



Terminal Transport April 2021

NEW TRAILERS

We will be taking delivery of new 2022 Great Dane trailers this late May or early June. These trailers will be manufactured in mid to late May. Decals and numbers will be installed on the trailers at Kewanee Great Dane manufacturing. Once complete the trailers will be moved to Plover, WI to be finished. The older trailers, a group of 2013 and 2014's, will be traded or sold. These 15 trailers will be replaced by the 20 new trailers. We have been consistently short of trailers at several customer locations so this increase will remedy that situation. We are continuing to update our fleet to reduce costs and improve service. We are also still improving efficiencies on many of the older trailers by retro-fitting them with Eco-Stingers, which improve the air flow on the bottom of the trailers. We have 4 more being completed this month and hope to have the same done next month. Your feedback on these trailers is always appreciated.

NEW TRUCKS

Pictured throughout this newsletter is one of the new trucks that we will be getting this month from Penske Leasing. They began to arrive the end of March and all are scheduled to be in by April 15th. We have Velocity



coming in the week of the 19th to install front facing cameras and People Net Satellites into them prior to being seated and on the road. Some of the extra equipment include extra bumpers, refrigerators, a work station, extra bunk for storage and S bar heaters. These trucks are also set at speeds of 64 at the cruise and 66 at the foot. We are looking for the drivers to maintain the positions in cruise as much as possible. The trucks should be extremely energy efficient increasing our fleet MPG.

We estimate these trucks to achieve near 7.75 MPG. These trucks are replacing 2015 models that were returned in March. Currently we have partnered with Penske to maintain about 50% of our power units.

DRIVER OF THE MONTH



Greg Crawford has been driving with Terminal for over 4 years. He started in an '06 Volvo Vn680 midcab. The coolest things he's hauled are Monster Jam monster trucks including Gravedigger and live animals for a circus tour. His words of wisdom are that "it's the simplest things all the time. Do the work. Get out and look. Always check your mirrors and corners before you move and as you move. Don't do the next driver dirty because fate is paying attention, always." "And Thanks for all the fish, -Douglas Adams"

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CSA SCORES

Category	Measure	Percentile
Unsafe Driving	1.21	10%
Crash Indicator	0.32	55%
Hours of Service	0.49	53%
Maintenance	3.34	47%
Controlled Substance	0.00	0%
HAZMAT	2.57	Less than 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

Incidents of damage in the past month:

- Truck clipped Ex-guard ----- **\$1660**
- Truck and trailer blew over in high winds ----- **\$25000+**

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

EQUIPMENT DAMAGE

We have seen a frequency of equipment damage that drivers are not noticing when they are picking up trailers at various customer locations. One of the wrapped trailers 31919 was possibly damaged



at Menards in Eau Claire, WI. Someone backed a trailer into the side, scraping the passenger side fairly severely. The driver who picked up the trailer did not look at the trailer nor bring it to the attention of the Menards transportation center in Eau Claire.

Another trailer, 3V1711, had a forklift blade stuck through the nose of the trailer at Miller Electric in Appleton, WI. The driver who picked up the trailer at Miller never noticed the hole even though it was right next to the electrical hook up. What these 2 incidences tell me is the drivers are not inspecting the trailers! You might be looking at them but not seriously inspecting them for any damages! It is imperative that you **“INSPECT”** the trailers that you are picking up! This means all around the equipment, doors, roof rails, bottom rails, tires, corner radius, etc., whether during the day or night. We have had a number of other trailers damaged at various locations such as Renewal, Titan and Perham. Where we have drop trailers there is always a possibility they will be damaged on sight, that is why it is imperative that you take a close look at these trailers to make sure they are not damage and report anything you find. This protects the company and you! Your cooperation is appreciated as these damage repairs come off our bottom line and take away funds for other needed expenses like driver wages and bonuses!

WIND ADVISORIES

It’s Spring, and winds are picking up. We had a rollover already due to wind in South Dakota. In



many cases we are pulling light loads that can be susceptible to layovers. First, watch the weather reports for any high wind advisories in areas that you may be going into. Secondly, decrease your speed! Increasing speed reduces drag and will increase lift which will cause all kinds of problems. In a high wind area, slower speeds will increase drag which is what you want! You cannot outrun the wind! So, watch for wind advisories and stay tuned to weather stations for any volatile weather

patterns that may be forming. As spring approaches, Kansas and Oklahoma aren't called "Tornado Alley" for nothing. So be alert and if you err, err on the side of caution!

BIDEN ADMINISTRATION

The US DOT under the current administration is considering moving forward a rule that would mandate speed limiters on new trucks. No proposed rule has been published, but 65 miles per hour has been discussed. The ATA and Road Safe America have submitted letters that support a tiered approach to speed limiters based on truck technology, which I am not sure what that means. The best option that the industry can hope for is to get ahead of these requests with input from the industry based on science and data rather than just emotional input from various other groups that may have the ear of the current administration. The MTA has opposed any mandated use of commercial vehicle speed limiters.

CAT SCALE "WEIGH MY TRUCK"

CAT Scale Company offers an alternative weighing method which helps to improve driver productivity. "Weigh My Truck" is an Application available for download on smartphones which allows the driver to weigh, pay and get their weights instantly without having to park their truck, go inside and wait in line to pay and receive their weigh ticket. The average time saved per weigh is over 20 minutes which means more productivity.

Weights are available on phone instantly and the scale ticket is automatically emailed. If you get an electronic weigh slip, write the weights down and leave in manifest box for the next driver.

SPRING MAINTENANCE

The weather is warming up. Start checking your AC over the next couple of weeks to make sure that it's working properly. If it needs maintenance, we want to hear about it before it's too hot.



NOTE FROM SAFETY

You must note why you used personal conveyance. Running out of hours or bad trip planning is not a valid excuse to use personal conveyance.

**ROADSIDE INSPECTIONS
LAST MONTH:**

We had no bad roadsides:

We had two clean roadsides last month.

Thanks to Don Johnson and Kenneth Eastwood.

We received one citation for a red-light ticket in Hannibal, MO. If you are traveling through Hannibal, MO make sure to be extra cautious.

Long Idle Cost Last month:

of Gallons Burned: 1839

Average Fuel Cost: \$3

\$\$ Wasted: \$5517

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

Ricky Nelson

Welcome to the team!

Remember there is \$700 in Driver Referral Bonuses!

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

BIRTHDAYS & ANNIVERSARIES

Robert Lentsch 4/18
Chris Deptula 4/22

Lewis Lynch - 4 years
Wayne Olson - 4 years
Rick Lindstrom – 1 year

Thank You for Being a Part of Our Team!

DOT ROADCHECK

This year’s International Roadcheck commercial motor vehicle inspection blitz will run May 4-6 and will focus on lighting and hours-of-service compliance, but inspectors will be looking at more than just those things. Inspectors will check the driver’s operating credentials, hours-of-service documentation, seat belt usage, and for alcohol and/or drug impairment. Remember that each day has pre- and post-trip inspections, a 30-minute break, and 11-, 14-, 70-hour restrictions.

GOOD SAMARITAN

At approximately 9:20 PM on April 6th on southbound 35E in MN, Kevin Miller stopped to help a car that was on fire. He used the cab fire extinguisher to knock down the flames underneath the car. There were no injuries.

Way to go Kevin, thanks for helping out in a time of need and restoring our faith in humanity!

KWIK TRIP BARNEVELD, WI



LOCATION OPEN!

#1508 Barneveld, WI
100 E Industrial Dr; Barneveld, WI 53507
(608)924-6278

THIS LOCATION OFFERS:

- Open 24 hours
- Separate diesel canopy
- Off-road diesel available
- Truck parking
- Hot Spot food
- Fried Chicken
- Take Home Meals
- ATM
- Longitude: -89.90075 Latitude: 43.00844



HIRING NEW DRIVERS

With extra trucks we need extra drivers. We will have extra trucks available in the month of April and May and are looking to add drivers / associates. If you know of friends or acquaintances who might be looking for a career change, have them contact David. We have ads running in the rural papers from Detroit Lakes to International Falls to New Richmond, WI.