



# Terminal Transport December 2020

## MERRY CHRISTMAS AND HAPPY NEW YEAR:

As we approach the end of the year, I look back on it with amazement on how fast the time goes by. Life is like a roll of toilet paper the more you use it the faster it goes!!! I am sure we have had many joyous moments but some terribly sad as well.

This is the time of year for us to reflect on past and present. To look at our life as half full not half empty. To appreciate the wonderful times, we have had with friends and family and to do our best to have more wonderful moments ahead and fewer times of sorrow. Appreciating what we have and the people in our lives, family, friends and associates. I sincerely appreciate the job our employees and associates do every day to deliver our customers goods in a safe and reliable manner. It has been exceedingly trying during this past year. Fortunately, none of our employees or associates have become infected with COVID-19 and I am grateful for that! I thank our customers who have entrusted their business to us to meet their customer's demands and schedules.

I would like to extend to all our employee, associates and customers a Very Merry Christmas and a Very Happy and Safe New Year. We look forward with great excitement and anticipation that 2021 will be a great year for all. Thank you to ALL. – Brent

We had a sad moment this past month we lost one of our 3 dogs that Lisa would bring into the office most days. Marley, a golden retriever, passed away in late November from old age, it was a guess he was 14 years old. He was a sweet dog who would come in everyday and head right to Lisa's desk where he would assume a position of comfort on his dog bed, under her desk, and only leave when Nature called. He was a great watch dog, laying under her desk, he would watch people come and go. All Golden Retriever's are friendly but Marley was especially so. We should all be so lucky to have a wonderful companion in life like Marley.



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## Kevin Miller

Kevin is a former musician and voice over artist that has worked for Terminal for 6 years. He starting in school with a Mack Daycab and has behind the wheel of every make but a Western Star. He estimates he's close to 1 million total miles with 600K for Terminal. The coolest thing he has ever hauled a trailer full of bear bait to a hunting lodge in Lake Kabetogama . His advice to younger drivers is, "if you're not sure, make sure."

**CSA**

Category	Measure	Percentile
Unsafe Driving	1.57	15%
Crash Indicator	0.27	44%
Hours of Service	0.49	52%
Maintenance	3.12	44%
Controlled Substance	0.00	0%
HAZMAT	2.62	Less than 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

**Incidents of damage in the past month:*****Cosmetic Trailer Damage -******\$1000******Truck / Trailer / Cargo******Tip Over - \$ TBD*****INSURANCE RENEWAL:**

We renewed our insurance & cargo liability insurance on December 1<sup>st</sup> with Sentry Insurance of Wisconsin. We have been with Sentry a number of years. We had a total of 13 claims most involving collision and property damage. All of the collision claims were avoidable. No sooner had we renewed this accident happened. Why? Because the driver was not being attentive and had not made sure the load was not going to shift! He had objected to the way it was being loaded but accepted it when he signed the Bill of Lading! When you sign that legal tender, you are accepting the condition of the load. If you have any concerns, it is paramount that you voice that to dispatch so they can get involved. Had that been done it is possible this incident would never have happened.

When picking up loaded trailers make sure doors are properly closed and sealed you should ... **GET OUT AND LOOK!** Sound familiar! Collision and property damage claims happen because people were not paying attention to what they were doing.

I am looking to improve on our safety record in 2021, but we are not off to a good start! We can do better. What it takes is to remember **SAFETY IS NO ACCIDENT!** It takes diligence and you need to be always aware of your surroundings and what you are doing. We want you to be the safest truck on the road for your sake, the company's sake and the motoring public's sake. So, let's make a conscious effort, every day, to drive safely, observe posted signs, ...construction, speed, animal crossings, etc. Check the equipment over when picking it up. A conscious effort, everyday! Don't work to be mediocre, let's be exemplary!

**DRIVER INCREASES:**

As I go through and prepare budgets for next year, we are seeing certain cost that will be increasing. We just concluded our Insurance renewal with Sentry Insurance. We are seeing our Liability, Collision and Cargo insurance all increase as explained in the previous paragraph. We also may see increases in health care cost this spring. Although other operational costs are increasing, I want to make sure we are doing our part to keep our driver associates competitive with the industry. We will be increasing driver's mileage rates by about 6% the end of the 1<sup>st</sup> quarter. David and I will be working on the mileage rates in January to firm them up. We appreciate everyone's efforts in 2020 and hope to get the same effort for 2021.

## Blue Beacon Truck Wash

We've opened an account with Blue Beacon Truck Wash. All non-Penske trucks will be automatically approved for one wash per month. When a driver goes in for a wash, they will ask for your name and tractor/ trailer # to put on the wash ticket. When the ticket writer enters this information, the system will check that that Tractor # is on the list and authorized within the set wash frequency. If approved they will proceed with the wash. If denied they would stop the wash if already in progress and offer for the driver to pay or rinse them off and send them on their way. If you are denied and shouldn't be, you may call the office for authorization. It will be up to the driver to do this. The Truck Wash will not call.

Penske trucks are already authorized to be washed at Penske locations once per month. Unless the truck and trailer is filthy and a Penske location is not en route, Penske trucks should be washed at Penske locations. Dispatch approval will be required to wash Penske trucks at Blue Beacon Truck Wash.

## IMPROVING SAFETY:

We have camera's now in 9 of the trucks and our plan this year will be to have them in all by the mid-year. We will be replacing the 6 -2015 Penske Freightliners in February and March with new Freightliner Cascadia's and when those are replaced, we will be adding front facing cameras to those as well. We have 4 Kenworth's that will be getting cameras the 1<sup>st</sup> quarter and are being ordered now. These cameras I hope will prove vital in improving our safety and accident frequency. They are there to help you as the driver to protect you against frivolous claims and suits.

Our liability insurance rates are increasing. The reason for these increases is the frequency of accidents we have had and the incredible increase in Court case lawsuits. In the past 8 years lawsuit settlements have increased from an average of 2+ million dollars to over 22 million dollars per case. This is outrageous but certainly put the carriers and their insurance companies in very difficult positions. This is another reason we are stressing operational safety **EVERY DAY!** Please do your part.

Will keep all posted as we move forward.

## Roadside Inspections

### November:

#### Bad roadsides:

- Bad brake camber leaking
- Damaged windshield in driver's line of sight
- Brake hose chaffing
- Overweight on axles – didn't slide tandems

We had four clean roadsides.  
Thanks to:

**Lewis Lynch 2x**  
**Jimmy Thompson**  
**Seth Klatt**

Watch the scales in Superior, WI on HWY 2 & 53 and Menomonie, WI We seem to get pulled over in there more often

#### Long Idle Cost October:

*# of Gallons Burned:*

2152

*Average Fuel Cost:*

\$2.40

*\$\$ Wasted:*

\$5164.80

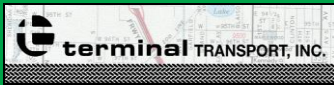
***Watch your idle times! Since it counts toward your monthly bonus, cutting your idling means more money in your pocket! This wasted revenue could be going toward wage increases!***

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**WINTER GEAR:**

Winter is here! I know this appeared in the last newsletter but it never hurts to remind people of the fury of Mother Nature in this area, particularly in that we have a few new drivers from south of the Mason Dixon Line! Make sure you have an extra blanket, heavy warm boots (time to put away the flip flops), warm coat, gloves and hat. A heating pad in the bunk turned on about 30 minutes can keep blankets warm for a period of time without running the truck. Make sure your flashlight has new batteries. A can with sand in it with a small candle can come in very handy as well to heat the cab if stranded. To help keep the trucks running at the proper temps, if it has a winter front, put it on. You know what you may need personally so be prepared.

**New/ Recent Hires**

Pervis Phillips  
**Welcome to the team!**

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

**Birthdays**

None this month

**Anniversaries**

**Kenneth Eastwood – 2 yrs**  
**Mark Neumeister – 2 yrs**

***Thank You for Being a Part of Our Team!***

**Operation Christmas Child**

Every year for the last 25 years we have done a charity run down to Paintsville, KY for the less fortunate. Paintsville is in a part of Kentucky that has been abandoned by coal and swallowed by drugs. We spot our trailer in Randolph, MN for 3 weeks allowing the churches and communities to fill the trailer up. Olive and John Hupf who reside in Randolph are pictured here. A huge thank you to them- and also our driver, Dlvn Austin, for making this run for us!



***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 issues	\$50