



Terminal Transport October 2020

2020 Election – VOTE!

I do not have to tell anyone the importance of the coming election. Make sure you are registered. It is imperative that you let your voices be heard from the middle of the country or the country will be run by the extremist on the West and East coasts. There is a reason that the founding fathers set up the electoral college. This country is not a Democracy but rather a Democratic Republic. We all get a say on what goes on, not just the populace centers. That is why it is critical that you make your voice & vote count! When you are home, take some time to go and register to vote absentee rather than risk not voting. **NEVER HAS YOUR VOTE MATTERED MORE THEN IT WILL THIS NOVEMBER!!!**

FMCSA Pilot Program:

After the 60- day Pilot Program comment period ended several lawsuits were filed against this implementation. It is unfortunate that this is happening because I believe this is truly for the betterment of the industry and the motoring public at large for a number of different reasons. The lawsuits that have been filed, stopped the program from going forward so there is not a change at this time. The program will not be implemented until the lawsuits run their course, which no telling how long that will take. Will keep you updated in the following newsletters as more information is made available.

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Robert Lentsch

Robert has worked for Terminal for over 17 years. He started driving in an International Cabover, which he owned. Cabovers were necessary at the time to run the “new” 53 foot trailers. He once hauled money from the Denver Mint! His advice for younger drivers is to get out of the truck and explore if stuck somewhere for a weekend. He recommends Enterprise Rental who will pick you up and allow you to explore places like Cannon Beach, Oregon which he did with Bette while in Portland for an extra day! A little time out of the truck makes life a lot better. Photos in this newsletter are courtesy of Robert.



CSA

Unsafe Driving 1.57

Crash Indicator 0.34

Hours of Service 0.61

Maintenance 2.49

Controlled
Substance 0.00

Hazmat 2.00

Driver fitness 0.00

Incidents of
damage in the past
month:*Hit shipper building -
\$2500+**Truck and trailer tipped
over in a rainstorm -
\$2500+***WATCH FOR
AGRICULTURAL
EQUIPMENT!****Reminders!**

Tip the hood daily. Fueling is a good time as there is nothing else to do. Check oil, antifreeze, power steering fluid, windshield wash fluid, belts & hoses, look at tires. Only item you need to touch would be checking oil. Otherwise everything else is by sight.

2020 ACCIDENTS:

I have been extremely disappointed with the accidents that we have had this year. The majority of these accidents should never have happened other than for drivers being extremely careless. Unfortunately, it is the few that seem to continue to have the incidents. On every truck door are the words, "**DRIVEN PROFESSIONALLY**". What that is stating is that as you start your day and every time you are climbing into that truck, you have a professional attitude and operate accordingly, **ALL THE TIME!** In one incident, a driver was backing into a parking space, failed to look, even though on every truck we have what our **GOAL** is. This resulted in a claim of over \$13,000.00. Another driver backing up at a truck stop failed to follow the same procedure and took out fuel pumps to the tune of \$14,000.00. Our latest was a result of driving in bad conditions and, rather than getting off the road, continuing to drive. Result was going off the road into the ditch. We are over \$64,000.00 and still climbing! These are just a few and they should never have happened. There is no excuse for them to happen. *Careless, inattentive driving is why they happened.* You should always be driving defensively, anticipating the worst. Several of these should have only taken a moment to prevent, by Getting Out And Looking! Others by driving defensively and making the correct decisions. **GOING FORWARD, LETS MAKE THE CORRECT DECISIONS.**

FUELING:

We have some new drivers and I wanted to remind everyone The Flying J is our fuel stop of choice. Based on the gallonage that we buy from the Flying J our discounts can rise or fall. I have seen in recent months that we are fueling more at the Kwik Trips. Although the pricing is similar, we are pulling gallons away from the Pilot /Flying J's which will ultimately impact our rate of discount. I am requesting that drivers use the Kwik Trip stations as their second choice. Primary fuel suppliers should be the PILOT/ FLYING J. If you are coming in from Wisconsin or Illinois stop at **Roberts** to fuel. 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. We will advise you of new locations.

WEBSITE:

We try to make information available to you through the newsletter and appreciate any feedback about what you would like to see in the Newsletter. However, please check out our website, Facebook page and Twitter for information that may have not made the Newsletter. We look forward to hearing from you with any ideas and stories.

Driver Updates:

IDLE TIME:

This is the time of year when you can maximize your fuel economy by shutting of the truck. The days and nights are cool so there is not a need to idle the truck at all. August we saw almost 3400 gallons used while idling. With the national fuel average of \$2.40 per gallon this would equate to over \$8000.00 used to idle the trucks. Shut the trucks off at night and in the docks. The majority of drivers are complying and I appreciate the efforts. To others it may just be a habit that needs to change. An extra blanket in the bunk or small fan may suffice to keep you comfortable. This \$8000.00 per month can amount to over \$90,000.00 a year! I think we can all do a better job!

RUDE YARD:

This is a reminder that when you are leaving the **RUDE** yard in Eagan on the weekends that you shut and lock the gate. I live within a few miles of the yard and drive by there frequently. Over the past several weekends I have found the gate open, unlocked! There has been an increase of crime in the area and it is imperative that we have the gate locked and the yard secure. The gate is locked by Rude employees after 10PM on Friday and not opened until they come in at 11pm on Sunday. During the weekend the gate should be locked. **MAKE SURE YOU ARE LOCKING THE GATE WHEN YOU LEAVE!**

SEASON CHANGE:

Fall will soon be here. I hope everyone had an enjoyable summer. It always seems to go to fast. Why is that winter is only 3 months long but seems to last longer, summer is only 3 months long, but seems to be gone before we know it!! We had a busy summer with all the vacations so we will need to reevaluate our scheduling for next year.

One thing we would appreciate is, if you have Doctor/Dentist appt, family reunion, anniversary or special time you need to be off, please take your vacation around that time so we minimize the number of drivers off and do not jeopardize our customers operations. We have many drivers that put in for vacation at a certain time and we try to accommodate everyone's schedule but can't have 30% off. So, when vacations are approved and then people come in needing additional time off for the above, it is difficult to manage our business. We will be looking a little harder at that going forward. So, my advice, plan ahead.

Roadside Inspections

September:

We had three bad roadsides:

- **Overweight on tandems**
- **Cracked airline hose**

Overweight on axle with citation to driver.

MUST SCALE LOADS OVER 35000 POUNDS

We had two good roadsides. Thanks to:

**Romell Carranza
Brad Wittwer**

Long Idle Cost

September:

of Gallons Burned:
2072

Average Fuel Cost:
\$2.40

\$\$ Wasted:
\$2973

Watch your idle times! Since it counts toward your monthly bonus, cutting your idling means more money in your pocket! This wasted revenue could be going toward wage increases!

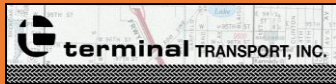


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A Truckload Carrier & Logistics Company.

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THANK YOU

Several years ago, when we had this trailer wrapped to impress upon the public the job that our industry and in particular, our professional drivers do, did I ever imagine how poetic that might be! As we have passed 7 months with Covid-19 shutdown, our industry and professional drivers have continuously delivered necessary goods to keep our communities safe and healthy. As essential parts of the economy we have done an extraordinary job keeping America moving. On behalf of our customers and the general public, I sincerely appreciate the job that you all have done. This trailer could not be more correct!



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!

New/ Recent Hires

Eric Yalcin
 Tim Arneson

Welcome to the team!

Remember there is a \$500 Driver Referral Bonus!



Birthdays

- Eric Yalcin – 10/3
- Brad Wittwer – 10/18
- Seth Klatt – 10/20
- Lewis Lynch – 10/26

Anniversaries

- Kevin Miller– 6 years
- Aubrey Ray – 1 year

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, incidents	0 incidents	\$50	