



# Terminal Transport May 2021

## HAPPY MOTHER'S DAY

Happy Mother's Day to all our drivers and associates that are mothers!

## PROFESSIONALISM

"Professional/ Professionally" – The dictionary defines "Professional or the adverb Professionally" as "someone engaged in or worthy of high standards, a person who does something with great skill". On all our truck doors, we have the words stenciled "Professionally Driven". You look at that or should see it every time you open the door to the truck. I have it there to remind you that you are a professional and that the standard that I expect you to hold is of high standard. This does not mean that you do one or two things with great skill but in fact you do everything while operating that vehicle with a skill and degree that is above the average. We do not strive for mediocrity but to be the best at what we do. We provide you with the best equipment on the road and the latest in technical equipment to help and assist you in doing your job on the road. Take that extra minute to look or walk around a new consignee to make sure you are not going to hit anything when entering the receiving area or backing into the dock. Park away from traffic if possible, to avoid being hit. What I expect from you is for you to do your best as a professional.

## THANK YOU

We have been extremely short of drivers this past month with vacations, injuries and some turn over. I want to thank those driver/associates that have stepped up and taken additional loads when they desired for some time off. We are aggressively looking to recruit more drivers and are exploring billboard advertising in South Dakota and Wisconsin. We have also taken out ads in local papers throughout northern Minnesota and Western Wisconsin. We are changing our banner at Plover, WI as well. We would like to hire another 10 drivers as we move into the summer and vacations start to stack up. Our business is very good and our customers are looking to give us more business if we can handle it. Again, if you know of anyone looking to make a change, let David know. Thanks again for your extra efforts.

## DRIVER OF THE MONTH



Lewis Lynch has been driving with Terminal for over 4 years. He started in a '49 International flatbed hauling hay. When asked how many miles he's driven he said, "way too many." The coolest things he's hauled is top secret for the military. If he told you, he'd have to kill you. His words of wisdom are that "if you love what you do for a living, you will never work a day. I love my job. My dispatch is great"

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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:

- OKC Wall damage -- \$1500
- Truck and trailer blew over in high winds ----- \$25000+

#### Safety Bonus Program

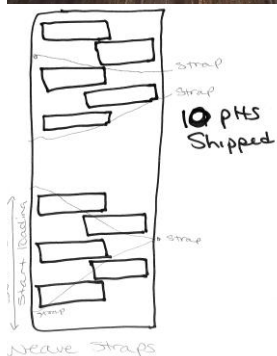
10,500 miles threshold	10,500 miles or more	\$200
Moving MPG	Determined threshold	\$50
Long idle	Under 20%	\$50
HOS compliance	0 violations	\$50
No citations, accidents, incidents	0 issues	\$50

### PROPER/IMPROPER LOADING

It's always important to examine cargo prior to or as it is being loaded on your truck to avoid damage like that pictured above.

- Make sure the cargo is loaded to your satisfaction. If it is not, and the cargo is damaged after you leave the dock, it becomes the responsibility of you and/or Terminal Transport at that time.
- Take exception to any cargo that is damaged in anyway (i.e., wet, rusty, bent, broken, crushed, torn, reused boxes, open boxes, dirty, uncrated or not properly packaged for transport, etc.).
- Have any exceptions noted on all copies of bills of lading while at the shipper.
- Take pictures of the damage with your cell phone, send them to the office via email or text (651-342-3898) immediately. Then dispatch with any exceptions or damage before leaving the shipper.
- Prior to signing for your cargo, count what is on your trailer and compare it to your bill of lading. If they don't match, take care of the shortage or overage prior to leaving by following the above procedure.
- Do not sign for what you cannot count! Use STC or SLC on large loads whenever possible. For example, 12 skids STC 450 cartons. STC stands for "said to contain". SLC stands for "shipper load and count".

#### CORRECT



#### INCORRECT



## SUMMER

Here we are just 6 weeks into spring, and the snow is finally leaving. With summer will come an increase in cars and construction. Plan accordingly. The travel time between origin and destination may increase due to increased traffic, particularly on Fridays and Sundays; it's construction season! Road closures and reduced lanes will add to our increase in travel times. Take some time and look at your route. Check with the state's transportation department to make sure your routes are clear. We have had some issues at night with trucks striking deer and possible fatigue. It is important from our risk management that you travel as much during the daylight-hours as possible. A deer strike or damage to the truck which creates a \$2500.00 deductible required the company to generate \$50,000.00 in revenue to pay for this damage. The truck must generate 2 ½ months' worth of work to reach that level of revenue. Furthermore, if you are not required to be out on that road at the time, it will be considered a chargeable accident. So, stay alert and drive during the day. Enjoy the view!

## VACATIONS

I know everyone is trying to get your vacation scheduled. Please check with Michelle when you would like to schedule time off. In that we are a small company, it is not possible to have everyone off at one time. Vacation preferences are based on seniority. So, we may need you to be flexible on these schedules or check with Michelle before making any commitments on your vacation to assure the time is open. We cannot have more than 2 drivers off during any given week. We need to spread these times off throughout the summer. Office staff is having the same issues. We will do our best to accommodate everyone but there may be conflict, and if so, it will be resolved through seniority.

## ANDERSEN OKC DOCK

The Renewal by Andersen OKC dock is very tight. They have dumpsters one side and hanging tree limbs over the delivery garage. Recent damage at the location was caused by our driver.

When delivering to OKC location, driver needs to ask for spotters when they arrive so that we do NOT damage their facility. This is the 3<sup>rd</sup> time its happened.

## TRUCK WASH

This is a reminder to use Blue Beacon Truck Wash to get the equipment washed. It helps when crossing scales to be in a clean truck.

## ROADSIDE INSPECTIONS LAST MONTH:

We had no bad roadsides:

We had two clean roadsides last month.

Thanks to Sandy Nelson and Wayne Olson.

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: 1343*

*Average Fuel Cost: \$3*

*\$\$ Wasted: \$4029*

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**

Greg Crawford – 5/16

Don Johnson - 12 years  
Thomas Stone - 3 years

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

**SUMMER OFFICE HOURS**

As we move into summer and given the lessons we have learned from Covid beginning May 17<sup>th</sup>, we will be closing the offices at 4pm for the summer months from May 17 to Labor Day. Drivers will still be able to get in touch in an emergency situation. During the weeks I am here, I will be in the office until 5PM.

**EFS CHECKS**

Drivers read your settlement statements. When an EFS check is issued under your driver code for a company expense, the system tracks it by showing a deduction and then reimbursement. This is how the company tracks tire expenses, lumpers, repairs, etc.

For example, a blown tire paid by EFS would show a deduction of \$700 on your paycheck settlement and then a reimbursement of \$700. It does not impact your paycheck amount.

**TIRE PRESSURES**

As air and pavement temps change so will your tire pressures. Please, make sure you are checking tire pressures now with a gauge and not a hammer. Lower tire pressures will reduce MPG and allow for more debris to be picked up in the tires causing abnormal wear. Take a moment on your pre-trip to gauge tire pressures!

**TLC TOP DOG PROGRAM**

Drivers are entered into this award program after successfully completing a safety quiz each quarter that is included in the monthly TLC newsletters, earning a chance to win \$10,000. Usually there are only a few thousand applicants which means your odds of winning are pretty good.

- Monthly quizzes cover safety topics presented in the TLC driver newsletters
- If a driver successfully completes at least one quiz per quarter the driver will receive a \$20 bonus in their paycheck
- Users can take all three quizzes per quarter online. Each quiz can be taken once.
- Drivers who successfully complete at least one quiz per quarter are entered in the grand prize drawing, where a **cash award of \$10,000** is awarded to one driver. Drivers must also be in good standing and accident/injury free to qualify for the grand prize.

To access Top Dog Quizzes Online go to <https://tlchrconnect.com/> and log in with your username and password. Navigate to My TLC-> Driver Resources->Top Dog Quizzes.

**Which of the following statements about failing or refusing a test is true?**

**SAMPLE QUESTION**

- The driver must be removed from all safety-sensitive functions, including driving a CMV.
- The motor carrier is required to provide the driver with a list of substance abuse professionals (SAP).
- The driver must pass a return-to-duty test and follow-up testing is required after the driver returns to duty.
- A motor carrier could discipline or terminate a driver for drug- or alcohol-related offenses even if the regulations would not require it in a particular situation.
- All of the above.