



# Terminal Transport November 2020

## HAPPY THANKSGIVING TO ALL:

I want to extend to everyone a very Happy Thanksgiving this year. Reflecting on the year, we have all faced some trials and tribulations. I hope that these have been minor and that everyone will be hopeful for the coming year. As I reflected on this past year, we all have something to be grateful for. I would like to thank all our customers for the support that they have given to us in putting their logistics needs and growth into our trust. We have greatly expanded our business this year and have added a number of great new associates. The Pandemic has presented some challenges but we have all rose to the occasion and solved or conquered many of these issues. Thank you for the effort that everyone has made. Happy Thanksgiving to all.

## Haz Mat Endorsements:

Congratulations to Jeff Bach for obtaining his Haz Mat Endorsement. As a Haz Mat carrier we hold ourselves out to our customers who may have some Hazardous Materials that they require in their operations. Most of the time these are oil-based paints and stains or certain chemicals that are in larger quantities. Some are epoxies that when exceeding 1000 pounds are required to be placarded. It is a great help to Operations to have as many drivers as possible with this endorsement. The driver also receives an additional \$50.00 per month for this endorsement. Thanks again Jeff and Congratulations!

## Boise International Falls Paper Mill Reminder

Reminder trailers are not empty until cleaned out.  
Carry a small 3-fold step ladder and broom if needed.

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## Dlván Austin

Dlván is from Bardstown, KY. He has worked for Terminal since August of 2020, but got his CDL back in 1986. He starting out driving a 1965 Chevy C60 water truck to get to trucking school. The coolest thing he has ever hauled is tankers full of whisky. He is currently on a dedicated lane for Andersen Windows.

**CSA**

Category	Measure	Percentile
Unsafe Driving	1.57	16%
Crash Indicator	0.34	56%
Hours of Service	0.61	60%
Maintenance	2.49	33%
Controlled Substance	0.00	0%
HAZMAT	2	Less than 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

**Incidents of damage in the past month:***Cargo Damage from Hard Braking**- \$500**Mirror Assembly - \$1858***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.

**SOME 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 wrecked equipment!

**GOAL – GET OUT AND LOOK:**

We will be renewing our insurance policy beginning December 1<sup>st</sup>, 2020. We are in the process of receiving quotes on our new insurance rates for 2021. We had several backing up incidences or accidents that should not have happened if those individuals followed the advice we have on your review mirrors. Everyone has this on their review mirrors! It does not mean "GO AL"! It does not mean Great Opportunities Are Languishing! What it means is "**GET OUT AND LOOK!**" **Get Out And Look** where & what you are backing into! **Get Out and Look** to make sure there is no one behind you! **Get Out And Look** to make sure you can enter and exit safely and properly. **Get Out And Look** to make sure your lights are working, king pin is hooked, dollies are full up, trailer is sealed! Take the extra minutes to follow these instructions. If you are not familiar with the location you are entering or exiting these extra minutes can save tens of thousands of dollars! I would like to see these incidences eliminated in 2021!

**INDUSTRY NOTES:**

Our industry has been working on legislation to improve the hours of service rules and although we were close to a change, lawsuits from certain groups were able to delay these improvements until possibly next year. For several years there has been discussions in Congress to increase the fuel tax which most in our industry support "IF", and this is the big "IF" the additional funds are earmarked totally for roads and bridges! Congress has a habit of increasing taxes and then at the same time increasing their pork projects such as bike paths, walking paths and light rail to name a few. ATA has identified over 100 highway bottle necks that greatly reduce our productivity, 5 being here in the Twin Cities, that need to be changed. Congress needs to act but they have failed to address these real issues, instead focusing on fiction! Hopefully after the election, some of these projects will see the light of day!

**FUELING:**

The Flying J will begin blending fuel when the temperatures reach the range of 5+ to 15+ degrees. What you should begin to do as of the 1<sup>st</sup> of December is make sure your winter fronts are on. The newer engines need to run at the warmer temperatures and by doing so will generate less carbon build up in the exhaust filters. Additives should not be run until Temps are below -5° F. Blended fuels should be enough unless the windchill is very severe. When you find yourself in a warmer temperature this winter, make sure to drain your air tanks. This will reduce the moisture content in the tanks that are going back into the airline of the trailer. If everyone does this on a regular basis, we will have less frozen brakes this season. If you find yourself in the south and heading north, make sure you are buying blended fuel as you get North to prevent freeze ups. Also, check for new Pilot locations. Again, we try to stay in our network so make sure when you are less than ½ tank you begin to plan your Flying J stop!

**New Locations:**

Flying J #516  
767 Post House Rd.  
Breezewood, PA, 15533

Knox Super Shop #1290  
200 S I-35 Frontage Rd.  
Red Oak, TX 75154  
I-35E Exit 410B

**HOUSE KEEPING ISSUES:**

We have a number of new drivers that have joined our team and we look forward to working with you all. However, because of all the new drivers, I want to remind all of certain protocol regarding performance and expectations. First, we have seen a lot of damage to our equipment at customers where we have drop pools. It is extremely important that you inspect the trailer prior to dropping and send a message on the satellite that the trailer is in excellent condition when dropped ready for the next driver to pick up. You should do the same when picking up a trailer at any of these drop locations.

As we get into fall and next spring, when dropping a loaded trailer in a lot, you should drop it on concrete or make sure there are some kind of blocking underneath. The ground is soft at these times of year and without blocking a trailer or dropping on concrete the pads will sink into the soft ground requiring an expensive tow lift. So, make sure you are dropping on concrete or blocks.

It is also a good time to get ready for winter. Put the flip flops away and the shorts and tee shirts and get your boots, gloves and heavier clothing in the truck. An extra blanket or 2 would not hurt as well.

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**Roadside Inspections****September:**

We had **3 bad roadsides:**

- Logs not current
- Overweight
- Cracked airline
- Damaged windshield in drivers line of sight
- Brake hose chafing
- Brake chamber leaking air
- DOT inspection not current

**2 separate citations:**

- Logs not current
- Red light ticket through Hannibal, MO

We had two clean roadsides.

Thanks to:

**Robert Lentsch  
David McWilliams**

**Long Idle Cost October:**

*# of Gallons Burned:*

2536

*Average Fuel Cost:*

\$2.40

*\$\$ Wasted:*

\$6086.40

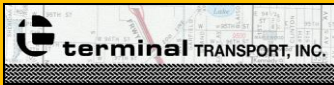
***Watch your idle times! Since it counts toward your monthly bonus, cutting your idling means more money in your pocket! This wasted revenue could be going toward wage increases!***

## Terminal Transport

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*A Truckload Carrier & Logistics  
Company.*

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### MORE DRIVERS:

Although we have added several more associates, we are still in need of more drivers as our business continues to grow. Our customers, despite the Pandemic, have had a substantial increase in their business. To continue to

meet their growing demands we are looking to add another 15-20% more power units this year and are looking for drivers to seat those trucks. You are without a doubt are greatest assets in finding additional drivers. Please make yourselves available to those who are interested in knowing more about the company or who may be interested in working here. If you have any suggestions on how we can improve our recruiting efforts, drop me a note. Any help is appreciated.

### Note: TLC – Driver Referrals

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

## Housekeeping (cont.)

Like we do at home or in our garages, clear your space in the truck of the not necessary, replacing it with the needed for the cold weather. I would suggest a container with sand in it and a candle in the side box. This can provide heat should your truck get stranded in weather. Also, a tube of sand is good to have for some traction on ice, like in International Falls. Parking lots can become ice covered and result in traction lost, sand will help that situation. Like a good scout, be prepared.

- Make sure you are Transflowing your documentation after you have done your empty call.
- Make sure all your documents are signed "Terminal Transport, Inc."
- As Holidays are coming up, we look to get all home for Christmas, New Years and Thanksgiving if possible. Depending on where you live, maybe a celebration can take place on the weekend after or before.
- Make sure you look at your bills to see if locations may have changed. We will try to keep you informed on those issues, please do the same for us.

## New/ Recent Hires

Jimmy Thompson

**Welcome to the  
team!**

**Remember there is  
a \$500 Driver  
Referral Bonus!**



## Birthdays

Don Johnson – 11/1

Butch Thompson – 11/2

Rick Lindstrom – 11/13

Phil Keller – 11/15

## Anniversaries

None this month

**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