



# Terminal Transport June 2021

## HAPPY FATHER'S DAY

Happy Father's Day to all our drivers and associates that are fathers!

## HEALTH CARE RENEWAL

Last month, we began reviewing the healthcare coverage that Terminal supplies to our associates. Apparently, the coverage we have had has been favorable as it was used quite a bit again. Aetna claims totaled over \$212,000.00. Based on the premiums we paid that represented about a 110% payout. Our premiums run about \$192,000.00 per year.

Obviously, when the insurance company's expenses exceed premiums, the next year's costs rise, and they did. We worked to try to minimize the increase by reviewing each plan, and we determined which plans are the most palatable. We narrowed these plans down based on driver input. Watch for new cards in your mail.

## PLOVER SHOP

This is a reminder to drivers that visit Plover shop to stay outside of the Plover shop bay. There is a waiting area in the office. If you do need to enter the shop with Permission, make sure to have your personal protective equipment on. Each situation is different and this PPE may include: Safety Glasses, gloves, hardhat, etc. This helps limit distractions on the repairs and reduces overall risk to mechanic and drivers.



## DRIVER OF THE MONTH



Butch Thompson has been driving with Terminal for about two years! Before becoming a driver, he spent about 25 years in sales/sales management. Since becoming a driver, he's driven around 800K miles. He advises other drivers to always get out and check for street signs and an escape route if GPS routes you down a questionable street. Thanks for driving with us Butch!

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**CSA SCORES**

Category	Measure	Percentile
Unsafe Driving	1.21	9%
Crash Indicator	0.37	78%
Hours of Service	0.46	50%
Maintenance	2.94	41%
Controlled Substance	0.00	0%
HAZMAT	2.16	Less than 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

Incidents of damage in the past month:  
None – Great Job!

*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

**BRENT’S SCHEDULE**

My wife and I had an opportunity to sell our home this summer and the sale went through earlier than expected, so I will be working remotely from AZ. There has been a lot of rumors circulating and none are true. One of the things that the past year has shown us is that some are able to work remotely. I will still be very engaged in our business and will be back in MN periodically to fill in for vacations. I will be traveling to see our customers once they are back in their offices again from AZ as well as MN. I have committed to over \$1,000,000.00 in capital expenses this year and am working to improve our safety, operations and efficiencies.

Furthermore, the staff in place is certainly competent, with many years of experience and I have faith that they will do what is best for our customers and driver/associates. I am committed to continue to grow our business as our customers give us more opportunities, but we must continue to add driver associates to do that. So, I hope all our drivers are avidly looking for recruits. David & I appreciate your efforts.

**TRAILER INSPECTIONS**

We have had a rash of trailer damage at shippers where we are dropping trailers. This damage is along the side rails, upper corners and roof lines. These are expensive repairs and we are trying to minimize our repair costs to normal wear and tear. These are not normal wear & tear. It is critical that trailers are thoroughly inspected on your post trip and pre trip at the following locations.

- |                                |                          |
|--------------------------------|--------------------------|
| <b>Perham, MN</b>              | <b>Appleton, WI</b>      |
| <b>International Falls, MN</b> | <b>Wilmington, IL</b>    |
| <b>Mc Kenzie, ND</b>           | <b>Des Moines, IA</b>    |
| <b>Shelby, IA</b>              | <b>Cottage Grove, MN</b> |
| <b>Eau Claire, WI</b>          |                          |

Some drivers are taking pictures of the trailers that they drop and sending to safety when at these locations to protect themselves when damage occurs. We appreciate your cooperation, and if you are picking up a trailer in the dark, please, make sure you have a strong flashlight. You should notify the shipping facility 1<sup>st</sup>, then contact safety. Advise safety if damage occurs by emailing the picture to David and leaving a message on his phone. We will then follow up with the shipper. Thanks again for your help in minimizing these incidents.

## SUMMER BBQS

Reminder to wait a minimum of 12 hours after your last drink before going on the road. This is a proactive message to remind the fleet about your safety sensitive position. Do not put the public, the company and your CDL at risk. Troopers are out in force, and as states face budget shortfalls expect them to pull drivers over looking for demerits. No contraband or alcohol in the trucks. Always keep it professional.

## SPEED LIMITER BILL

Rep. Lucy McBath (D-GA) and Rep. John Katko (R-NY) reintroduced a bill to the U.S. House of Representatives that would mandate speed limiters in all trucks manufactured after 1992. If the bill passes and becomes law, all CMVs manufactured after 1992 would be required to use speed limiters setting the maximum safe operating speed at 65 mph or 70 mph with specific safety technologies such as adaptive cruise control and automatic emergency braking systems. Read more [here](#). From Commercial Carrier Journal.

## NEW TRACTORS

In late July and early August, Terminal Transport will be getting delivery of some new Freightliner Cascadia's from ISTATE Freightliner. These trucks will be replacing the T680 KW that we will be selling or trading this summer. The trucks are spec'd similarly to the Freightliners we received from Penske in April. Settings on all the new trucks will be 64 mph at the cruise and 66mph at the foot in preparation for the limiter bill above. Pictures of these trucks will be coming in the September issue.

## NEW TRAILERS

We will begin to receive new trailers later this month. The trailers are being manufactured at the Great Dane plant in Kewanee, IL and will be decaled at the plant. They will then be moved to Plover to be finished with placard holders, manifest boxes, internal stenciling and other informational decals to complete the trailers. The 2013 and 2014 trailer series will be traded for these units. We are trading 15 older trailers for 20 - 2022 trailers. These trailers will come equipped with disc brakes, which will improve our stopping distances and lower maintenance intervals. Pictures of the trailers will appear in the July Newsletter.

## RENEWAL IN WEST PEORIA

Drivers are to call the facility **before** arrival for instructions regarding which direction to come into the facility.

## ROADSIDE INSPECTIONS LAST MONTH:

Bad roadside for flat tire air leak

No citations.

We had two clean roadsides last month.

Thanks to Butch Thompson and George Spivey.

### Long Idle Cost Last month:

*# of Gallons Burned: 1699*

*Average Fuel Cost: \$3*

*\$\$ Wasted: \$5397*

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**

No New Hires

*Remember there is \$700 in Driver Referral Bonuses!**\$200 after 90 days and \$500 after 6 months!***BIRTHDAYS & ANNIVERSARIES**

Ben Mike – 6/12

Babette Seidel – 6/21

Pervis Philips - 6/26

Butch Thompson - 2 year

*Thank You for Being a Part of Our Team!***CVSA BRAKE BLITZ AUGUST**

The Commercial Vehicle Safety Administration (CVSA) has scheduled its annual Brake Safety Week for August 22-28. Throughout the week-long campaign, inspectors will conduct North American Standard Inspections of commercial motor vehicles, focusing on the vehicle's brake systems and components. In addition, inspectors will compile data on brake hoses/tubing – the focus area for this year's Brake Safety Week. During last year's Brake Safety Week, 12% of the 43,565 commercial motor vehicles inspected were placed out of service for brake-related violations.

Brake system" was the third most cited vehicle-related factor in fatal commercial motor vehicle and passenger vehicle crashes, according to the Federal Motor Carrier Safety Administration's (FMCSA) latest "Large Truck and Bus Crash Facts" report.

**PILOT TO ONE9 CONVERSIONS**

A number of Pilot fueling stations have been converted to One9 Stores. These locations are not offering network discounts on fuel and should therefore be avoided in favor of Pilot locations. If Pilot and/or Flying J are not displayed on the store canopy, look for an alternative in-network

option. The 7 locations listed below have been converted to One9 and should be avoided. [Click here on the digital newsletter to be directed to an interactive map showing converted locations and their alternatives.](#)

**#254 Wildwood, GA Pilot Travel Center****#294 Ogden, UT Pilot Travel Center****#258 Troutville, VA Pilot Travel Center****#301 Marston, MO Pilot Travel Center****#496 Atalissa, IA Pilot Travel Center****#339 Covington, IN Pilot Travel Center****#901 Elm Creek, NE Pilot Travel Center****BEST PRACTICES FOR THE FLEET**

To improve efficiency and productivity there are a number of Best Practices to use in reviewing our business. I will be listing a few in this edition and saving the remainder for our next newsletter.

- 1) Cut down on idle time. It is important to track idle time which can use up to a ½ a gallon of fuel an hour!
- 2) Track speeding occurrences: Speed related accidents cost an estimated \$40 billion each year. Every 5 mph over 60 mph a vehicle travels reduces fuel economy and increase per-mile-cost.
- 3) Harsh driving behavior: Aggressive driving can lower fuel mileage significantly. Events like harsh cornering, quick starts and heavy braking can cause faster vehicle wear.
- 4) Implementing a safety program: This allows the monitoring of the safe practices which need to be reinforced and reminding everyone of the importance of safety
- 5) Check on vehicle maintenance: Regular oil and grease intervals will reduce abnormal wear and give technicians a chance to inspect equipment possibly preventing a costly breakdown on the road.