS!
- Please advise service date on trailer after empty call.

MTA – Driver of the Month – April 2018

(recognized at MTA -Driver of the Year Banquet) “Seth Klatt is one of the most responsible owner - operators you will meet. He stays on top of his maintenance, hours of service, and arrives on time to his appointments.

He meticulously goes through each company owned trailer and writes up items as needed. We can always count on Seth to do it right. Seth operates his 2015 Kenworth with pride and keeps it clean, organized, and safe.

His attention to detail and clean MVR with over 36 years in the trucking industry has made his skills top notch. We are proud to recognize him as Driver of the Month.”



David Lewandowski – Safety Supervisor, Mary Berry –Logistics Manager,
Lisa Klatt – Operations Manager, Seth Klatt – Owner Operator,
Tammy Hill – Recruiting Supervisor, Brent Coatney – President.

Don't Forget:

#ThankATrucker

As a truck driver you are the backbone of our economy and play a critical role in our everyday lives. Truck drivers deliver virtually everything needed to sustain modern life. Without truck drivers, grocery stores and restaurants would no longer be able to keep up with consumer demand. The products we love, much needed lifesaving supplies, and food – a trucker brought them to you. We appreciate the dedication our drivers put into their work. Thank you for your hard work, your dedication to safety, and your professionalism. Congratulations to Seth Klatt for Driver of the Month – April 2018.

New Pilot Location:
Pilot #1103 HWY 530, Exit 208
2430 State Route 530 NE
Arlington. WA 98223

CSA

Unsafe Driving	3.42
Crash Indicator	.43
Hours of Service	.17
Maintenance	2.31
Controlled Substance	0
Hazmat	0

Incidents of damage in the past month:

Hit deer carcass on highway

- cosmetic damage \$\$\$\$

Trailer hit – structural damage

-\$6875

Tractor hit and run in parking lot

-cosmetic damage \$\$\$\$

Plow hit tractor – fairing damage

-\$1000

Rest stop hit and run

- cosmetic damage \$\$\$\$

Fairing broke off trailer

- cosmetic damage \$\$\$\$

Trailer hit another carrier -

front end damage -\$5000

(3 non-preventable and 4 preventable accidents)

Remember safety is no accident!

Safety Highlights

Well winter has arrived on December 22, 2018, yet we have received a bit of a break as the temperatures have been very mild for this time of year.

February frigid cold has shown us that the snow is coming and more of it.

Again, I want to reiterate the importance of keeping the tanks full of **BLENDED** fuel. You can run an additive when the temperatures are below zero. We recommend that you run Power Service not Howes. Howes isn't equal to the quality of Power Service. We have Power Service at the office and if you are stopping by make sure to pick up several bottles. Also, we have talked about warm clothing in the past, make sure you have warm boots, gloves, hat, maybe a snow mobile suit, a can with sand and a candle to put inside it. You would be amazed at the heat a candle can throw in a very close environment. Sand comes in handy as well if you are picking up a trailer in Perham or International Falls and you are on ice. Be prepared.

Another item is the DEF, this freezes at 12 degrees. Make sure you have a gallon in the cab keeping it warm. Watch your DEF meter to make sure it is declining. If it is not, it may be frozen which will begin to cause you more problems. Without DEF going into the exhaust, the sensors will be sensing dirty exhaust and may start throwing codes and de-rating the engine. We understand that the trucks will be running more but let's do our best to minimize that idle under these circumstances. Another important factor is to make sure the trucks are plugged in over the weekend so the block heaters are keeping the engine blocks warm.

Make sure you are draining your air tanks when in warmer climate to keep moisture from getting into the trailer air lines, freezing the brakes and lines.

SAFETY POINTERS

Watch the bridge decks this time of year. As temps drop bridge decks can look dry but in fact are iced over. The warm concrete or black top does not have the warm ground to keep it from freezing but rather has the cold air from underneath. The condensation on the surface quickly freezes and can cause "black" ice. Make sure you are not on the accelerator or in cruise in this situation. Slow down when approaching the bridge, no matter what the time. An ounce of prevention can be worth thousands of dollars in damaged equipment!



Top 10 Winter Driving Tips

Winter can be a dangerous time to be on the roadways, even for the most experienced drivers out there. Take action and prepare to stay safe this winter:

- 1. Make sure your vehicle is in good condition before each trip.**
 - Clean all snow and ice from your vehicle, especially the hood, roof, trunk lights and windows. Snow in any of these areas increases the chance that your visibility can be affected while you're driving.
 - Do a visual, hands-on inspection of tires, wiper blades and fluid, and lights.
- 2. Maintain at least a half tank of gas at all times during the winter season.**
- 3. Start a little slower, drive a little slower.**
- 4. Brake and accelerate slowly.**

Avoid sudden stops and starts in icy or rainy weather. If you need to slow down quickly in slippery conditions, try lightly pumping your brakes using just the ball of your foot, keeping your heel on the floor. This reduces your chance of locking your tires and losing control of your vehicle.
- 5. Give yourself extra space in front and behind.**

To give yourself enough room to move out of harm's way in a sudden emergency, increase the distance between you and other vehicles and avoid driving in packs. The stopping distance required on ice at 0°F is twice the amount required at 32°F. Normal following distances should be increased when driving on icy, slippery surfaces.
- 6. Take evasive action to avoid road hazards and collisions.**

You may need to take evasive action to avoid a collision. At speeds above 25 mph, gentle deceleration and steering around obstacles is better than braking alone because less distance is required to steer around an object than to brake to a stop. In slick conditions, sudden braking can lead to loss of control. The additional distance you have been keeping between other vehicles should give you more time to see and maneuver around obstacles and road hazards.
- 7. Hold your steering wheel with confidence and control.**

Sudden, sharp movements can quickly cause you to lose control of your vehicle. Grip your steering wheel steadily and with a strong arm through ruts in the road, heavy wind, and on ice. Snowy or icy surfaces make steering difficult and require smooth, careful, precise movements of the steering wheel. Sudden movements of the steering wheel and excessive acceleration over ruts can cause your vehicle to go into a skid. Watch out for your trailer pushing you on curves and turns.
- 8. Watch carefully for black ice.**

Black ice is a thin layer of transparent ice that forms when the temperature is close to freezing. Black ice often makes the road surface look slightly wet like a water puddle, making it dangerously deceptive. Shaded spots, bridges, overpasses and intersections are areas where ice is likely to form first or be the most slippery. Hazardous icy road conditions can sneak up on you, so when the temperature gets close to freezing (below 40°F) watch out for these clues:

 - Ice builds up on your outside mirror arms or backs, antenna, or the top corners of your windshield.
 - Water spray from tires of vehicles in front of you suddenly stops, indicating an ice patch.
 - Roadside trees and signs have a frosting of ice even though the road surface only looks wet.
- 9. Be extra cautious when driving in mountains.**

Mountain weather in winter can be severe and can change rapidly. Be ready for wind gusts in exposed positions and be aware of emergency vehicles and snowplows. Watch for melting or hard-packed snow and strong side winds as these can also cause a loss of control.
- 10. If you do find yourself in a skid:**
 - Depress the clutch fast;
 - Look at the left mirror only;
 - Steer and counter-steer as fast as you can to get back in front of the trailer; keep fighting it until you regain control.

Roadside Inspection

Congratulations to the following drivers for clean inspections. They received extra \$\$\$!

December:

Seth Klatt
Mark Neumeister
Andy Wells
Donald Yunker

January:

Greg Crawford
Irene Mihalos
Tom Stone

Do a thorough pre/post trip including checking your dates of service and annual inspections. Follow the rules of the road, scale your loads, and follow the rules for hours of service.

Long Idle Cost

So much unnecessary fuel is burned every day from long idling times. To put this in perspective, we will show how many gallons are wasted each month, and how that translates into actual \$\$\$!

January:

of Gallons Burned:

3,326

Average Fuel Cost:

\$3.00

\$\$ Wasted:

\$9,978

Watch your idle times! Since it counts toward your monthly bonus, cutting your idling means more money in your pocket!

Terminal Transport

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James Jobe – Retires Congratulations!

Thank You for 15 yrs. of Service.



Winter Driving Kit Essentials:

Keep your Winter Driving Kit close by and stock it with:



- Proper clothing (loose layers, extra gloves, rain gear, boots, warm socks)
- A **flashlight** and batteries
- A blanket
- Non-perishable food and water
- A **First Aid kit** and any required prescription medication
- A bag of sand or salt
- Extra washer fluid
- A **windshield scraper and brush for snow removal**
- **Jumper cables**
- Cell phone and charger

New/ Recent Hires

Kenneth Eastwood

Steven Sjodahl

Donald Yunker

Michelle Veenstra

Please welcome them aboard!

Remember there is a \$500 Driver Referral Bonus.



Jim Jobe – Jan. 1st
 Jodi Schippert – Jan. 29th
 Sheila Miles – Feb. 2nd
 Russ Johnson – Feb. 13th
 Wayne Olson – Feb. 15th

Anniversaries

Thank You for Being a Part of Our Team!

Corbett Charpentier – 5 yrs.
 Seth Klatt – 34 yrs.
 Robert Lentsch – 16 yrs.
 Joe Littleton – 1 yr.
 Sheila Miles – 1 yr.

Safety Bonus Program – Complete details were mailed with January paycheck

10,500 miles threshold	10,500 miles or more	\$200
Moving MPG	Determined threshold	\$50
Long idle	Under 20%	\$50
HOS compliance	0 violations	\$50
No citations, accidents, incidents	0 incidents	\$50