



Terminal Transport

May 2020

COVID-19 ISSUES:

Thank you all for the great work and the precautions that you are taking these past 6-7 weeks. Freight has definitely slowed as many production plants and distribution centers have closed or scaled back. We have been able to keep fairly busy but there has definitely been a slowing and disruption in general freight and with several of our customers. What has been somewhat disheartening is that as the President of the United States is praising our industry for keeping the Country open and the food shelves stocked, certain companies and 3PL's are using the slowing economy to cannibalize the pricing to levels not seen in 20 years! This will ultimately cause some carriers to close which will in the long run, cause pricing to sky rocket. So, their short-term gain will turn into long term pain.

This disruption in our business has caused us to rethink some capital expenditures. We have delayed taking on more new equipment and have pushed these expenditures to 2021. We will continue, but at a slower pace, to make expenditures that improve fuel efficiencies. We are also updating the satellite equipment that will no longer be supported by Peoplenet after 2020. This will require about half the fleet to be retrofitted with new satellites. These newer versions should eliminate the disruptions with hours of service that some have been experiencing. David Lewandowski is heading that project on behalf of the company. He is very aware of the problems some of you are having.

Again, thanks for the great job all are doing under these difficult times. I and our customers appreciate your performance.

-Brent Coatney
President

Penske Service App:

Penske no longer prints books showing which states drivers can get service. The information has been moved to FleetInsight and onto the Penske Driver App which you can download to your phone for free from the App Store or Google Play Store.



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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. <i>Every load must have a seal.</i>	
❖ Every load needs to be secure; <i>use straps to secure freight.</i>	
❖ 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	2.82
Crash Indicator	0.39
Hours of Service	0.27
Maintenance	1.93
Controlled Substance	0
Hazmat	2.25
Driver fitness	0.06

Incidents of damage in the past month:**3 Incidents****2 non preventable****1 preventable**

**Other Vehicle ran into side of
truck
\$TBD**

**Trailer hit at shipper
\$7500**

**Truck damage in construction
zone
\$550**

**Remember Safety is No Accident!
accident!**

OPERATIONS REMINDERS:

Operations has asked to remind all the driver associates of several items that are critical for the service we provide to our customers: About 14-16% of our business is done through third party logistics companies or 3PL's. Many of these brokers are requesting that the trucks be put on Macro Point which tells them where the trucks are when they are under load. **It is imperative that you accept the link that is sent to you when on these loads.** Failure to accept the link will result in a fine to Terminal Transport. This allows the broker to track his load without having to call you many times which we are trying to eliminate. Several of our customers are using these systems as well such as Renewal by Andersen and United Sugars through Fourkites. If you are having difficulty accepting the link, advise dispatch.

Regarding 3PL's, remember when you sign a bill of lading you are signing a **LEGAL TENDER DOCUMENT!** You are signing for this material in the condition that it is tendered to you. We do not haul scrap metal or anything that can contaminate the trailer. If you are loading somewhere and the merchandise may result in contamination of the trailer, you must contact dispatch immediately!! In many cases we are not told exactly what the product is but it can be a general description. You are our first line, the eyes on the product, please share this information with us if you think at all that it can compromise the trailer.

Regarding Menards deliveries, the stores are open from 5AM until 9PM, on a FCFS basis. However, it is imperative that you deliver within 24 hours of picking up the trailers. They are loading and shipping materials to the stores on a just in time basis. They advise the stores when the trailers are loaded and when to expect arrival. The stores then reach out to their customers who might have material they are waiting on to be delivered. It is important for us to make every attempt to hit these delivery windows. Any delay must be brought to the attention of dispatch to advise Menards traffic.

PENSKE:

We have about 14 units that will be turning over to Penske this year. We have been offered an earlier turn in on a number of these trucks due to the difficulty and excessive down time we have been experiencing with these units. These are the group of trucks that begin with 117. These trucks are in the process of being replaced with 2020 units. These transitions will begin this month and into June. As the units become available in Minnesota, we are ordering the necessary satellite equipment for them and working to install them as quickly as possible. Those drivers that currently have these series of trucks will be moving into the newer units as available. We are looking for great fuel efficiency from these trucks as they are moved into the fleet. They will also be equipped with front deer guards in hopes of eliminating the bumper and front-end damage we have seen occurring.

Driver Updates:

Operation Safe Driver Week to focus on speeding

Law enforcement will be paying closer attention to unsafe driving behaviors of both truck and car drivers July 12-18 as part of the Commercial Vehicle Safety Alliance's Operation Safe Driver Week.

CVSA says less traffic on the roads due to the COVID-19 pandemic may be encouraging some drivers to ignore traffic safety laws, including speed limits. A number of jurisdictions, CVSA says, have seen "a severe spike in speeding" during the pandemic.

To combat that trend, CVSA has selected speeding as the focus area for Operation Safe Driver Week.

"It's essential that this enforcement initiative, which focuses on identifying and deterring unsafe driving behaviors, such as speeding, go on as scheduled," said CVSA President Sgt. John Samis with the Delaware State Police. "As passenger vehicle drivers are limiting their travel to necessary trips and many commercial motor vehicle drivers are busy transporting vital goods to stores, it's more important than ever to monitor our roadways for safe transport."

In addition to the focus on speeding, law enforcement will also be on the lookout for distracted driving, seat belt use, following too closely, improper lane change, reckless or aggressive driving, failure to obey traffic control devices, evidence of impaired driving and more.

From CCJ Daily Dispatch

HAZMAT:

If you don't have it, work to get it.

Shop Update:

May Rain:

Or it may not rain. Now is a good time to check and be ready for the rain and summer driving. How are the wipers and lights? Remember to be aware of the tire pressure too. Simple checks now can save headaches later on. Winter fronts should all be cleaned, folded, and put away as well. If anything needs to be repaired or replaced, let dispatch know so we can be ready for you. See, be seen, and be safe!

Roadside Inspection

April:

None

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 \$\$\$\$!

April:

of Gallons Burned:

976

Average Fuel Cost:

\$3.00

\$\$ Wasted:

\$2928

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

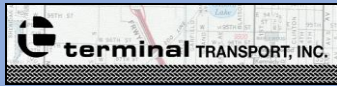
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A Truckload Carrier & Logistics Company.

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.



2020 Top Dog Program

April 1, 2020 kicked off the new 2020 Top Dog Award Program. The grand prize continues to be \$10,000, and one driver will be awarded the prize money in May from the 2019 program year.

Eligibility requirements are simple:

1. Complete and pass one quiz a quarter and receive a \$20 safety bonus from TLC. Only one \$20 safety bonus is paid per quarter.
2. Stay accident and injury free throughout the program year.

TLC also has an additional \$250 quarterly bonus where they randomly select 10 drivers who have submitted and passed each month's quiz in any given quarter.

Online Safety Training

TLC has a relationship with Vertical Alliance for online driver safety training. Over 850 videos are online, updated periodically and accessible to drivers. The website also contains many other resources and documents. The safety team is excited to introduce you to this training system. The advantage is these videos are typically 4-8 minutes in length, but also include a test to help drivers learn and to document the training. This is a comprehensive learning system that can also be used to defend drivers and your company in the event of serious accidents and associated liability.

New/ Recent Hires

No new hires last month



Remember there is a \$500 Driver Referral Bonus.



Birthdays

- Greg Crawford - 5/16**
- Romell Carranza - 5/18**

Anniversaries

- Don Johnson – 11 years**

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	