



Terminal Transport January 2022

HAPPY NEW YEAR

I would like to extend to all a very Happy and Healthy New Year wish. As we move into the New Year, we have many more opportunities presenting themselves to us. Many of our customers are experiencing growth and are looking for us to expand the business we are doing with them. Nick has been very busy fielding calls from potential new associates and has been very successful in December filling trucks. I would like to extend a welcome to those new driver/associates who have recently joined the company.

As of the first of the year it appears that all the trucks will be full requiring the company to increase the power units we operate. I am currently in the market now looking for available trucks which seem to be like “hen’s teeth” not much around. We have placed an order with Freightliner for more new trucks in the 3rd quarter of 2022. Freightliner is on allocation due to supply chain issues so we are not sure of the delivery date. We will continue to monitor that progress. Happy New Year & thank you for your efforts in 2021. Have a Safe and Healthy 2022.

CONTROLLING FUEL COST

Fuel is one of our largest expenses, growing larger as the prices have risen. We are performing many items to reduce our fuel consumption. **Controlling speed;** based on a study by the US Department of Energy increasing speed above 50 mph increases fuel consumption by the following: at 55 mph, fuel consumption increases by 7%; at 60 mph fuel consumption increases by 14%; at 70 mph fuel consumption increases by 34%. **Control RPM;** Progressive shifting reduces over revving which increases fuel consumption. We are transitioning more to auto transmissions which reduce over revving. **Consolidating Vendors;** By consolidating vendors we can drive more gallonage to specific locations that improve our price. This is why we look for the drivers to fuel at our specified providers. **Tires;** making sure proper inflation is maintained lowers resistance which reduces fuel consumption. **Controlling purchases;** Controlling where & at what price fuel is purchased goes hand in hand with controlling what is purchased. We look for our fuel

DRIVER CORNER



Tom Stone has been driving for us at Terminal Transport since 2018. He’s been driving since 1989 and has over 3 million career miles. His most interesting hauls were mobile medical trailers, and he liked hauling them. When he’s not driving, he’s out on the farm in Wisconsin. His advice to other drivers is to always maintain safe following distance. Thanks for all the hard work, Tom!

Contents

- DRIVER CORNER 1
- HAPPY NEW YEAR..... 1
- CONTROLLING FUEL COST 1
- CSA SCORES 2
- WINTER..... 2
- INSURANCE COSTS..... 3
- ROADSIDE INSPECTIONS..... 3
- 410290 SERIES 3
- HOUSE KEEPING ISSUES 3
- AZ STEPPING UP COMMERCIAL ENFORCEMENT..... 4
- INDIANA TOLL ROAD LAUNCHING SMART PARKING SYSTEM FOR TRUCKS 4
- RECENT HIRES..... 4
- BIRTHDAYS & ANNIVERSARIES ... 4

CSA SCORES

Category	Measure	Percentile
Unsafe Driving	1.16	9%
Crash Indicator	0.43	83%
Hours of Service	0.74	63%
Maintenance	3.33	47%
Controlled Substance	0.00	0%
HAZMAT	2.66	< 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

Incidents of damage in the past month:

Pick up cut off Terminal Truck resulting in rear end - \$2500 deductible

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
\$600 monthly! \$7200 yearly!!!		

card provider to provide us with data that allows us to measure and therefore manage this element of our business. *“If you can’t measure it, you can’t manage it.”*

WINTER

Well old man winter has arrived! We had a great fall season temperature wise, but in the last 2 weeks the temperatures have been back to normal... **COLD!!!** This will cause problems with the equipment and operations when the trucks are sitting in below freezing temps not running. Again, I want to reiterate the importance of keeping the tanks full of **BLENDED** fuel. Pilot Flying J cold weather locations should have preblended fuel at the pump based on weather conditions. You can run an additive when the temperatures are below zero. We recommend that you run Power Service not Howes. Howes isn’t equal to the quality of Power Service. We have Power Service at the office and if you are stopping by make sure to pick up several bottles. We also have windshield washer fluid courtesy of Splash!

The cold also brings ice, snow, and high winds. Be extra cautious when driving in these treacherous conditions. There have already been countless accidents and road closures due to the conditions. Stay safe!

We have talked about warm clothing in the past, make sure you have warm boots, gloves, hat, maybe a snowmobile suit, a can with sand and a candle to put inside it. You would be amazed at the heat a candle can throw in a very close environment. Sand comes in handy as well if you are picking up a trailer in Perham or International Falls and you are on ice. Be prepared. Another item is the DEF, this freezes at 12 degrees. Make sure you have a gallon in the cab keeping it warm. Watch your DEF meter to make sure it is declining. If it is not, it may be frozen which will begin to cause you more problems. Without DEF going into the exhaust, the sensors will be sensing dirty exhaust and may start throwing codes and de-rating the engine. We understand that the trucks will be running more but let’s do our best to minimize that idle under these circumstances. Another important factor is to make sure the trucks are plugged in over the weekend so the block heaters are keeping the engine blocks warm. If you do not already have a power cord, you can get one from the office.

INSURANCE COSTS

We have renewed our insurance with Sentry again this year and it is about the 5th year with the carrier. Prices were up considerably as they have been nationally. The insurance markets are tightening because we are seeing the verdicts handed down by the courts skyrocketing! 10 years ago, a verdict with a personal injury may have been settled for about 2 million dollars, today the settlements are north of 20 million dollars according to ATRI. In that the insurance companies are basically money changers, as their costs go up so does the premiums billed. In an effort to do our part in lowering costs, we maintain speeds and maintain equipment for any fault in any of the systems. We have been replacing brakes and drums in a number of trailers due to shoes and drums that have been overheated. We are still adding front facing cameras to the trucks as protection for the company and the driver when other vehicles are at fault. Again, we encourage all our drivers to operate as much during daylight hours as possible so that your visibility on the roadway is not limited by what your headlights can illuminate. Slow your speeds when entering or leaving a shipper or consignee and watch for any traffic or obstacles that might be present. On each truck door are the words "Driven Professionally". Think about that every day!

410290 SERIES

The empty weight of this tractor series is 35120. Full of fuel with a trailer, this series can scale no more than 44800.

Make sure you are scaling any loads of 35000 pounds. When in doubt, scale! Better to be safe than sorry!

Terminal pays for scale tickets. We don't pay for overweight tickets. Also, worth noting is that overweight tickets in Minnesota are not just fines, but they are also misdemeanors! Take the time to make sure that you are legal both gross and on your axle weights!

The 4700-pound overweight roadside violation received this month could have been avoided by scaling load and sliding tandems. If the truck is overweight on gross and cannot axle out, you need to notify dispatch so load can be reworked at the shipper.

HOUSE KEEPING ISSUES

We have a number of new drivers that have joined our team, and we look forward to working with you all. However, because of all the new drivers, I want to remind all of certain protocol regarding performance and expectations. First, we have seen a lot of damage to our equipment at customers where we have drop pools. It is extremely important that you inspect the trailer prior to dropping and send a message on the satellite that the trailer is in excellent condition when dropped ready for the next driver to pick up. You should do the same when picking up a trailer at any of these drop locations.

ROADSIDE INSPECTIONS

LAST MONTH:

Two bad roadides:

- 4700 pounds overweight at MN St. Croix scale
- Out of service for flat tire

We had one clean roadside last month. Thanks to Lewis **Lynch** for the clean roadside with zero violations.

Long Idle Cost Last month:

of Gallons Burned: 1769

Average Fuel Cost: \$3

\$\$ Wasted: \$5307

This is over \$100 per driver being wasted! This money could be going in your pocket instead. Find ways to reduce your idle times!

RECENT HIRES

Ivan Beckman
David Corey
Kendale Gamble
Abdirahman Kadir

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

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

**BIRTHDAYS &
ANNIVERSARIES**

Guy Lauer 1/19
David Corey 1/20

Robert Lentsch – 18 years
***Thank You for Being a
Part of Our Team!***

Fueling - currently we use the Flying J as our sole provider of diesel on the road. Our secondary source is the Kwik Trips. When you are planning your trip, make sure you are stopping to fuel at the Flying J's. You should start looking to fuel as the truck is nearing a ¼ tank. This should give you the time you need to get to a Pilot / Flying J. There is no excuse for not fueling at these locations.

As we get into winter, please make sure you are draining your air tanks of moisture when you are in the south and the weather is conducive. Moisture in the tanks goes into the air lines and will cause brakes to freeze and lock up once the trailers are dropping in the frigid temperatures. Keeping the air tanks free of moisture will help eliminate this problem. Also make sure air dryers are working properly and the air filters are changed out this winter. It is especially important to keep automatic transmissions free of moisture. Check you fuel filters to make sure they are clear keeping water out of the system. These small checks can prevent big trouble.

AZ STEPPING UP COMMERCIAL ENFORCEMENT

The Arizona Department of Transportation and the Arizona Department of Public Safety are entering into an agreement to streamline and enhance commercial vehicle enforcement at Arizona's ports-of-entry located at interstate and international borders.

Under this partnership, 89 sworn ADOT officers and 49 non-sworn personnel will be assigned to the DPS Commercial Vehicle Enforcement Task Force on a full-time basis. ADOT says this will enhance officer safety as well as increase efficiency and operational consistency for both agencies.

The sworn ADOT personnel are uniformed officers certified by the Arizona Peace Officer Standards and Training Board. They provide commercial vehicle safety compliance, size and weight enforcement, oversize and overweight permitting and other related enforcement services at ADOT ports-of-entry located near the state lines of California, New Mexico, Utah, and the international border with Mexico.

INDIANA TOLL ROAD LAUNCHING SMART PARKING SYSTEM FOR TRUCKS

ITR Concession Company (ITRCC) is launching a network of smart parking signage for truck drivers who depend on the Indiana Toll Road.

Through a mix of sensors and cameras, the dynamic signs will provide truck drivers an approximate count of the available parking spaces along the roadway, creating a safer and more efficient travel experience.

The dynamic boards detail the number of available parking spaces in the three nearest facilities, allowing for on-the-fly adjustments of trip plans.

https://www.ccidigital.com/technology/article/15286797/indiana-toll-road-adding-truck-parking-information-signs?utm_medium=email&utm_content=01-03-2022&utm_campaign=CM_NL_CCI+Daily&utm_source=CM_NL_CCI+Daily&utm_id=857519dc8f1a61f98c0e3ca5e1b510abfbf8a5ad&oly_enc_id=7576A3196645C7R