

# Terminal Transport February 2021

## BUSINESS OUTLOOK

Going into the 1<sup>st</sup> quarter of 2021, all economic indicators are that 2021 will be as strong as 2020 even with the COVID pandemic. Last year was strong as the economy was not really affected by the pandemic unless you were in the restaurant, hotel or airline business. We had a slight increase in revenue based on the number of trucks that we had filled. Having most of the trucks filled last year, allowed us to haul more freight for our customers.

Our slight growth came from being able to do more with our current customer base. We did pick up a few new customers from some carriers that are no longer in business. We expect that trend to continue. The industry is still very competitive but we have a wonderful group of customers that are very supportive. Demand for transportation services continue to outpace supply. Our customers are continuing to look to us for more capacity and are interested in giving us more opportunities. We are seeing growth in all sectors of our business. The reduction of corporate taxes that was passed by the Trump Administration improved all segments of the economy.

Given that, that all could change with the new administration. The ag-Tire business continues to improve as prices for raw materials lower. The agricultural sector is coming off a strong 2020 and is increasing its purchases. Paper demand is still strong as that segment of the economy is maintaining strong sales as well. Through our equipment and strong service performance we are seeing more opportunities from other customers. We were awarded more business in 2020 from Tuffy Pet Food. Our volumes have increased in all categories of our business. We are continuing to look for more drivers to fill the additional trucks that we are getting. I would like to see our fleet size grow by 20% this year.

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## DRIVER OF THE MONTH



**Mario Gonzales** is the winner of the 2020 Safety Performance Achievement Award. The prize for this is \$1000 from Terminal Transport. He excelled at hitting his 5 bonus categories for several months in 2020.

### Congrats Mario!

Mario earned his CDL in 1994 from Chippewa Valley Technical College. His first truck out of school was a tanker hauling between WI and MN. He has almost 3 million career miles. Coolest thing he has hauled was ammunition. His word of advice to younger drivers is, "Stick to your discipline and remember your training."

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### CSA SCORES

Category	Measure	Percentile
Unsafe Driving	1.4	13%
Crash Indicator	0.32	54%
Hours of Service	0.47	50%
Maintenance	3.15	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:

- Trailer loaded down middle - load shift restack --- **\$2000**
- Broken mirror ----- **\$528**
- Hit guard post - cosmetic tractor damage ----- **\$2000**

#### *Safety Bonus Program*

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

We have the customers and business to support this expansion. We are grateful to our customers for their support in 2020 and continuing into 2021. We are also appreciative of our driver associates and contractors for their efforts to meet the on-time performance goals presented by our customers and the pandemic. We are continuing to strive to improve efficiencies, lower costs through technology, and improve the driving experience for our driver associates.

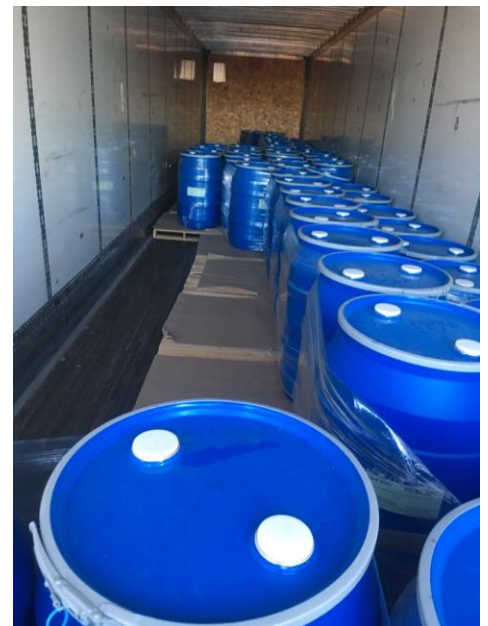
### DRIVER OPPORTUNITIES

We have several trucks available and open that we would like to put drivers into. Many of you may know of drivers who may be available or who are looking for a change. After delivery of the newer Penske trucks by mid-February, we will have about 3-5 trucks open. We have a bonus program for any driver that refers a new driver. Our goal this year is to get to 40 trucks. We have a number of opportunities with our current customers for hauling additional freight and have had several new customer inquiries that could substantially increase our business. So please, let David know of anyone that might be interested in joining our team and you can earn \$700!

### LOAD SHIFTING

Drivers need to pay attention to shifting loads. We had a major accident with tractor and trailer tip over due to cargo that was loaded down the middle.

If you are not allowed on the dock to see the trailer load, you need to pull away from dock and look at the load before leaving the shipper. If something doesn't look right call dispatch ASAP. If it's after hours, contact the on-call person.



When you sign for the BOL it's a legal document - anything that happens during transit is on Terminal Transport.

This is especially important as we have had an increase in incidents lately due to shifting loads costing time, money and frustration. **Make sure to Get Out And Look.** Our trucks say Driven Professionally. We expect our drivers to uphold that standard.

## TIME MANAGEMENT

We have been running into some issues with time management with some of our drivers. As we are pre-planning every day what your next loads will be, it is very important that you deliver on the date and time anticipated and that you are running your full hours each day. Only running 2-4 hours in a day will eventually cause a problem when you are recapping hours. If you can only run 2-4 hours, you may as well start a 34 restart. Going forward, let's look to eliminate the 2-4-hour days. We look for you to run the 8-10 hours per day that you have available.

## FUELING AND FUEL ADDITIVES

Drivers need to keep tanks as full as possible to prevent condensation and gelling. **Once you get to half tank, you should be looking to refuel.** If fueling at Flying J, all their fuel should be blended now. Only when weather or windchill is below zero should you be adding Power Service regularly. And only use Power Service – not Howes. If the truck is going to sit for a while, add fuel additive & fill with fuel.

## SPEED LIMITERS

Of several rulemakings tabled in the first months of 2017, a Federal Motor Carrier Safety Administration (FMCSA) proposal in 2016 sought to require Class 8 tractor-trailers to be equipped with and use speed limiting devices. The proposal suggested caps of either 60, 65 or 68 mph. That rulemaking could see new life under the Biden DOT. "I would not be surprised to see FMCSA pull that issue off the shelf," he said.

## \$101,000,000 FENDER BENDER

Small incidents can lead to huge damage settlements. In 2013, Bill Acker, driving an FTS tractor-trailer, side-swiped a pickup truck in Ore City, TX. Acker and the other driver, Joshua Patterson, pulled over. Over a friendly exchange they reported no injuries. Acker apologized and accept blame for the accident. The drivers went on their way after talking with local police. That night, Patterson's neck felt sore and his father advised him to visit a doctor and retain an attorney.

Nearly five years later, that seemingly uneventful drive-away incident resulted in a \$101,000,000 jury award against FTS with Acker held 70% liable for the crash and FTS 30%. The judge reduced the award to \$32

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## ROADSIDE INSPECTIONS LAST MONTH:

We had 1 **bad roadside:**

- Unlawfully parked on highway

We had three clean roadsides thanks to:

Benjamin Mike

Jimmy Thompson (x2)

### Long Idle Cost Last month:

*# of Gallons Burned: **3035***

*Average Fuel Cost: **\$2.40***

*\$\$ Wasted: **\$7284***

Watch your idle times! Cutting your idle time could earn you an additional **\$50 on your monthly bonus**, meaning more money in your pocket! This wasted revenue could be going toward wage increases!



**RECENT HIRES**

None last month

**Welcome to the team!**

**Remember there is \$700 in Driver Referral Bonuses!**

**\$200 after 90 days and \$500 after 6 months!**

**BIRTHDAYS & ANNIVERSARIES**

- Sheila Miles 2/2
- Sandy Nelson 2/4
- Wayne Olson 2/15
- Russel Johnson 2/13

- 
- Seth Klatt - 36 years
  - Corbett Charpentier - 7 years
  - Sheila Miles - 3 years
- Thank You for Being a Part of Our Team!**

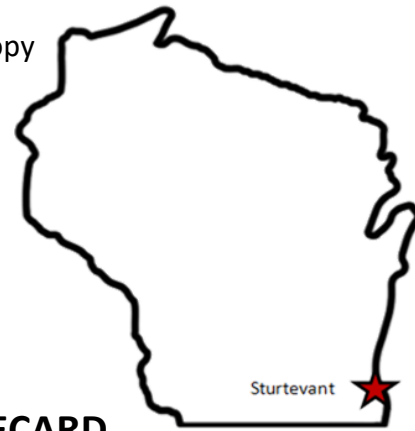
million. An examination revealed that the award was based on the jury’s disapproval of FTS instead of “adequate and reasonable compensation for Patterson’s actual injuries.”

Attorneys on cases like these are often eager to send a message; make sure that you are doing everything you can to protect yourself and the company.  
- From Transport Topics

**NEW TRUCK STOP**

Kwik Trip - Sturtevant, WI #1041  
10500 Durand Ave; Sturtevant, WI 53177

- Open 24 Hours
- Separate 5 Lane Diesel Canopy
- Pay At Pump
- Showers
- Truck Parking
- Hot Spot Food
- Fried Chicken
- Take Home Meals
- ATM

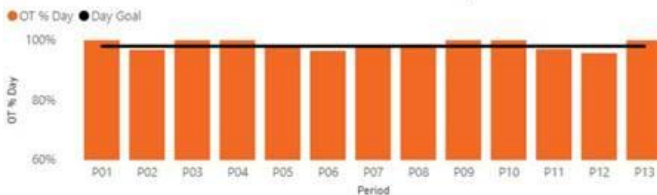


**ANDERSEN P13 SCORECARD**

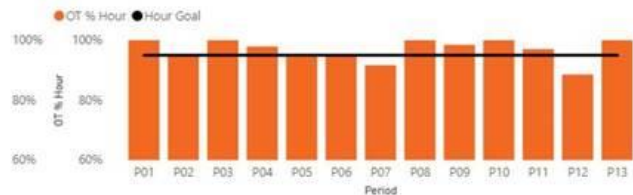


P13 Performance					YTD Performance				
41	0	100.0%	0	100.0%	787	12	98.5%	26	96.7%
Load Count	Late Loads (D)	OT % Day	Late Loads (H)	OT % Hour	Load Count	Late Loads (D)	OT % Day	Late Loads (H)	OT % Hour

Current Period OT to the Day



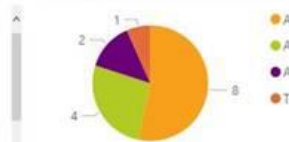
Current Period OT to the Hour



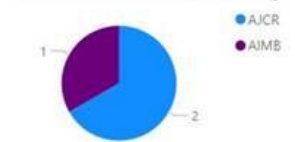
YTD Performance by Lane

Lane Name	Load Count	Late Loads (H)	OT % Hour	Late Loads (D)	OT % Day
SHEPHERDSVILLE, KY - BP	97	1	99.0%	1	99.0%
CG - JESSUP, MD	66	2	97.0%	0	100.0%
CG - MARYLAND HEIGHTS, MO	62	3	95.2%	0	100.0%
OAK CREEK, WI - BP	53	8	84.9%	6	88.7%
CG - CHANTILLY, VA	52	1	98.1%	0	100.0%
CG - HENRICO, VA	52	2	96.2%	1	98.1%
CG - WEST PEORIA, IL	50	2	96.0%	0	100.0%
CG - CHESAPEAKE, VA	48	1	97.9%	1	97.9%
CG - DAVENPORT, IA	47	1	97.9%	0	100.0%
CG - OKLAHOMA CITY, OK	37	0	100.0%	0	100.0%
CG - OMAHA, NE	35	0	100.0%	0	100.0%
CG - TULSA, OK	32	1	96.9%	0	100.0%
<b>Total</b>	<b>787</b>	<b>26</b>	<b>96.7%</b>	<b>12</b>	<b>98.5%</b>

YTD Late Reason Codes to the Hour



YTD Late Reason Codes to the Day



FourKites Tracking

