

Terminal Transport March 2022

DRIVER CORNER



Chris Deptula has been driving for us at Terminal Transport for about 3 years. He’s a carryover from Midwest where he had driven for 18 years. He has over 2.25 million career miles. He started driving in 1994 and has been driving ever since then. He started his career hauling pre-fab homes which are the most interesting loads he’s hauled. His advice to other drivers is to know your equipment and be aware of your surroundings! He enjoys his home time with his family. Thank you for being a dedicated worker, Chris!

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401K’S

As of March 4th, you can begin your contributions to our newly established 401(k) program through Edward Jones.

Eric Samshal from Edward Jones will be contacting any individual that will be participating in the plan. If you have not heard from Eric, it is important to 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.

Funds for investing will be administered through John Hancock Insurance. I believe this is an extremely valuable addition to our benefits program that I hope you will take advantage of. I have been working on having this available for over a year. These funds can defer taxes while growing for your retirement. Retirement can be here before you know it, so I encourage all to take full advantage of what is provided.

DOT AUDIT

As a result of the COVID-19 Pandemic, the FMCSA has seen massive growth in their off-site audits. The audits done in 2021, like the one we received at Terminal Transport, have resulted in 52% conditional ratings. We received a Satisfactory rating, putting us with 39% of other ratings.

The advent of electronic logs has made reviewing logs something that can be automated. This leads to a very intense and in-depth review. Most audits last year received a negative outcome. This is a shift from prior years. These two things don’t seem to be a coincidence. For more information on this [click here](#).



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CSA SCORES

Category	Measure	Percentile
Unsafe Driving	1.85	19%
Crash Indicator	0.35	75%
Hours of Service	0.92	70%
Maintenance	3.61	52%
Controlled Substance	0.00	0%
HAZMAT	2.50	< 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

Incidents of damage in the past month:
Terminal trailer doors hit carrier truck- \$TBD

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!!!		

SOUTH DAKOTA AUTOMATES INSPECTIONS

South Dakota has begun implementing new technologies that allow them to begin inspecting trucks before they even reach a weigh station. Various sensors allow the state to measure weight, tire pressure, and brake temperature. They can also verify vehicle registration, fuel tax, and carrier safety score. Any of these being off can influence their decision to pull your truck into a port of entry. While it can help speed up the process by allowing trucks running legally to keep on trucking, it increases the odds of being pulled in if something is wrong.

For this reason, it is absolutely necessary that you do a pre-trip inspection at the beginning of every trip, every day. South Dakota is not the only state implementing this technology, WI is too. Make sure your permit book and HAZMAT book is up to date and within arm’s reach. Check brakes, lights/reflectors, fluids, air lines, tires, safety equipment accessible (warning triangles, fire extinguisher), and coupling devices. This is not an exhaustive list. Ensure that you are running legal! More information on SD truck monitoring can be found [here](#).

Toughest 20 states for commercial truck traffic enforcement

This map shows the top states when it comes to moving violations’ share of all violations written during roadside inspections nationwide during 2020. It shares some boundaries with the speeding-enforcement spotlight above, though a wider geographical distribution among states that prioritize other types of violations, such as following too close, in an outsize manner. During the July 11-17, 2021, Operation Safe Driver traffic enforcement blitz, these states are good bets for increased roadside stops.



A 14-STATE SPEED TRAP



- Toughest 20 states for speeding enforcement**
- | | |
|---------------------------|--------------------------|
| 1. Indiana – 22.4% | 11. Minnesota – 7% |
| 2. Delaware – 17.1% | 12. Oklahoma – 6.3% |
| 3. West Virginia – 14.2% | 13. Massachusetts – 6.1% |
| 4. Iowa – 12.5% | 14. Nebraska – 5.7% |
| 5. Idaho – 11.9% | 15. Connecticut – 5.6% |
| 6. Illinois – 10.5% | 16. Kentucky – 5.6% |
| 7. South Carolina – 10.4% | 17. Georgia – 5.3% |
| 8. New Mexico – 8.6% | 18. Ohio – 5.3% |
| 9. Arkansas – 7.8% | 19. Vermont – 5.3% |
| 10. Michigan – 7.3% | 20. Tennessee – 4.9% |

OFFICE CONTACTS

We need drivers to do a better job of calling the appropriate person with their questions. Please be respectful of who is on call, we rotate each weekend for a reason. Do not call Lisa if Gary is on call and vice versa.

Office hours are Monday – Thursday 7AM – 5PM CST. Friday hours are 7 AM – 4 PM CST. Do your best to make calls during business hours. This means requests for home time and other non-urgent calls should not be made in the evenings. Emergency calls are an obvious exception.

Gary – Fleet Manager – 7AM-4PM CST he is your primary contact. Call for HOS, driver communication, routes, directions traffic

Lisa – Operations Manager – 8 AM – 5PM CST – She is our customer contact and load planner, finder, appointment maker. **She does not deal with PeopleNet and HOS. Do not call her for help with these.**

Michelle – Billing and Benefits – She deals with medical/dental insurance, vacation time requests, payroll/billing, fuel questions, cash advances

David – Safety – contact with questions regarding accidents, inspections. He is the backup to Rob on PeopleNet

Nick – Recruiting/retention – Contact with general issues regarding job satisfaction and any issues you feel haven't been addressed

Rob – Regional Manager – Contact with questions regarding equipment and PeopleNet Issues

ONE9 FUEL NETWORK

A number of stores that were previously Pilot or Flying J have been converted to One9 locations. The 15 stores affected were not any that Terminal Transport drivers have fueled at, and they all have nearby options that are still in our network. This is a reminder that Terminal Transport drivers are always to fuel at Pilot and Flying J locations. They are our primary provider. Secondary options are Kwik Trip/Star. We get a volume discount as a company so buying fuel elsewhere costs us all more money!

LOG OUT WHEN NOT DRIVING

When you drop a truck in a repair yard, a Penske location, or will not be with the truck and anyone else may move it. **YOU NEED TO LOG OUT OF THE SYSTEM.** Failing to completely log out can screw up your resets and drive time. If you are logged in and the truck moves, the drive time is assigned to you, and it can't be changed. If you aren't logged in, it gets marked unassigned and can be assigned to a mechanic move. **If you do not see the log in screen, you are not logged out.**

ROADSIDE INSPECTIONS

LAST MONTH:

Two bad roadsides:

- 5 individual violations for not having permit book **our largest roadside violation to date – THIS REALLY HURT OUR CSA SCORE.**
- Overweight Citation – did not scale load

We had four clean roadsides last month. Thanks to **Don Johnson (x2), David Rambo Corey, and Andrew Schoon** for the clean roadsides with zero violations. They will all get bonus pay for passing with zero issues. We need more clean roadsides to lower our CSA score and lower the odds we get pulled in for inspections and burn time.

Long Idle Cost Last month:

of Gallons Burned: 2657

Average Fuel Cost: \$4

\$\$ Wasted: \$10,628

This is **over \$350 per driver!** This money could be going in your pocket and fleet improvements instead. Find ways to reduce your idle times!

RECENT HIRES

Terry Waters

Remember there is \$700 in Driver Referral Bonuses!

BIRTHDAYS & ANNIVERSARIES

Mark Neumeister 3/3
Ivan Beckman – 3/9
Colin Decruise – 3/11
Jeff Bach – 3/30

Russ Johnson – 10 years
Mike Ben – 5 years
George Spivey – 5 years

Thank You for Being a Part of Our Team!

GET WELL SOON

Our thoughts are with **Russ Johnson** and **Jeff Bach** as they heal from their surgeries!

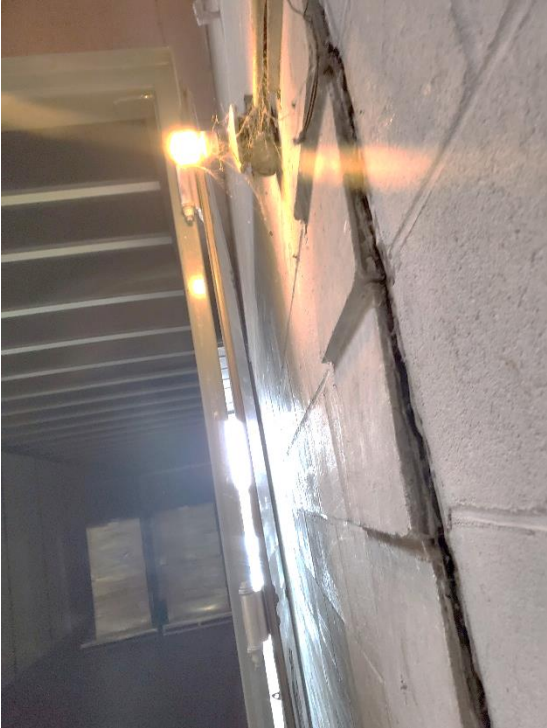
When doors open on a trailer, drivers need to ensure that they are properly secured. We had an issue this month with a door flying open and damaging another carrier’s truck. When doors are latched properly, they should not be able to fly open. The photo here, shows what a properly secured door looks like. On a trailer in the 3V1700 series. Other series should look similar.

TIME MANAGEMENT

We have been running into some issues with the time management of some drivers. As we are pre-planning every day what your next loads will be, it is very important that you deliver on the date and time anticipated and that you are running your full hours each day. Only running 2-4 hours in a day will eventually cause a problem when you are recapping hours. If you can only run 2-4 hours you may as well start a 34 reset. Going forward, look to eliminate the 2-4 hours days. We look for you to run the 8-10 hours per day that you have available.

KUDOS

Ivan Beckman shared a photo with us of a tight squeeze he had to make on an inside dock. Way to go Ivan, keep up the good work! Thank you to all of our drivers for the work you do that goes unrecognized in day-to-day operations. We all appreciate it.



TRAILER DAMAGE

When doing your pre and post trips it is important to spot any damage done to our trailers. A shipper put a hole in one of our trailers and a different carrier took out one of our mirrors. If we don’t note this when it happens, we can’t know when it happened and recover our expenses. Please be thorough when doing your pre and post trip inspections.

