



Terminal Transport January 2020

Driver Goal Setting Instead of Making New Year's Resolutions

Why should you be interested in goal setting? Because without a target, you'll miss it every time. "You miss 100% of the shots you don't take." - Wayne Gretzky. Many people make resolutions they either have no intention of keeping or they know they will start and then quit! We encourage you to work systematically to achieve your goals. If you're truly looking to make a difference in your life in some area, you can change things if you are determined to do so. Goal setting will help you. There are short-term and long-term goals. We view the achievement of long-term goals as the successful achievement of a series of short-term goals. It's kind of like getting to the top of the ladder by climbing up one step at a time. You may choose to have a number of goals in different areas of your life. Your goals won't necessarily be the same as anyone else's. Create a list that you can approach with excellence and determination.

- Work to overcome the status quo.
- Don't give into complacency.
- Let no one deter you from pursuing your goal.

Tips for Setting Effective Goals

When you set a goal, be **SMART** about it!

Specific: Focus on one area to improve, not just a general desire to do better.

Measurable: How will you know when you've reached your target? Define what success looks like.

Attainable: Your goal should be challenging, but something that is realistic for where you're at today.

Relevant: Focus your goals on what matters most to you. Think about **WHY** you want to make a change and how that will impact your life.

Time Based: Every good goal needs a deadline. It's helpful to know that the end is in sight!

GOAL: _____

DEADLINE: _____



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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.
- ❖ Your load is not empty until the trailer is swept out!

CSA

Unsafe Driving	2.12
Crash Indicator	.49
Hours of Service	.17
Maintenance	2.31
Controlled Substance	0
Hazmat	0
Driver fitness	.05

Incidents of damage in the past month:*Fairing Damage***\$400***Mirror Damage***\$TBD***Broken brake chamber***\$512***Vehicle hit trailer***\$2500***Tractor Damage***\$3400***Terminal's out of pocket cost***\$6812***Not including the TBD \$.**(1 non-preventable and 4 preventable accidents)***Remember safety is no accident!****Safety Highlights****Eliminating Vehicle Down Time**

Carriers are facing more pressure than ever to meet customer needs. With a rise in fuel costs, insurance rates, and maintenance costs, companies are faced with the ever-balancing act of keeping costs of operations intact.

One of the most effective ways to help with those costs, is to eliminate down time. There are many steps that carriers and drivers can implement in providing efficient operations. Especially during those unforgiving months when weather and road construction has a great impact. Routine maintenance is crucial in keeping drivers in "Up-Time" and preventing "Down-Time".

These Tips are common sense to ensure that a driver's truck is in good operating condition.

- Make sure you are performing complete pre-trip and post-trip inspections. This is your first line of defense for finding a potential problem. Report all issues to dispatch. Safety items should always be addressed and done first.
 - Underinflated tires are a huge problem. Temperature changes can result in one psi drop for every 10 degrees in air temperature. While checking air pressure, make sure you look for tread damage, cracks, and bald spots. This could prevent a breakdown and preserve a casing which can be recapped.
 - Brake issues will take a truck out of service. Look for corrosion, air pressure leaks, and reduced performance. Make sure you store air lines correctly; air lines are a major source of air leaks.
 - Check condition of the battery, wiring and cable connections. Make sure connections are tight and free from corrosion.
 - Check proper oil and engine coolant levels. Maintain recommended maintenance intervals.
 - Monitor breakdown between PMs. This can help measure the quality of the PMs being performed. It may also be an indicator that it is time to retire the vehicle.
- Taking a few simple steps can reduce the percentage of breakdowns, and yield less to a rise in a towing event.



Driver Updates

Parking

Parking around Terminal can be a challenge. Please review the updated map for approved parking. Let's ensure that we are good neighbors and abide by this request.



Fueling

As everyone is aware, The Flying J is our fuel stop of choice. I am requesting that drivers use the Kwik Trip stations as their second choice. Primary fuel suppliers should be the PILOT/ FLYING J. I will be monitoring the purchases in the next several months to make sure everyone is doing their best to use the Pilot Flying J's. I appreciate your cooperation.

Top Fuel Moving MPG Producers by Category!

1903:	8.03 MPG
117260:	7.36 MPG
186:	7.47 MPG
161:	7.05 MPG
125029:	7.19 MPG

Shop Highlights

Just a reminder – make sure you have a few bottles of Power Service when fueling and running in below zero temperatures. There are other additives available, but Power Service is the brand we want to use as we have had excellent results. If you are in the Plover or Roseville area come in if your supply is low. A bottle on a cold day keeps the tow truck away!

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

December:
Greg Crawford

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 \$\$\$!

December:

of Gallons Burned:
1835

Average Fuel Cost:
\$3

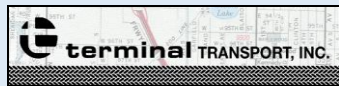
\$\$ Wasted:
5,505

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

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A Truckload Carrier & Logistics Company

Find us on the Web:
www.trmnl.com



Note: TLC – Driver Referrals

Refer your friends and acquaintances, to TLC.
 Every qualified new driver hire your refer earns you \$200. Terminal Transport – referral earns \$500. Put \$\$\$ in your pocket today. Refer a good driver.



Monthly Events

New KWIK TRIP Location

**#1049 Glencoe, MN.
 2600 11th St. E.
 (320) 864-3062**

Winter Warmth - Tips

Keeping warm during the winter months can be a challenge, here are some tips for keeping warm.

- 1.) Bundling up can make a difference. Long Johns, thermal socks.
- 2.) Hand warmers and foot warmers for use in your gloves and boots.
- 3.) Down comforter or sleeping bag for chilly nights.
- 4.) Heating the cab before getting into bed.
- 5.) Utilizing your bunk heater and cab curtain can keep the warm air in your sleeping area. This will also cut back on the need to idle.
- 6.) A warm hot water bottle can warm up the covers.
- 7.) A 12 volt plug in heating pad may help warm the blankets.

*****If you should experience any issues with your bunk heater please alert dispatch so the problem can be addressed ASAP!**



New/ Recent Hires

Peter Eckes

Please welcome them aboard!

Remember there is a \$500 Driver Referral Bonus.



December

Driver:

Keith Jadwinski 12/26

January

Office

Tammy Hill 1/23

Driver:

Michael Riemer 1/24

Jodi Schippert 1/29

Anniversaries

Kenneth Eastwood 1yr.

Mark Neumeister 1yr.

Thank You for Being a Part of Our Team!

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,	0 incidents	\$50	