



Terminal Transport September 2021

A NOTE FROM BRENT

Lately, we have experienced some issues that I want to bring to the attention of our drivers. I first want to thank our drivers for the performance they have given these past several months. We have had to deal with a number of vacations and certainly understand the importance of vacation, time off & home time. However, when you are home for the time off and vacation, it is very important that you contact operations and dispatch for your next assignment after you are off. It is not our obligation to contact you. We may not be able to reach you and if you are on vacation. We do not want to disturb that. So, take a moment and contact dispatch for your next assignment. We can't send to the truck because, in most cases if your truck is shut off so is the satellite and we want to make sure you understand what is required of you when back. Thank you for the help in this matter.

Just another issue when on vacation or extended time off. If the truck is shut off so may be the refrigerator, so make sure everything is out that may spoil. You certainly don't need that surprise or get sick from eating spoiled food.

TRIP PLANNING

Again, we want to encourage drivers to run in the Daylight as much as possible. Also, remember we would like you to have a full ten hours to run during each day. So, it is important to be able to run from 7 AM to 5 PM. If you leave at 8 or 9 at night it is early in the morning before you shut down. Unfortunately, that means that on that day you can not start until later in the afternoon. If you have a delivery to make the following day in the morning, you are now running at night. Not what we want! So, keep in mind that we want you running in the day which means you need to leave in the day. There are many advantages to running during the day which I will not go into because they are obvious. So please remember leave and run in daylight hours as often as possible. We reduce accidents, we improve visibility, we make appointments, and we meet our customers' requirements.

DRIVER OF THE MONTH



Andrew Schoon has just started driving with Terminal Transport after transitioning out of the Air Force. The first truck he drove was a freightliner and he has over 100K career miles. Of those miles, some of the most interesting were various types of highly classified military equipment and personnel. He has numerous awards and decorations throughout his 10 years of military service including the most recent award of Second Air Force Non-Commissioned Officer of the 2nd Quarter 2021.

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CSA SCORES

Category	Measure	Percentile
Unsafe Driving	0.7	4%
Crash Indicator	0.37	77%
Hours of Service	0.58	56%
Maintenance	3.85	55%
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:

- Terminal driver hit another carrier mirror - \$675
- Terminal driver hit fire hydrant. Property and trailer damage - \$TBD by insurance
- Carrier hit Terminal mirror and door damage \$TBD

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

MONTHLY BONUS PROGRAM UPDATE

We have added an incentive category for hitting 11,500 or more miles in the month. Drivers who achieve the 11,500 or more miles will earn an extra \$200. This averages to 2875 miles a week or 575 miles per day running 5 days a week

This does not impact the current monthly safety bonus program. That stays the same. It doesn't change the 5 categories, quarter and yearly bonus drawing. We are incentivizing drivers to stay out longer as we have increase in freight.

Due to hit-and-quit we have delayed the monthly safety bonus payouts. Several former drivers wrecked equipment got paid and then quit. Leaving Terminal footing the bill. That doesn't go over well when Terminal spends huge sums of money on insurance claims and equipment with no way to recoup preventable accident paydowns from the safety bonus. Last year Brent invested over \$1 million in new equipment.

Demerits for Incidents / issues category:

The incidents category includes issues. For example, bad roadsides. When a driver gets pulled over for a roadside inspection and receives violations but no citation, this still counts as a demerit. Because it negatively impacts Terminal's CSA score and driver's record.

Common roadside violations include overweight on axle, hours of service, leaking airlines. We do not reward drivers when they mess up or should have checked for issues at pre / post trip. If a driver has evidence to prove they were not at fault for the violation safety will consider the facts.

Roadsides with zero violations get rewarded with money

Level 1 = \$60

Level 2 = \$40

Level 3 = \$30

Terminals September inspection selection score is optional. This means we are on the pull over list. So do your part to reduce violations and help get us back into the Pass zone.

Updated Moving Mile Per Gallon threshold for model year units are:

2022 8.00 mpg

2020 7.75 mpg

2019 7.5 mpg

2018 7.4 mpg

2017 7.2 mpg

2016 7.00 mpg

2015 6.90 mpg



NEW CUSTOMER LOCATION

C. Cashion Window company has a new location in Oklahoma City. The company address is 9201 Polaris Dr., OKC, OK. Go to 89th turn east go to McLain food service turn right. Go to the last driveway. Marked in red turn right.



Penske OKC at 1201 SE 89th St, Oklahoma City, OK 73149, is the closest landmark to the new window place. From Penske travel 1 block east and then 1 block south. Look for Polaris drive.

If you google the 9201 address it has the details on Loopnet.com. The building can be seen in this photo:



NEW HIDDEN SCALES SITE

There is a new weigh-in-motion scale built into highway 52 between Butler and Wentworth. There are cameras on

light poles to record vehicle information even if a trooper isn't present. If lights flash, they got you on camera.

These types of scales are becoming more prevalent. This is why we need to make sure that loads are legal.

ROADSIDE INSPECTIONS LAST MONTH:

Three bad roadsides

- Overweight on axle
- Didn't scale and didn't move tandems
- Driving over hours of service

MUST SCALE LOADS ADJUST TANDEMS AND STAY WITHIN HOURS OF SERVICE

Watch scale @ Kentucky Morehead on I64 through Rowan

Watch out when going over the WI Superior scale on 2 & 53

We had one clean roadside last month.

Thanks to Ricky Ebanks for the clean roadside with zero violation.

Long Idle Cost Last month:

of Gallons Burned: 2195

Average Fuel Cost: \$3

\$\$ Wasted: \$6585

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

RECENT HIRES

Andrew Schoon

Remember there is \$700 in Driver Referral Bonuses!

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

BIRTHDAYS & ANNIVERSARIES

Trelvin Byrd – 9/6

Ricky Ebanks – 9/19

Tim Arneson – 9/25

Thomas Stone – 9/29

Tim Arneson – 1 year

Greg Crawford – 5 years

Thank You for Being a Part of Our Team!

WRAPPED TRAILERS

We've got two new wrapped trailers – 3V2236 and 3V2238. When picking these trailers up, thoroughly inspect for any damage! Let us know of any feedback. Thank you!



TRAILER DAMAGE

A Terminal driver hit a fire hydrant in Williston, ND causing significant damage to the trailer frame and axle in addition to property damage. Images of the damage can be seen here:

