



DRIVER OF THE MONTH



Kenneth Eastwood has been driving with Terminal for three years. The first truck he drove was a 1995 freightliner cab over and has about 1.5 million career miles. Of those miles, some of the most interesting were for a load of chairs and desks he hauled for the military that were treated as top secret. He was wasn't allowed to exit the truck and they didn't take any questions. Maybe they were matters of national security! Word of advice for new driver is follow speed limits and not get cocky.

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DRIVER READINESS

When drivers take a vacation or are off for several days. They need to call the office before being dispatched to know what the plan is. For example, if a driver is coming off vacation on a Monday and planning on leaving out Monday, the expectation is that they make contact with Dispatch the Friday before so that they know start times and load details. This prevents confusion and frustration.

If there are issues or delays to your return, Dispatch needs to be made aware even if you are still on vacation; We have customers and contracts that depend on the timeliness of our deliveries.

Communication is key!!!

CANADIAN BORDER OPENING

Canada is beginning to reopen its borders for nonessential travel after a 16-month shutdown in response to COVID-19. Starting Aug. 9, fully vaccinated U.S. citizens and permanent residents [can enter the country](#). Even though trade [has been exempt](#) from the restrictions — allowing trucks to move freely between Canada and the U.S. — the reopening of the border still has significant implications for freight. And not just because more congestion and wait times will undoubtedly accompany the return of passenger traffic.

It stands to be a big driver for freight demand.

“The opening of the border will be a boon for the transportation and logistics industries as a whole,” said Peter Stefanovich, managing partner at [Left Lane Associates](#), a Toronto transportation mergers and acquisitions advisory firm.

It will come from an expected influx of visitors from the U.S. Ahead of the pandemic, in 2019, 25 million U.S. residents visited Canada, including 15 million tourists, [according to Statistics Canada](#).

Just how fast they'll return remains to be seen. But they will be spending money at restaurants, hotels and events. And that spending will drive demand for freight, Stefanovich said.

Visitors from other countries will be allowed to come to Canada in September, adding to the momentum.



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CSA SCORES

Category	Measure	Percentile
Unsafe Driving	0.96	7%
Crash Indicator	0.35	74%
Hours of Service	0.32	39%
Maintenance	2.90	40%
Controlled Substance	0.00	0%
HAZMAT	2.60	Less than 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

Incidents of damage in the past month:

- None this past month.

Thank you!

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

In short, it will drive demand in the hospitality sector, which has struggled from the absence of foreign visitors. The only challenge may be to secure capacity in big markets like Toronto, particularly for temperature-controlled freight.

For now, the United States is keeping its land border closed for nonessential travel. But when it does open, U.S. border communities will undoubtedly see the welcome return of Canadians and their penchant for cross-border shopping, in search of deals on everything from milk to shoes.

-From [Freight Waves](#)

NEW TRAILERS

20 new Great Danes 53-foot Dry Van trailers were stickered / logoed and are ready to go into service. These new trailers are the 3V2200 series. Trailers with a V are vented, that includes the 3V1500, 3V1700, and now the 3V2200 series. The 53000 series is also vented.

If you get one of these trailers, make sure to inspect them for any issues and report right away. We cannot have these trailers damaged like others have been. Remember **GOAL – Get Out And Look!** We need to make sure this equipment lasts.

The new Great Danes include disc brakes, improving stopping and distance and reduced maintenance. These trailers represented a part of a \$1.3 million dollar capital improvement by the company to keep our equipment safe, efficient and effective for our customers and drivers.



KWIK TRIP TRUCK WASH

Kwik Trip has opened a tractor-trailer wash in Menomonie, WI at 6107 3M Drive Menomonie, WI 54751. There is a 10% discount available when using one of our Kwik Trip fleet cards.

DIESEL FUEL PRICE RISES

The national average price for a gallon of diesel climbed 2.5 cents to \$3.367, according to Energy Information Administration data released Aug. 2.

Highlights

- The cost increase was the 13th in the past 14 weeks, interrupted only by a 0.2-cent dip July 26.
- This week marked the biggest gain since a 3.1-cent rise to \$3.331 a gallon July 5.
- The price of trucking's main fuel rose in all 10 regions of EIA's survey, with the largest gain being 6.7 cents in California. The West Coast and West Coast less California were the only other regions with increases of more than 5 cents.
- The average price of a gallon of gasoline also increased, by 2.3 cents to \$3.159, which is 98.3 cents per gallon more expensive than a year ago.

-From [Transport Topics](#)

\$202K TOW BILL

The following story highlights why it is so important to dispatch asap if something happens. Once the state patrol is involved, the price can triple!

A Wisconsin motor carrier got a big surprise when one of its tractor-trailers hauling a truckload of cheese had to be pulled from a ditch on I-64 in central Virginia: A \$202,000 removal and towing bill.

"We all fell off our chairs," said Eric Van Handel, the president of Kaukauna, Wis.-based Midwest Carriers, when he saw the bill. He immediately suspected he was being overcharged for a removal and towing that he claimed was pretty routine. He keeps a copy of the Aug. 23, 2020, invoice on his office bulletin board to amuse his visitors.

"They can't believe it," Van Handel told Transport Topics.

Jennifer Wieroniey, executive director of American Trucking Associations' National Accounting & Finance Council, called the invoice a textbook example of an outrageous charge for "just a simple tow." The NAFC is collecting information from its members on predatory towing billing and plans to seek legislation to stop the unscrupulous practice.

An interview with an employee at Bumpass Towing of Bumpass, Va. — the company that handled the job — disputed that it was a simple removal and tow, or that the invoice was too high.

"Where'd you get your information from, because it's wrong," said the employee, who declined to share his identify. "I didn't charge that. They settled on a payment."

The employee said the truck was damaged and that its load had spilled. A report by Goochland County Fire-Rescue did not mention a food spill, but said "approximately 25-50 gallons of diesel fuel had already spilled in

ROADSIDE INSPECTIONS LAST MONTH:

Three bad roadsides

- Violations for personal conveyance and false duty status.
- Overweight
- Glad hand leaking

Majority of violations this month are from the Red River Weigh station in Moorhead, MN. Be extra careful when driving that route.

We had two clean roadsides last month.

Thanks to Greg Crawford and Tim Arneson.

Long Idle Cost Last month:

of Gallons Burned: 2575

Average Fuel Cost: \$3

\$\$ Wasted: \$7725

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

John Esler

Remember there is \$700 in Driver Referral Bonuses!

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

BIRTHDAYS & ANNIVERSARIES

Lisa Klatt – 8/7

Kenneth Eastwood – 8/30

Mario Gonzales – 4 years

Thank You for Being a Part of Our Team!

the ditch line, and there was an active diesel leak from the truck saddle fuel tanks carrying approximately another 165 gallons of fuel.”

Van Handel said Bumpass was called by a police officer at the scene. **“We didn’t have the option,” Van Handel said. “It was called for us.”**

“It was a single-vehicle accident,” Van Handel said. “It was a situation with our driver. The truck had turned over.”

He added, “As far as I remember, all of the freight was still inside the trailer. They basically had to get the truck turned upright. It wasn’t anything out of the ordinary. I would have guessed it would have been a \$20,000 or \$30,000 bill.”

In the end, Midwest, a 48-state refrigerated carrier, got its insurance company involved and negotiated the bill down to about \$90,000, an amount that Van Handel said he still regards as a significant overcharge.

“For what was performed, that was still pretty crazy,” he said. “There are certain states where things are very difficult. Virginia proved to be one of those states.”

“That, unfortunately, is the wild, wild west situation we have here in Virginia,” said Dale Bennett, president of the Virginia Trucking Association. “Companies are called out to perform a tow, and they

present whatever invoices they want to — without any regulation on the price or oversight on the price they charge.”

Bennett added, “The only recourse the vehicle owner has is to go to court.”

The Bumpass employee suggested that it’s common for towing companies to submit invoices that may seem high, but which later are negotiated to a lower amount.

“They didn’t pay \$202,000,” the employee said.

-From [Transport Topics](#)

HAPPY BIRTHDAY TO LISA

Many of our customers talk to her daily. Lisa has been with Terminal Transport for over 33 years and knows every aspect of our business. She is our go to when Brent is out of the office. On behalf of everyone at Terminal Transport we wish her a very Happy Birthday and many more to come!!



JOKE OF THE MONTH

A truck driver was driving along the freeway and noticed a sign that read: Low Bridge Ahead. Before he knows it, the bridge is right in front of him and his truck gets wedged under it. Cars are backed up for miles.

Finally, a police vehicle 🚓 comes up. The cop gets out of his car, walks to the truck driver, puts his hands on his hips and says, "Got stuck, huh?" The truck driver says, "No, I was delivering this bridge and I ran out of fuel."