



**DRIVER CORNER**



**Ivan Beckman** started driving in the 1994 and has been driving on and off ever since driving all kinds of makes and models. His advice to other drivers is to stay calm, be patient, and be aware of your surroundings. He is a family man. He is there for his wife and kids and spends his time with the people he loves. They watch movies and go to the park together. Thank you for your hard work, Ivan.

**FLEET BEST PRACTICES**

To improve efficiency and productivity there are a number of Best Practices to use in reviewing our business. I will be listing a few in this edition and save the remainder for our next newsletter.

- 1). Cut down on idle time: It is important to track idle time which can use up to a one gallon of fuel every hour!
- 2). Track speeding occurrences: Speed related accidents cost an estimated \$40 billion each year. Higher speeds also decrease fuel economy – increasing per mile costs. At 65 mph, trucks use 20% more fuel to travel the same distance at 55 mph. Traveling the same distance at 75 mph uses 27% more fuel than at 65 mph.
- 3). Harsh driving behavior: Aggressive driving can lower fuel mileage significantly. Events like harsh cornering, quick starts and heavy braking can cause faster vehicle wear.
- 4). Implementing a safety program: This allows the monitoring of the safe practices which need to be reinforced and reminding everyone of the importance of safety.
- 5). Check on vehicle maintenance: Regular oil and grease intervals will reduce abnormal wear and give technicians a chance to inspect equipment possibly preventing a costly breakdown on the road.

**EXCESSIVE IDLING**

We are coming into the end of the 3<sup>rd</sup> Quarter and the beginning of the 4<sup>th</sup> Quarter. Temperatures start to moderate and the evenings are getting cooler which means we can start to shut the trucks off in the evening and reduce our current idle which in June was about 29% or about 2,100 gallons of fuel or at the June price of about \$5.35/ gallon over \$11,000.00 worth up in smoke - literally! Some of you are wonderful, far under our goal of 20% but some don't seem to be trying. When you are at 60.89%; 55.48%; 51.39% and 50.77% these screams for improvement. Find out where you are from Nick and over the next several months cut these in half.

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**CSA SCORES**

Category	Measure	Percentile
Unsafe Driving	2.04	20%
Crash Indicator	0.30	68%
Hours of Service	0.53	50%
Maintenance	3.44	48%
Controlled Substance	0	0%
HAZMAT	1	< 5 HM placardable vehicle inspections
Driver Fitness	0.00	0%

**Incidents of damage in the past month – 1**

Hit mirror in construction zone

***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
<b>\$600 monthly! \$7200 yearly!!!</b>		

**TRIP PLANNING**

We have recently seen some drivers going out of route or taking more circuitous routing which is adding extra miles and hours to your trips. It is important to take the most expeditious route from the shipper to the consignee. “The closest distance between 2 points is a straight line” so let’s try to stay on the straight line. Examples, from St Louis to Fargo on a straight line, Omaha is nowhere near that! Another example are the loads to Arizona or New Mexico from Minnesota, there is no reason to go through Colorado. There are tolls and mountains on that route which will cause greater fuel consumption. Once you have received your dispatch open up a map or use your hand-held device to look at the most efficient and fastest route. Don’t assume! With \$5.00 per gallon fuel, we do not want to be traveling any extra miles!!! (This was in last month newsletter but is bears repeating).

**SALES**

In the past month we were visited by logistic professionals from PCA in Boise, ID. They appreciate the efforts we are making to improve our volumes from International Falls. We are working hard to maintain those volumes and timely deliveries. The mill has truck volume from International Falls of over 675 truck per month or over 8000 truckloads per year. We are involved in a fraction of the volume and are working to provide more capacity to that mill.

I also recently attended a logistics conference held in Fargo, ND, hosted by United Sugars Corporation. They also appreciate the job that we are doing and again are looking for us to increase our capacity. They have sold their 2022-2023 crop of sugar and now have to determine how to get that crop to their customers. This crop consists of over 66 million hundredweight! This sugar will move via rail, bulk truck, liquid and dry, and dry vans.

We have also received an increase in volume by Renewal by Andersen. The new lanes we have gained are Montana and Wyoming. We have also seen an increase in the volumes to the other dealers we serve in Oklahoma, Missouri and Virginia. Renewal’s business continues to grow and service is critical to these dealers and their customers. The window projects are scheduled months in advance and failure on our part to have the windows to the dealers in a timely manner can be devastating to that client.

The Pandemic has also caused an increase in the pets that people have. With so many people home for a longer period of time, these lonely

people added pets to their lives. Consequently, Tuffy's business has increased dramatically. I have visited these dealers in Arizona and New Mexico. They all say the same thing, business is booming and accelerating.

All our volumes have grown substantially with these customers and others not mentioned. We appreciate the effort you all do to satisfy all our customers' requirements.

## BROKER LOADS

We have to use 3<sup>rd</sup> party Logistics companies to reposition our trucks in the markets that we need to be in or return them to our areas of origin. On all these loads we will have a phone number for you to call to reach the logistics party we are using. In many cases they are requesting that you accept a "Ping" so that they may track your location while you are hauling their freight. This is a reasonable request and you need to accept this tracking while under their load. We find drivers are not calling the broker in a timely fashion or are not accepting their tracking. We ask that you cooperate with this customer accepting these parameters. Your cooperation is appreciated. We also ask that, when empty, you TransFlo this paperwork in immediately less a fine occurs.

## BRAKE CHECK

The Commercial Vehicle Safety Alliance (CVSA) has announced **Aug. 21-27** as the dates for this year's Brake Safety Week. Brake Safety Week is an annual commercial motor vehicle brake-safety inspection, enforcement and education initiative conducted by law enforcement jurisdictions in Canada, Mexico and the U.S. During Brake Safety Week, inspectors will conduct their usual roadside inspections and assess CSA points for both good and bad roadsides.

Brake-related violations comprise the largest percentage of all out-of-service vehicle violations cited during roadside inspections, and according to last year's three-day International Roadcheck data, brake systems and brake adjustment violations accounted for ~39% of all vehicle out-of-service violations, the most of any category of vehicle violations.

- Inspectors will be checking for the following:
- Missing, non-functioning, loose, contaminated or cracked parts on the brake system
- Non-manufactured holes (such as rust holes and holes created by rubbing or friction)
- Broken springs in the spring brake housing section of the parking brake
- Audible air leaks around brake components and lines
- Air system maintains air pressure between 90-100 psi (620-690 kPa).

## ROADSIDE INSPECTIONS

### LAST MONTH:

No bad roadsides!

We had two clean roadsides last month. Thanks to **Jeff Bach** and **Ivan Beckman**.

### One Citation:

Overweight on scale – make sure to scale your loads

### Long Idle Cost Last month:

*# of Gallons Burned: 2143*

*Average Fuel Cost: \$5.70*

*\$\$ Wasted: \$12,215*

This is **over \$400 per driver** – wouldn't you rather have this money as a bonus? Do your best to reduce your idle times.

**RECENT HIRES**

Narrell Lytch

Tamrat Barisso

Mark Kresty

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

**BIRTHDAYS & ANNIVERSARIES**

Lisa Klatt – 7<sup>th</sup>

Kenneth Eastwood – 30<sup>th</sup>

Mario Gonzales – 5 years

Andrew Schoon– 1 year

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

- S-cam flip-over and measure pushrod travel.
- Slack adjusters are the same length (from center of S-cam to center of clevis pin)
- Air chambers on each axle are the same size
- Brake-system warning devices, such as ABS malfunction lamp(s) and low air-pressure warning devices
- Breakaway system is operable on the trailer
- Tractor protection system, including the bleed-back system on the trailer.

**How to check at pre-trip:**

1. Ensure vehicle is on flat ground
2. Visually check all parts of brake system
3. Inspect your airlines for rubbing/chafing/leaking
4. Start the truck - let it build air.
  - a. Normal operating pressure 100-120 pounds.
5. Trailer brake / parking brake on.
6. Listen for leaking air from the wheel area from air chamber.
7. Turn off truck and do a walk around. If it's leaking, you will hear the leak and see a pressure decrease.
8. Turn truck back on.
9. Leak rate test. Depress the brake pedal HOLD for 1 minute to see if the air holds. This is where you listen for leaking.

This link will bring you to a walk-through video showing what to do when checking your brake system.

<https://www.youtube.com/watch?v=DUk7mY-KP-k>

**DEFENSIVE DRIVING**

We had a rollover accident. This can happen when you are inattentive and traveling at night! Make sure that you are driving safely and defensively. Do not drive faster than conditions allow. **Safety is our top priority!**

Luckily the driver walked away from this with no major injuries and no other vehicles were involved. Unfortunately, the tractor, trailer, and cargo were all damaged. This accident will be in the over \$100 thousand in damages.

