



Driver Corner



ROADBLITZ RECAP

As we start the second half of our Fiscal year, we need to pay closer attention to our Safer scores. These scores are determined by the inspections that our equipment receives at the state scales. Over the past several weeks we have had 7 inspections that have shown no violations, which is excellent, and I would like to thank those drivers (Zayd Mohamed, Kevin Cook, Ralph Benecewicz, Seth Klatt, Mark Neumeister, Katelyn Sheridan, and Jeff Bach) for their efforts. All these drivers received a bonus for their clean inspections.

However, we have had several issues in the past several months that will cause our scores to increase. These incidents, either positive or negative, impact our scores. These scores are like diesel fuel prices, quick to move up and slow to move down!

Several of these categories look critical, but the smallest violation will drive these scores up. An example being, if you are not wearing your seat belt, this will give us a violation of "unsafe driving". Is this unsafe driving? According to the DOT it is and can cause our scores to elevate to a height that will then mandate that the scales inspect all our equipment. Once you are on the scale, the inspectors are free to inspect anything and everything. A new truck, trailer and driver have over 5000 combinations that can be inspected so most likely if they want to find something, the inspector can. The best remedy is to avoid this situation, so do what you're supposed to do on your pre-trips and look for any defects that may negatively impact this score. Protect your CDL and the company safety score by doing your pre and post trip inspections.

Another category is "Controlled Substances". Many states are passing laws to allow various controlled substances to become legal. These are state passed laws and are not Federal. Using a controlled substance violates Federal Laws and is therefore illegal for OTR Drivers. Any use will result in immediate termination. These violations are of a serious nature and will stay on our Safer score for over a year. If you have questions about any of the categories, please give David a call to discuss. We would much rather discuss these categories internally with you than with an inspector on a scale. Thank you for your cooperation.

Katelyn Sheridan is this month's featured driver. She is from Louisiana. She has been driving since 2021 and has been with Terminal Transport for almost 6 months! When not driving, Katelyn enjoys trail riding on horses. Her advice to other drivers is to always plan ahead. Trip plan and know where you're going. Safety is number one and trip planning is critical too. Thank you for all the good work you've done so far! Keep it up!

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CSA SCORES

Category	Measure	Percentile
Unsafe Driving	2.50 	35%
Crash Indicator	0.28 	47%
Hours of Service	0.57 	51%
Maintenance	3.72 	50%
Controlled Substance	0.06	7%
HAZMAT	8.00	< 5 HM placardable vehicle inspections 80%
Driver Fitness	0.00	0%

Incidents of damage in the past month

Deer Strike - \$2500

Tractor hit parked tractor trailer - \$10K+

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

TRIP PLANNING

We have seen an uptick in late deliveries. Sometimes these can be explained by unforeseeable events, but many other times they are a result of poor trip planning. As with our safety scores, the freight we get is affected by our on-time percentage. Our customers track this and determine what loads are assigned based off it. If you are ever going to be late, it is important that you notify dispatch so that the message can be relayed to the customer.

Trip planning is critical to getting our loads to our customers on time and in a safe manner. Having a consistent trip planning routine that you do each day ensures your success. Review your plan after the day is done to see where things went wrong so that you can incorporate the changes in the future. If you always plan for fueling to take 15 minutes but it takes 45 then you will consistently be off.

1. Plan your route – figure out where you’re going. Is it a same day pick up and delivery or is it a multiday route. Once you know where you are and where you’re going, you can plan your route. Make sure you’re looking ahead to any road closures, construction, low bridges, and high traffic areas. Consider the time of day you’ll be in each area and the traffic conditions that accompany that time and location. Can you leave an hour earlier to avoid rush hour? Can you avoid a major city while minimizing out of route miles? Plan your start and route times to maximize your driving time.
2. Determine how many miles you can drive – A good rule of thumb is 50 miles in one hour. That means 10 hours should allow you to cover approximately 500 miles. This will of course be impacted by your available hours.
3. Know where your Hours-of-service stand – review your 11-, 14-, and 70-hour clocks. You are limited to the lowest of these. A fresh 11 doesn’t matter if you only have 5 hours on your 70-hour cycle. Give yourself plenty of leeway so that you don’t violate your HOS. Hope for the best-case scenario, but plan for the worst. Timelines that are too tight can set you up for failure, increasing stress and frustration leading

to a mistake like an accident.

Make sure you take delivery and pick up times into account. Just because it’s open receiving doesn’t mean you should wait until the last minute to deliver. Your next load may have an appointment time for the pickup. Make sure you are always looking at the next step.

If you’re running recaps, a 4-hour day now means in a week you’ll only have four hours left. This can make dispatch and trip completion challenging.

4. Check the weather – Do this throughout the day looking ahead to where you’re traveling. Knowing there

RECENT HIRES

Geri Cammisa
 Rick Lindstrom
 Carlando Jones
 Mike Brucker
 Justin Bantz
 Vasily Vlasyuk

BIRTHDAYS

Ben Mike – 12th
 Mike Brucker – 14th
 Darrien Mayfield – 20th
 Babette Seidel – 21st

**ANNIVERSARIES**

Joe Spruell – 1 year!

***Thank you for being a
 part of our team!***

are high winds or heavy rains can allow you to make a safe plan. Can you start a little earlier or later to avoid the weather or take an alternate route that avoids the storm?

5. Plan your breaks and fuel stops. You're required to take a 30-minute break if you're going to drive more than 8 hours. You'll also need fuel. Try to combine these two activities so you don't need to make multiple stops. Time spent fueling can count toward your thirty-minute break but don't block a fuel island to do so. Know what in network truck stops are on your route. (Pilot Flying J or Kwik Trip/Star) Knowing which stops are busier can allow you to make an alternative choice so as not to waste your time.

6. Plan your stopping point for the day – truck stops can fill up early. Make a note of several possibilities and don't get to the first one as your clock is running out!

You can use apps such as [Trucker Path](#) and [Trucker Tools](#) to help find truck stops, weigh stations, fuel stops and parking spots. An app for weather, road, and traffic conditions is another invaluable tool. A trip planning worksheet can be provided to you just ask Nick.

Your dispatch should be your number one resource. If you are struggling with trip planning, call us. You can also reference the [online driver resource](#) for notes from your fellow drivers

The more consistently you commit to trip planning, the better your results will be. A solid trip plan helps you to maximize your time. We all know that time is money, so by maximizing your time, you are also maximizing your earning potential.

EQUIPMENT

We have now picked up most of the trailers we have purchased in Bolingbrook, IL. These trailers are 2017 Great Danes and have been numbered differently from the other 2017 trailers we operate so you will

notice a different number on these trailers. The 2017 Stoughton trailers have Super Singles on the trailer and are numbered 3v17__ These additional 2017 trailers are Great Danes and are on duals. We will no longer be buying trailers or tractors with Super Singles. These Great Danes are vented with Dual tires so as not to confuse people they are numbered 317V__. This number system helps you and dispatch know that if you have a trailer tire problem, what tire they need to find. We are inspecting the trailers in the cities and replacing tires as needed. The DOTs are being done at Dickinson Repair to have them DOT certified with MN stamps. Stenciling is still to be done at Plover when the trailers move through there. Please bring any issues you find with these trailers to the attention of dispatch.

DEER STRIKES

According to State Farm, 1.9 million collisions between deer and vehicles occurred in the US from July 2021 to June 2022. The collisions can be deadly to motorists, particularly motorcyclists and 4 wheelers. They can also have a significant impact on tractor trailers like the ones we operate. A deer may not total a semi, but it can cause damage to the hood, body and grille which can lead to downtime on average of two days for the sometimes-extensive repairs. This can cause \$10-12K in repairs.

External damage isn't the only thing at risk. Internal components such as transmission cooler lines can be damaged destroying the power train. The collision mitigation system many of our units are equipped with can be damaged as well and these are also costly repairs. If the deer carcass goes under the vehicle, undercarriage damage can occur.

We equip our trucks with grill guards to mitigate some of the possible damage, but they can't stop all of it. It's important to stay alert and do your best to avoid any wildlife by looking ahead and being aware of areas with high deer activity especially at dawn and dusk when animals are on the move more. Pennsylvania and West Virginia are two of the worst states for deer impact frequency.

Have a plan ahead of impact. You should never steer into a ditch to avoid impact with an animal. A rolled truck will be significantly more damage than a deer strike.

Stay safe out there.

MINNESOTA TRUCKING FAST FACTS

- Minnesota has 63,910 trucking companies employing 140,550 people. That's 1 in 17 in the state.
- 96.5% of manufactured tonnage is transported by trucks in Minnesota 208,200 tons daily.
- The large truck fatal crash rate has dropped 68% in the last 45 years.
- The average 5 axle tractor trailer paid \$6,333 to the state and \$10,556 to the federal government in user fees and taxes as of January 2023. (We operate 35 trucks.
- The trucking industry in Minnesota paid approximately \$639 million in federal and state roadway taxes.
- 48% of Minnesota commercial trucks are now powered by the newest-generation, near-zero emissions diesel technology.

ROADSIDE INSPECTIONS

LAST MONTH:


3 bad roadsides – 1 violation
 Speeding
 OOS Flat drive tire
 No seatbelt
 2x Company Policy Violation

1 Citation for Speeding
 7 good roadsides last month thanks to:


Zayd Mohamed
 Kevin Cook
 Ralph Benecewicz
 Seth Klatt
 Mark Neumeister
 Katelyn Sheridan
 Jeff Bach

As of April a bad roadside will forfeit your bonus for the month it occurs in. This means that getting a violation could cost you \$650.

Long Idle Cost Month

Of Gallons Burned: **1927** 

Average Fuel Cost: **\$3.92** 

\$ Wasted: \$7553.84 

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 every month!		