

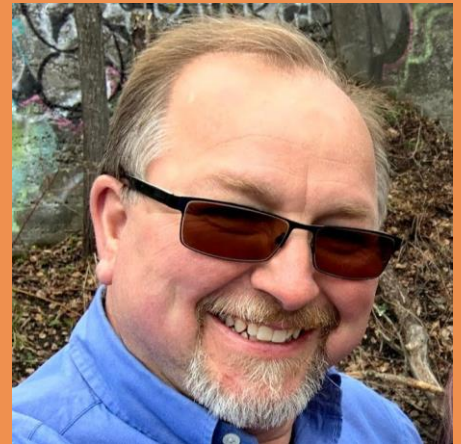
Terminal Transport November 2023

YEAR IN REVIEW

We will be renewing our Liability Insurance this month at the end of November. These premiums have a significant impact on our Annual Profitability. This year we should see a significant reduction in our collision coverages. The value of the equipment has been significantly reduced by market trends. We estimate the total value of the equipment that we insure may have dropped by as much as \$1,000,000.00. We have seen a tremendous reduction in the value of equipment this past year due to the market and economic conditions present in our industry. There have been several carriers that have closed due to falling prices and rising inflationary costs. We trimmed equipment back significantly, cancelling several truck orders. The only purchase we made this year was of 10 used trailers in April and 3 new trucks that were delivered in the later part of the year. Auctions are plentiful and if we need equipment later this year or next, we will be at the auctions. Pricing is extremely competitive, and we need all our drivers to look for ways to reduce costs. Take the more direct routes, reduce excessive idling, drive with care, and operate safely. We appreciate the efforts of all.



Driver Corner







Justin Bantz is this month's featured driver. He's from Lakeville, MN. He got his CDL in 1997 and has been driving since then. He's been an Owner Operator with Terminal since May of this year. He's a great runner. When he's not driving, he likes to run motorcycles, travel, and do yard. He's been married for 28 years and has 2 lovely children one of whom just got married. His words of wisdom are, "You're a professional driver – act like it!" We're glad to have you on Justin!

Contents

- YEAR IN REVIEW.....1
- Fuel Purchasing:.....2
- CSA SCORES.....2
- WINTERIZING2
- PARKING IN EAGAN3
- TRUCK CLEANLINESS.....3
- ROADSIDE INSPECTIONS.....3
- TOP DRIVERS.....4
- RECENT HIRES4
- BIRTHDAYS.....4
- ANNIVERSARIES4
- RUNNING RECAPS.....4

CSA SCORES

Category	Percentile
Unsafe Driving	69%
Crash Indicator	16% 
Hours of Service	63% 
Maintenance	46% 
Controlled Substance	21% 
HAZMAT	< 5 HM placardable vehicle inspections
Driver Fitness	0%

Note: Unsafe Driving is at the intervention level.

Incidents last month

One Non-preventable collision: A car lost control on rain covered roads and spun out and struck our tractor.

Fuel Purchasing:

Nick has begun to send out fuel prices in the upper Midwest to appraise you of the lowest costs in our fuel Network. We are currently using Loves as our main fuel provider. We find that Loves is competitive with the Pilot / Flying J but offers more services such as maintenance and truck washing at one location. Not all their stations have these services, but we have been informed that these additional services will be added soon. It is important that you fuel within this network to maintain our commitment to the gallonage that improves our discount. You should be fueling at these stations anytime you are below ½ tank. We had a driver almost run out of fuel while looking for a Loves station. Nick has been sending prices out in the states of Illinois, Iowa, Wisconsin, Missouri, North and South Dakota and they can vary significantly from one station to the next depending on competition in the area. So, if you see a station that is consistently lower on prices on Nick’s list, please stop for fuel if at or below ½ a tank. Thank you.



WINTERIZING

With winter approaching, fuel providers have started to transition from biodiesel and summer blends to additive blends for low temperatures. Diesel contains paraffins which means that at low temperatures the wax separates from the fuel crystallizing and growing to coat the fuel filter eventually leading to engine starvation and stalling. The additives help prevent this build up on a chemical level.

From Texas to Minnesota, and everywhere in-between, every Love’s store is included in the Cold Weather Program to provide peace of mind, flexibility and the quality assurance that comes with every gallon of Love’s diesel fuel. You don’t need to worry about refueling with “northern fuel” so long as you fuel at our approved fuel provider.

Winter also means some special considerations need to be taken when dealing with DEF. Def can expand by 7% when frozen. We want you to keep your tanks close too full whenever possible to prevent freezing, but not so full that if they freeze, they present another issue. This is especially relevant if the truck will be sitting.

Boxed DEF should be kept in the cab, not the side box. I’ve seen the mess a frozen container can make, and you don’t want to be dealing with that. The trucks should all have heater units to thaw def. If DEF is frozen DO NOT try to add anything to it to melt it. That will create its own set of issues.

We have DEF, Diesel Fuel Additive – to prevent gelling, Diesel 911 (only to be used if fuel is already gelled – not a preventative product), and windshield washer fluid in the office. Feel free to grab some when you swing by. Other driver resources have also been relocated. Check out the freebies and promotional materials from some of our partners next time you stop in.

PARKING IN EAGAN

We have been contacted by Rude Transportation regarding our lot agreement there. We need to be sure to only park trailers on the west side of the building. Park the trailers neatly and orderly to maximize our space. Tractors and personal vehicles are to be parked in the Northeast side. As always be sure that any trash ends up in either the dumpster on site or a trash can at a truck stop and NOT in the yard at Rude.

With snow coming sooner than later, we need to be sure we utilize our space as best we can.

TRUCK CLEANLINESS

In the past several years the company has spent millions of dollars on new equipment. In fact, we have 3 new trucks that have been delivered this quarter. In recent months, we have observed as trucks are vacated, they are pig styes, there is no other word for it. This is the environment you spend 24 hours in. You fuel every other day and I have observed that every truck stop has trash cans that would enable you to freely dispose of your trash in. **PLEASE DO SO!**

Additionally, you can get your unit washed at Blue Beacon locations once each month. Just give them your truck number. Please be aware though that the following locations are 9, 19 and 29% more expensive. Plan to get a wash at a location not on this list.

ROADSIDE INSPECTIONS

LAST MONTH:

1 clean roadside (LEVEL III)

Thanks to:

David Martinez

Building good habits takes time. Making yourself accountable for not following the process. Once you change behavior you develop and reinforce good habits. This is how we become better at anything, not just driving.

Long Idle Cost Month

Of Gallons Burned: 1530 

Average Fuel Cost: \$4.51 

\$ Wasted: \$6900.30 

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!		

Higher Price Locations

The following Blue Beacons charge more than other Blue Beacons due to higher investment, construction, and/or operating costs.

Approximately 9% Higher			Approximately 19% Higher	Approximately 29% Higher
Colorado Commerce City	Louisiana Hammond	Pennsylvania Bentleyville Breezewood Carlisle Harborcreek	California Barstow Corning Flag City Los Angeles Wheeler Ridge	North Dakota Minot
Florida Dade City Ft. Pierce	Maryland Elkton	Texas Odessa	North Dakota Fargo	
Georgia Atlanta Atlanta West	Michigan Dexter	Virginia Fredericksburg Ruther Glen	Oregon Portland	
Illinois Bloomington	New Jersey Bordentown	Wisconsin Portage		
	New York Kirkwood Montgomery			

RECENT HIRES

Bill Ziegler

BIRTHDAYS

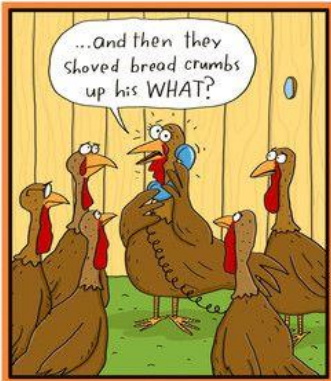
Don Johnson – 1st



ANNIVERSARIES

No November hires

Thank you for being a part of our team!



Tom's family receives the horrible news.

TOP DRIVERS

The following shows the top drivers by bonus category. Where do you fall on this list?

Vehicle	Dispatch Miles
2303	18166
410293	12732
2301	12196
2307	11853
2305	11512
410296	11413
373236	11246
2202	11167
2208	10860
2200	10573
1905	10320
410294	10283
338748	10233
1913	10225
373235	10031
2206	9703
2204	9519
341100	9196
204	9174
338062	8754
1911	8225
2212	8032
341098	7573
1909	7244
188	6490

Vehicle	Moving MPG
2206	8.29
1909	8.26
2303	8.25
2204	8.21
341100	8.21
2305	8.16
2208	8.15
2200	8.1
1905	8.08
204	8.07
2212	7.88
188	7.83
1913	7.8
2301	7.77
373236	7.76
410294	7.75
2202	7.68
373235	7.65
2307	7.64
1911	7.6
338062	7.58
410296	7.52
338748	7.51
341098	7.04
410293	7

Vehicle	Long Idle %
2212	0.50%
2208	3.40%
341100	4.23%
2301	4.72%
2206	5.12%
2305	5.50%
1913	5.95%
2307	6.04%
1905	6.09%
341098	6.63%
2303	6.91%
2200	12.06%
1911	16.39%
2204	16.76%
188	16.82%
1909	17.93%
410294	20.22%
373236	23.80%
2202	31.17%
204	39.49%
410296	49.59%
338748	50.49%
410293	52.97%
373235	57.79%
338062	57.85%

RUNNING RECAPS

The Rolling Clock: A key concept to understand is the "rolling clock." This means that each day, the hours you worked or drove during the previous 7 days are added to your current day's totals. As you continue to work, the hours from the past days drop off, and the current day's hours are added. This creates a rolling cycle of hours that you have available for driving and on-duty activities. Recap hours are the hours you have available to drive for a given day based on your rolling clock.

PeopleNet reports this to you to help you stay compliant. If you have any questions, contact the office.

