

# Terminal Transport October 2021

## MORE DRIVERS

Although we have added several more associates, we are still in need of more drivers as our business continues to grow. Our customers have had a substantial increase in their business. To continue to meet their growing demands we are looking to add another 15-20% more power units this year and are looking for personnel to seat those trucks. We will have several trucks open in October with the addition of new trucks and the retirement of several drivers. You are without a doubt are greatest assets in finding additional drivers. Please make yourselves available to those who are interested in knowing more about the company or who may be interested in working here. If you have any suggestions on how we can improve our recruiting efforts, drop Brent a note. Any help is appreciated.

## PROFESSIONALISM

It is important to constantly remind ourselves about our daily performance to eliminate these lapses in judgement.

“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.

## DRIVER OF THE MONTH



**Brad Wittwer** is retiring after driving with Terminal for almost 14 years. His first truck with us was a 2001 Freightliner and he has over 2 million career miles. One of the his most memorable loads was 5 midsized tractors from Atlanta, GA to Winnipeg. It was -30 and the fuel was all gelled, so they had to drag them out of the box with an end loader. One of his special skills is dad jokes such as the following: If you get injured playing hide and seek where do they take you? The I-C-U. Thank you for your years of service, Brad!

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### CSA SCORES

Category	Measure	Percentile
Unsafe Driving	1.16	9%
Crash Indicator	0.37	77%
Hours of Service	0.74	64%
Maintenance	3.90	56%
Controlled Substance	0.00	0%
HAZMAT	2.60	< 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

#### Incidents of damage in the past month:

- Hit Hydrant \$5000+
- Hit light pole \$2500 deductible+
- Rear End on Highway \$2500 deductible+ **+INJURY**
- Lane change – hit car \$2500 deductible+ **+INJURY**

#### Safety Bonus Program

10,500 miles	10,500+ miles	\$200
11,500 miles	11,500+ miles	\$200
Moving MPG	Determined threshold	\$50
Long idle %	Under 20%	\$50
HOS compliance	0 violations	\$50
No citations, accidents, incidents	0 issues	\$50

### IDLING

We are moving into Fall and we see the weather cooling off. What does this mean? Several things, winter is not far away but more importantly, **it is time to shut your trucks off at night to reduce idle!!** We have a number of drivers that are doing that, which improves your MPG dramatically but more importantly it reduces long term wear and tear on the engine. The new engines are not designed to operate at low temperatures and when they do, they carbon up quicker. As they do it, it forces the engines into more re-gens to burn the excess carbon. In that all the carbon is not burned in the filter, the particulate filter will pre-maturely need to be replaced or cleaned, adding to the operational expense of the truck. Now is the time to take advantage of the weather and reduce you idle over the next several months. Another item to remember is at the end of the day let your engine cool down prior to shutting off the truck. This allows the turbo to slow down & cool before shutting off the engine and starving the turbo of oil. Thank you.

### FUELING

We have a number of new driver/associates so I want to remind everyone that our main source of fuel is the Pilot Flying J. They are our low-cost provider. Ignore the retail price on the signs, our prices are determined by the volume we are putting through the stations and are less than shown. Furthermore, I would prefer that you not fuel in Minnesota in that this state has a higher amount of soy diesel in their mix. This is not conducive to the newer engines and can cause premature wear and clogging in the injectors, particularly as we go into winter. Best places to fuel are the Roberts or Fargo locations when going through or by those stations.

Also to note: Speedway will no longer be a part of the One9 Fuel Network based on their acquisition by 7-Eleven. Do not fuel at Speedway.

### RUDE YARD

This is a reminder that when you are leaving the **RUDE** yard in Eagan on the weekends that you shut and lock the gate. I live within a few miles of the yard and drive by frequently. Over the past several weekends I have found the gate open and unlocked! There has been an increase in crime in the area and it is imperative that we have the gate locked and the yard secure. The gate is locked by Rude employees after 10PM on Friday and

not opened until they come in at 11pm on Sunday. During the weekend the gate should be locked. **MAKE SURE YOU ARE LOCKING THE GATE WHEN YOU LEAVE EVEN IF SOMEONE ELSE IS INSIDE – ANYONE THERE SHOULD HAVE THE CODE TO GET OUT! MAKE SURE YOU HAVE THE COMBINATION IN YOUR PHONE!**

## FALL TO WINTER DRIVING

Drivers, as the weather is changing it's time to think about prepping your trucks with the cold weather supplies necessary: boots, gloves, hat, jacket, warm blanket, candle, lighter or matches, and a bottle of DEF. As weather changes, DEF freezes at pump and is unavailable. You can get DEF and Fuel additives from the office starting in early November. Make sure you have both in your truck. Also, the trucker tools needed to unstick brakes etc. such as hammer, mallet, utility multitool, kitty litter.

Each person knows what they need. Make an effort during your next home time to start gathering supplies as there are inventory shortages.

[This article has some additional suggestions for gear you may want in order to be prepared for any emergencies this winter.](#)

## FREEZING/WET SNOW DRIVING

Driver Brad Wittwer provided the following insights:

When winter driving, if you see cars in the ditch – slow down. If you see trucks in the ditch, find a safe place to park.

If roads are wet/icy/snow and you see water spraying off trailer tires road is still decent for driving conditions. As soon as that spray disappears and or the road has a satin finish you are on ice – get off the road

If its above 20 degrees and snowing, keep heat on windshield to melt the snow. If its below 20 deg and snowing, keep heat away from windshield so that snow will bounce off and not stick to your windshield causing it to ice up.

## 53000 SERIES

If you pull the 53000 series trailers, make sure you check for leaks. Also, check the mudflaps. The angle iron that holds the mudflaps are thin. May need to adjust them if dragging. Be extra careful when backing them in.

## ROADSIDE INSPECTIONS

### LAST MONTH:

Three bad roadsides that have not yet been added to our score:

- Overweight citation for not moving tandems coming from International Falls paper load. Violation on the Superior scale in WI on HWY 2 & 53
- Overweight violation from a Richmond, VA load. Didn't move tandems – Violation in Kentucky
- Vehicle maintenance – Glad hand seals leaking. Violation in Mississippi.

### SCALE LOADS

### ADJUST TANDEM

### STAY WITHIN HOURS OF

### SERVICE

Watch scale @ Kentucky Morehead on I64 through Rowan and WI Superior scale on 2 & 53

We had three clean roadsides last month – **Thanks to Tom Stone, Mark Neumeister, and Seth Klatt** for the clean roadsides with zero violations.

### Long Idle Cost Last month:

*# of Gallons Burned: 1681*

*Average Fuel Cost: \$3*

*\$\$ Wasted: \$5043*

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**

Daniel Daml

*Remember there is \$700 in Driver Referral Bonuses!*

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

**BIRTHDAYS & ANNIVERSARIES**

Brad Wittwer – 9/6

Seth Klatt – 9/19

Lewis Lynch – 9/25

Kevin Miller – 7 years

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

**CSA INSPECTION SELECTION SCORE**

Our score is high due to accidents and incidents. We need clean roadsides to lower the score. Expect to be pulled over and inspected at scales. Have pre + post ready to show in logs, permits up to date, etc. so that you and Terminal can pass with zero violations.

**PARKING AT KANSAS SIDING SUPPLY**

Kansas Siding Supply in Great Bend, KS is a Renewal customer. There is no parking on site at Kansas Siding Supply location. Where we can park is same place we have been parking in the past across the street.

That gravel lot is under new ownership. Justin, the new owner, has given Terminal



verbal permission to park there. So long as we do not block his door.

See photos.

**SLACK ADJUSTERS**

When doing pre/post trips, check the slack adjusters on the trailers that have disc brakes 31800 series and 3v1700 series

Here is an example of the auto slacks that have a gauge. Green is good. Red means the auto slacks are out of adjustment and will need to be serviced by a mechanic.

Do not try to adjust auto slacks.

This is common if you try to slide your tandems and the brakes don't hold.

Let dispatch know so we can get the trailers in for service.

