

Terminal Transport

February 2022

GIVING THANKS

we are sincerely grateful to our customers and associates who were so supportive of our efforts in 2021. It was due to their support that we had a solid year financially, upgrading our equipment and paying off a significant amount of debt. We have also been able to contribute this year to several wonderful charities that do so much for others. One of the charities is the Stephen Siller Tunnel for Towers Foundation. This Foundation is a non-profit serving military and first responders' families through various programs and initiatives throughout the United States.

Another charity that we were able to support this year was the St. Jude Children's Cancer Hospital. I could not imagine anything more devastating to a family facing something so frightening. St. Jude in Memphis does amazing work and any family accepted there will not receive a bill while their child is undergoing treatment. Their success in these cases have been remarkable and improving all the time. Again, I am grateful for the support that we have received from our customers and associates that have enabled us to share and support others in our communities.

GENERAL HOUSEKEEPING AT DROP LOTS

Please make sure that at any of the drop lots that we use, you are respectful of the property and surroundings. We are guests at these locations. Our trailers are dropped there for your convenience and those of our shippers and receivers. You are not to leave any unwelcome packages or trash on the property. Every day you fuel, there is a trash container close by. So, every day you fuel you can and should be disposing of any trash you have accumulated in the truck.

At the Eagan yard, all trailers are to be dropped on the West side of the lot, **MAKE SURE YOU ARE AWAY FROM THE FENCE!** Power units kept at Eagan are to be plugged in during winter months and you should roll up onto the extension cord so it is not stolen. At Plover, Wisconsin, the same rules apply. If you are at a Penske yard, trucks are to be plugged in and again, Penske locations have a trash container where you can clean out

DRIVER CORNER



Mark Neumeister started driving for us at Terminal Transport in 2016. He's been driving for 8 years and has over 800,000 career miles. His favorite truck was a 550 HP Cat motor 13 speed Peterbilt 379. His most interesting load were steel coils weighing 78000 lbs. When he's not driving, he's playing videogames with his friends online. His advice to other drivers is to get off the road if you're not feeling safe – don't be a statistic. Thanks for your hard work, Mark!

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CSA SCORES

| Category | Measure | Percentile |
|----------------------|---------|--|
| Unsafe Driving | 1.47 | 13% |
| Crash Indicator | 0.35 | 75% |
| Hours of Service | 0.71 | 62% |
| Maintenance | 3.68 | 53% |
| 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:

Terminal truck hit stationary sign - \$TBD

Truck hit pickup at truckstop - \$2500 claim

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!!! | | |

your truck and dispose of the small amounts of trash you may have in the truck. Make sure they are cleaned weekly. I do not want to see these trucks look like landfills.

VACATIONS

I know we are just finishing our 1st month of the year, but we like to know when drivers might be looking to take their vacations. We schedule vacations on a first-come-first-serve basis with any conflicts resolved by seniority. The senior driver gets the preferential time. We do not like to have more than one driver off a week for operational purposes. So please look at your schedules and send your requests in to Michelle as soon as possible. If you have more than a week coming, we would like you to take the 2 weeks. Logistically, we like to get you home once not 2 or 3 times to hit certain dates. Also, when you are on vacation it may be time to schedule your other Doctor and Dentist visits. That is very helpful to get these appointments done when you are already home.

401K's

As we move into February, we are having discussions with DWC who are the plan administrators. These discussions are to finalize the plans provisions such as plan sponsor, eligibility, contributions, vesting, etc. These are the nuts and bolts of the plan. We had a conference call with DWC and went over some items that we need to get into place. One is a Fidelity Bond which we will get this month. This must be active prior to the 1st deposit. We have also reached out to TLC who will become somewhat involved for dispersions.

Eric Samshal from Edward Jones will be contacting any individual that will be participating in the plan. If you have not heard from Eric next week, please give him a call or leave a message with him. His number is 651-224-0367. This should be done sooner rather than later. Again, this is strictly by volunteer only.

Terminal Transport, Inc. will be paying the fee of DWC for their part in the administration of the plan. Any personal fees generated by the individual accounts will not be paid by the company but rather by the individual account. Those should be discussed with Eric.

DETENTION

Although we look to eliminate any delays while loading or unloading, due to COVID, many locations are experiencing a shortage of personal, either to load or unload. It is imperative that you note your in and out times and that you do not prematurely enter your empty call; wait until you are empty! I know this sound silly but many drivers show an arrival call and within minutes an empty call so they can see their next load information. This tells dispatch that you are empty which is giving us the wrong information, and if you are detained, it makes it difficult to dispute when you have done your empty call. If we are in contact with your reload provider, we may be giving them the incorrect information as well. If you are delayed at any location beyond an hour, it is always a good idea to contact dispatch by phone to make operations aware of your situation. More information is always better than none.

WINTER DRIVING TIPS

When shutting down for the night, make sure you are parking the back of the trailer into the wind rather than the front of your truck. This will keep the wind out of the engine. If the truck has a winter front, make sure you are using it.

Run cruise control as much as possible but when coming to bridges, it is best not to have it on. Bridge decks can be icy with black ice, and being in cruise control could cause you to spin out.

When you get into weather above freezing, please drain your air tanks. Moisture builds up in your air tanks due to changing temps and blowing that moisture out keeps it from getting into the air lines in the trailers and freezing up.

When parking for the night, if it's below freezing, set tractor brakes but not the trailer brakes if possible. This will keep the trailer brakes from locking up due to the cold temperature. Make sure you are on flat ground, not on ice, and if at a shipper, that your wheels are chocked.

The image above shows what can happen when you combine icy conditions, speed, and wind; a dangerous blend. Drive with care!

ROADSIDE INSPECTIONS

LAST MONTH:

One bad roadside:

- False log and flat tire

One citation last month:

- Speeding

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

Long Idle Cost Last month:

of Gallons Burned: **2936**

Average Fuel Cost: **\$3**

\$\$ Wasted: \$8808

This is **over \$300 per driver!** This money could be going in your pocket and fleet improvements instead. Find ways to reduce your idle times!



RECENT HIRES

John Griffin
Steven Bobeldyke

**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!**

OIL

If you need oil for your truck between services, you can use your EFS card to purchase oil. Chevron Delo XLE 10W30 should be used in company trucks. Shell T4 10W30 is used by Penske. Penske drivers can stop at fuel islands to have their oil topped off.

DRIVER OF THE YEAR

Tom Stone, last month's driver of the month, won the 2022 Safety Performance Achievement award. He's run 400K miles accident free since starting with Terminal in 2018. He learned how to drive a semi-truck at 14 and started driving CDL in the Marines at 18. Congratulations, Tom! Thank you for your service and your continued dedication to safety and Terminal Transport!



TLC TOP DOG QUIZ

Drivers are entered into this award program after successfully completing a safety quiz that is included in the monthly newsletters, earning a **chance to win \$10,000.**

Monthly quizzes covering safety topics presented in the driver newsletters

If a driver successfully **completes at least one quiz per quarter the driver will receive a \$20 bonus** in their paycheck

Drivers who successfully complete at least one quiz per quarter are entered in the grand prize drawing, where a cash award of \$10,000 is awarded to one driver. Drivers must also be in good standing and accident/injury free to qualify for the grand prize.

The link to this month's quiz can be found here: <https://www.tlchrconnect.com/Quizzes/Quiz/11> or log into your account on www.tlchrconnect.com and click on My TLC> Driver Resources > Top Dog Quizzes.