

Terminal Transport February 2023

A MESSAGE FROM THE PRESIDENT

Hard to believe we are one month into 2023 already. We have seen the economy slowing a bit with several big tech companies laying off large numbers but our customers have been hanging in there, with some minor re-alignments which often happens at this time of year. We are still looking to fill the remaining trucks we have open. It is important for you to know that you are part of an industry that makes this country run. Your jobs are extremely important to this state and the country. That old expression that “if you have it, a truck brought it” has never been more meaningful. You should be proud of the profession and the job you do. Our customers appreciate the efforts that you put forth and so do I.

It is important to recognize your importance in the economy. You represent yourselves, this company and our customers at every delivery. You only get one chance at a first impression so we should make the most of it. The company has spent a lot of money upgrading the equipment, making it safe and as trouble free as possible.

We want you to make sure that you are healthy so make sure you are getting the proper sleep at night. This is another reason we want you running during the day and sleeping at night, eating properly, and getting the required nutrition daily to keep you healthy and alert. Personal hygiene is important as well for a first impression. David and Nick have gone to great lengths to get company attire that is presentable when you deliver. If you have suggestions, let them know. Make sure you have clean and proper attire on when you are meeting our customers. The equipment should be washed periodically and we have accounts at the Blue Beacon for accomplishing this. Nick is always looking for feedback from our drivers, so don't hesitate to share any ideas you might have with him.

Let's strive this year to make those first impressions memorable. Show respect for your fellow drivers and the motoring public. We all like to get compliments and David would like to be sending out those weekly! Be safe and thank you for all you do.

Driver Corner



David Martinez got started on the path of trucking with a class B license driving bus. He transitioned to Class A in 2021 and has been driving truck since then. He has only been with Terminal Transport since fall of 2022, but he's been very reliable and a strong addition to the team since joining. When he's not driving, he likes to be on his boat fishing and tubing, riding his motorcycle and 4-wheeler. He wrestled in high school and college and still knows a couple moves. He coached his three nephews to podium finishes recently. His advice to other drivers is to communicate. Don't try to be a super-trucker. When in doubt, ask! Thanks for you hard work David! We appreciate you.

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CSA SCORES

Category	Measure	Percentile
Unsafe Driving	2.38	33%
Crash Indicator	0.20	32%
Hours of Service	0.66	56%
Maintenance	2.93	39%
Controlled Substance	0.09	10%
HAZMAT	7.20	< 5 HM placardable vehicle inspections 80%
Driver Fitness	0.00	0%

Incidents of damage in the past month

Backing into fuel storage tank - \$5000 property damage



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

FORWARD FACING CAMERA MONITORING

All Terminal Transport trucks are equipped with forward-facing dash cameras to protect you and the company. Already, these cameras have been used to clear Terminal Transport of liability by showing our drivers were not at fault during several accidents.

Another feature offered by the cameras is safety event monitoring. Using the trucks sensors, the unit alerts both the driver and safety of unsafe driving events such as unsafe following distance, collision mitigation, hard braking, sudden stop, hard turns, and more.

When an event is detected, the unit will beep to alert the driver. In addition, a 20 second video clip is sent to safety showing the 10 seconds before and after each trigger. As you may have noticed, Safety is reviewing this footage as it comes in. David evaluates and contacts drivers for any appropriate coaching.

Safety is a top priority. The cameras help us to identify unsafe driving and bad habits and correct them before they escalate to accidents. Our new \$12,500 per accident insurance deductible means that every accident is 5x more expensive.

The most common trigger is headway monitoring which is triggered if you are within 1.5 traveling seconds of the vehicle in front of you for more than 10 consecutive seconds. This means the distance between you and the vehicle in front of you is covered in 1.5 seconds at your current speed. **At 66 mph this is approximately 150 feet.** This behavior increases the risk of rear end accidents.

1.5 seconds is barely enough time to react and certainly NOT a safe following distance. **You should be maintaining at least a 4 second following distance.** This alert will not be triggered under 45 mph. This eliminates alerts in stop and go traffic.

Our current cameras are good, but we are preparing to upgrade to better cameras that will enable artificial intelligence to monitor safe driving more effectively across all makes and models. An added benefit of these cameras is that they don't just alert us of unsafe driving. **They also record safe driving events** so that you can be recognized for all the good habits that you do already have. We will be exploring possibilities of a points system to reward drivers for the good driving behaviors that they show. **What kind of rewards would you want?** Let Nick know. If you tell him that you read the newsletter, you'll also be entered for a drawing for a fifty-dollar gift card. Keep a look out for this and keep driving defensively!

FUELING

Please remember that Pilot and Flying J



are our fuel providers. Kwik Trip and Kwik Star can also be used. Kwik Trip has better cold weather fuel at this time. 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.

FACEBOOK GROUP FOR TERMINAL DRIVERS



We started a Facebook group for Terminal Transport drivers to connect and share knowledge and ideas. This could be a good place to share information about a customer, ask a question, provide advice, or share a joke. Many of our drivers don't get the opportunity to meet one and other, but this may serve as a sort of digital lounge.

The group will be whatever you want it to be – use it how you please.

If you want to join the group, click the link below and request to join.

<https://www.facebook.com/groups/terminaltransportdrivers>

COMPANY POLICY CLARIFICATIONS

A letter was sent out to all drivers last week via Tenstreet clarifying company policies. These primarily focus on personal conveyance and hours of service use. Most of the policies are refreshers on existing policy, but there are two things that are new.

1. If you are going to use PC, you must both clearly annotate your log as well as **send a message to the office explaining your use.**
2. You can take your 30-minute break any time after 3 hours of drive time, but it must be taken before 8 hours of drive time



ROADSIDE INSPECTIONS

LAST MONTH:

- 4 bad roadsides
- 1 flat tire
- 2 ABS trailer lights
- 1 overweight on tandems

1 good roadside

- Seth Klatt

Citations:

Terminal driver ran red light in Waterloo, IA

Long Idle Cost Last month:

Of Gallons Burned: **2858**

Average Fuel Cost: **\$4.57**

\$ Wasted: \$13,061



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 annually!!!		

RECENT HIRES

Katelyn Sheridan

Rob Hazen

BIRTHDAYS

Sheila Miles – 2/2

Russ Johnson – 2/23

ANNIVERSARIES

Sheila Miles 5 years!

Corbett Charpentier – 9 years!!

Seth Klatt – 38 years!!!

Thank You for Being a Part of Our Team!



HEALTH AND WELLNESS

Keeping your body fueled on long hauls is important to make sure you have the energy, strength, and focus necessary to safely keep going mile after mile. This task can sometimes be easier said than done for truckers out on the road; however, by implementing a few simple strategies, you can make this task a bit easier. Here are five strategies for staying fueled on long hauls:

1. **Plan meals ahead of time** - A meal plan in place before you hit the road is key to keeping up your energy levels and preventing unhealthy snacking when hunger strikes. This might mean mapping out a route and making a plan to eat at a specific place, or it might mean having some great in-cab recipes ready to go with ingredients on hand. Make sure you're consuming nutritious foods like fruits, vegetables, and lean proteins that will sustain your body throughout long trips.
2. **Hydrate Often** - Staying hydrated is essential for truckers who are out on the roads for long periods of time. Avoid sugary drinks and opt instead for water or coconut water which will help keep your body functioning optimally and prevent fatigue from setting in too quickly.
3. **Have healthy snacks handy at all times** - Having healthy snacks available during your trip can help curb cravings and provide quick boosts of energy when needed – think nuts, trail mix, protein bars, or other nutrient-rich options that will keep you feeling energized throughout the entire journey.
4. **Go easy on caffeine** - While caffeine may give you an immediate energy boost, overconsumption can lead to dehydration, headaches, and eventually fatigue – try limiting yourself to one appropriately sized cup per day.
5. **Get some fresh air every now & then** - Taking short breaks throughout your drive not only prevents exhaustion but also helps clear your head so you're better able to focus as you continue traveling down the road. Whenever possible, get out of your cab and take a few minutes to breathe some fresh air – it will do wonders for both your physical and mental well-being!

WHY CAN'T TRUCK DRIVERS EVER FULLY RETIRE?



BECAUSE THEY CAN ONLY SEMI-RETIRE

By implementing these five strategies into your daily life on the road, maintaining a steady level of energy should be easy no matter how long or far away from home you are traveling.

Health & Wellness



-From Truck Drivers USA

<https://truckdriversus.com/5-strategies-to-stay-fueled-on-long-hauls/>