



Terminal Transport January 2023

HAPPY NEW YEAR

I would like to take this opportunity to wish everyone a very Happy New Year! I hope it is a safe and healthy one for everyone. As we completed 2022 and move into 2023, I have renewed optimism in our industry and our business. Although disappointed with the elections in the fall, I have hopes that the new Congress will constrain spending and claw back some of the excess spending that has been ripe with fraud, giving the US taxpayers a break this coming year, but hope springs eternal as they say. We, as a company, have worked to improve our goals with several mile stone passed. We have upgraded our equipment with an additional group of new Freightliners which we took delivery of in the beginning of the 4th quarter. These trucks are now on the road performing well. We will have more newer trucks coming in for the 4th quarter of 2023 as well.

We now have front facing cameras in all the trucks and they are paying dividends, reducing accidents and more importantly establishing instant liability, which in turn should lower our exposures. We established an individual 401k program this year for all employees and have had wonderful participation in the program. We are looking to make a matching contribution to that program after closing our year this month. Effective January 1st, 2023 we will be increasing driver wages 5%.

In efforts to reduce our costs further, we have purchased additional Eco stingers for our van trailers. These units have been delivered to our maintenance facility in Plover and they will begin installing them on trailers beginning in January. We look for these to improve our fuel efficiencies by approximately 8%. Any feedback we can get from the driver associates is appreciated.

Our customers continue to aggressively support our opportunities as I have talked to many this past month. We have a significant number of them that would like to offer us more volume and they do not see a slowdown in their business. We will continue to look to increase our capacity in 2023. Again, I would like to thank you all for your efforts this past year and your commitment to our customers and the company. Our customers are very appreciative of the efforts you are putting forth, we hear it every day. Have a Healthy and Safe New Year. Thank you all.

Driver Corner



Joe Spruell was raised in WY but moved to LA at 14. He learned how to drive as a kid on the farm at just 7 years old. He started driving professionally in 2011 and got his CDL as soon as he turned 21 and has been driving ever since. He’s been with Terminal Transport for almost 6 months and we’re glad to have him. When he’s not driving, he likes to ride his motorcycle – 2012 Road glide and spend time with his kids. His advice to other drivers is that you’re the captain of your ship. If you’re not comfortable, shut it down. Thanks for you hard work Joe! We appreciate you.

Contents

- HAPPY NEW YEAR..... 1
- A CHANGE IN LUCK..... 2
- PENSKE SOS 2
- PEOPLETNET SHIPMENTS 2
- CSA SCORES 2
- COMMUNICATION..... 3
- FUELING..... 3
- ROADSIDE INSPECTIONS..... 3
- TLCHR + TOP DOG QUIZ..... 3
- STOPPING BY THE OFFICE..... 4
- RECENT HIRES..... 4
- BIRTHDAYS & ANNIVERSARIES ... 4
- SMITH SYSTEM 4



Find us on the web
www.trmnl.com



1 | Page
2982 Cleveland Ave N
Roseville, MN 55113
(651) 407-6200

CSA SCORES

Category	Measure	Percentile
Unsafe Driving	2.48	23%
Crash Indicator	0.25	60%
Hours of Service	0.49	47%
Maintenance	3.20	43%
Controlled Substance	0.08	10%
HAZMAT	6	< 5 HM placardable vehicle inspections 80%
Driver Fitness	0.00	0%

Incidents of damage in the past month – 4

Collision with passenger vehicle during winter storm - \$10,0000

Our deductible is now higher – more accidents mean less money for bonuses, new equipment and raises. Drive carefully!



A CHANGE IN LUCK

Corbett had some bad luck when his truck broke down on Christmas. He didn't make it home to be with his family. He ended up staying at a casino for the night and his luck changed. He ended up leaving the casino up rather than down. You can't win 'em all, but sometimes you get to make lemon out of lemonade!



Thank you, Corbett, for staying positive!

PENSKE SOS

Drivers in Penske leased units can call Penske SOS for roadside service and they will call someone out to assist you. This can help get you on the road sooner and is a valuable service especially the farther you are from Minnesota. There are 2 things to note regarding use of this service.

1. Call dispatch before calling Penske SOS
2. Do not call Penske SOS for tire issues!



PEOPLENET SHIPMENTS

When filling out your logs, make sure that you have everything you need to avoid a form and manner violation at an inspection.

Some reminders of what is required:

1. Make sure you are showing at least 5 minutes on duty not driving before starting your day with a pre-trip inspection noted.
2. When you are fueling make sure you are showing yourself as on duty and annotate your log to reflect that you are fueling. This can be done by choosing fueling when changing to on duty not driving status.
3. Make sure that the trailer shown on your logs reflects the trailer that you are pulling.
4. Under shipments you should always have 3 things.
 - a. BOL number from the shipper
 - b. Trip number from your load acknowledgement
 - c. Commodity from your BOL i.e., tires
5. When you have a new shipment make sure that you clear all old shipments

The shipment and trailer information can only be entered when you are on duty and is accessible from the log screen. These are not accessible when off duty or driving.

COMMUNICATION

Communication is at the heart of what we do at Terminal Transport. We need all driver associates to make sure that you are communicating with dispatch, operations, and safety.

We aren't on the road with you, so if you don't tell us about issues and plans, we can't know. If you have an issue with a shipper or receiver, trouble with directions, plans to go home, equipment damage, etc., we need to know about these.

If you want or need something – send a message and call. All time off and home time requests should be sent as a message through PeopleNet. Communication makes the world go round.

FUELING

Please remember that Pilot and Flying J are our



fuel providers. Kwik Trip and Kwik Star can also be used as secondary options. Using these providers helps keep our fuel costs down. **One9 locations ARE NOT a part of our network.**

Part of your trip planning needs to include planning where you will stop for fuel. Make sure that it is at an approved location. Don't wait until you're low on fuel to find a place to fill up.

TLCHR CONNECT + TOP DOG QUIZ



Did you know that every month, your co-employer, TLC, sends out a short quiz? Every quarter you complete one of these you get a \$20 bonus. You are also entered into a drawing for \$10,000 if you complete the monthly quizzes and are accident free.

This quiz and other resources like TLC's monthly newsletter and your electronic paystub are all available on <https://www.tlchrconnect.com/>. If you have not already created an account, you will need to do so. You will need your employee ID which can be found on your paper check or by calling and asking Nick.

To find the quiz, navigate to Driver Resources > Top Dog Quizzes. Answers to the quizzes can often be found in the TLC driver newsletter for the same month.



ROADSIDE INSPECTIONS

LAST MONTH:

No roadsides this month

Citations:

No citations this month

Long Idle Cost Last month:

Of Gallons Burned: **2897**

Average Fuel Cost: **\$4.71**

\$ Wasted: \$13,644



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 25%	\$100
HOS compliance	0 violations	\$50
No citations, accidents, incidents	0 issues	\$50
\$650 monthly! \$7800 yearly!!!		

RECENT HIRES

Cory Enger



Nick Greenfield



BIRTHDAYS & ANNIVERSARIES

Shelley Morris 1/5

Guy Lauer 1/19

Robert Lentsch – 20 years!!!

Thank You for Being a Part of Our Team!

STOPPING BY THE OFFICE

If you are traveling through the Twin Cities, stop by the office and say hello. Grab a pop or coffee, some paperwork and supplies for the truck.

SMITH SYSTEM

The Smith System of driving is about reducing collisions, preventing injuries and saving lives.



The Smith 5 Keys employs five basic principles. Each principle is designed to reduce the risks involved in driving by teaching drivers to anticipate dangerous situations. By driving defensively, traffic-related injuries are reduced, even in adverse weather conditions. An important rule in defensive driving is anticipating other drivers' errors, mistakes in judgment and/or carelessness.

The Smith 5 Keys

- **Aim high in steering®** – Avoid collisions by seeing, evaluating and acting upon distant information.
- **Get the big picture®** – Fewer mistakes are made when you have the complete traffic picture.
- **Keep your eyes moving®** – Proper scanning techniques separate safe drivers from people who make costly errors.
- **Leave yourself an out®** – Space isolates you from trouble.
- **Make sure you are seen®** – Obtaining eye contact from those who are unaware helps to prevent traffic conflict.

Keep these things in mind while driving to protect yourself and others.

