

Terminal Transport March 2024

FROM THE DESK OF THE PRESIDENT

It is never too early to start thinking about the next National election. The current administration has recently announced that it is cancelling more student debt. This administration has been told by Congress and the Supreme Court it does not have the authority to “cancel this debt”. Understand, this administration cannot cancel the debt of 150,000 plus previous college students, it merely transfers the debt to people paying taxes, like you. You, your children, and grandchildren, will pay more taxes in the future as this administration continues to increase the debt of our country. These giveaways are draining our country’s resources. Trillions of dollars spent in Afghanistan, billions sent to Ukraine, and millions of illegals entering this country who will be supported by more tax dollars. Make sure you are voting and remember these actions and who supported them when you go to vote this fall.

WEATHER CONCERNS

As we move into March, we will be looking at Winter in our rear-view mirrors, but it will not quite be over. March storms can be the worst as temperatures moderate and winds pick up. I sincerely appreciate the effort everyone has made to avoid accidents but let us not let our guard down. We may no longer see the frigid temperatures that happen in January and February, but weather will not be friendly in March, so please stay diligent. Thunderstorms and hail can be a real threat in the Mid-South regions. High winds in the West will begin as the air heats up and the land is still cool. These cross winds can be strong enough to tip over a truck. Remember as well, you cannot outrun the wind. In these conditions, slowing creates drag, which is your friend while speed creates lift, which will be disastrous! Snow and freezing rain will be in the picture in the Midwest. Be prepared, diligent and be proactive.

INSURANCE FACTS

Insurance liability costs are among the biggest expenses and challenges fleets face. The average cost of a crash — which causes property damage, injury, and/or death — exceeds \$100,000 and nuclear verdicts are driving up insurance liability costs. Nuclear verdicts in the trucking industry have risen drastically over the last decade, with the average jury

Driver Corner



Greg Stilson is this month’s featured driver. He lives in Casper, WY but he was born and raised in Detroit, MI! He’s been driving truck for just about 40 years but joined Terminal Transport last month. He’s received multiple safe driving awards (2016 and 2020) and perfect attendance for 8 years! He likes to push himself. When he isn’t driving, he likes to fish and hunt. He does woodworking and works on his cars. His advice to other drivers is have some patience and take your time. We’re glad to have you, Greg! Keep up the good work.

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CSA SCORES

As of 3/7/2024

Category	Percentile
Unsafe Driving	54% ↓
Crash Indicator	None in the past year N/A
Hours of Service	44% ↓
Maintenance	41% ↓
Controlled Substance	19%
HAZMAT	< 5 HM placardable vehicle inspections
Driver Fitness	0%

Incidents last month

We have had a number of incidents of damage that we believe happened at shippers/receivers. However, the drivers did not inspect trailers until down the road. This makes it nearly impossible to get reimbursement for the damage leading to costly repairs at our expense. **Please inspect every trailer, every time you swap.**

verdict against trucking firms increasing from \$2.6 million to \$17 million between 2012 and 2019. Insurance premiums per mile have increased over 47% from 2011 to 2021. Average cost of a non-fatal injury accident is \$283,306.89 (cost scaled for inflation in 2023 based on a study in 2007). The average jury verdict for a fatal accident is \$17,000,000.00 (CLM December 22, 2022).

Prevention is what we are looking to attain. By installing the current cameras and through proactive instructions we hope to prevent all the above. Thank you for your continued diligence.

NEW ELD APP

We are trialing the ELD service provided by Samsara, the same makers as the cameras in your trucks. A new cell phone application is needed to trial the ELD. You can find it on the Apple App Store or the Google play store by searching Samsara Driver. It is also linked on the images to the right. The app icon is shown to the right. This app will allow us to share feedback with you on driving events that we need to coach on. It offers routing and a better user interface than PeopleNet.



We will be trialing the ELD system offered by Samsara starting this month assuming we get the integration functional which is currently a work in progress. This system is operated through the application as well. We will be exploring getting new tablets in the trucks but can't commit to this until the integration is configured and confirmed functional.

Please let Nick know if you have any questions about this app or feedback on it. I see only a few drivers have downloaded the app at this point.

TIME OFF AND VACATION

We have a lot of new drivers and associates that have joined us this past year. As we come into the summer many have earned vacation, and we certainly want to you use your vacation. However, we have associates that have been here for many years, and we ask that you get your vacation requests into the office by the end of March 2023 in writing! Satellite or email preferred. Vacation requests are handled on a first come first served basis. If a conflict exists during a requested time off, seniority will take precedence on the request. That is why it is important to get this information to us as soon as possible, so plans can be altered. We cannot have everyone off at the same

time. If you have Doctor, Dentist or another medical event that needs to be addressed try to get those scheduled while you are off. Michelle keeps the schedule, and we will all try to assist all but we can't please all the people all the time. So, get the requests in soon! The sooner the better!!

SIRIUS XM RADIO

We offer Sirius XM Satellite radio to all our drivers at no cost to you. Whether you want to listen to the weather, national news, comedy, music by genre or decade, or sports talk radio, there is a channel for you. Road Dog Trucking is specifically geared toward drivers such as yourself!

If this is not enabled on your radio, and you'd like it to be, just reach out to Nick and he will get it activated.

We don't want to pay for unused subscriptions, but the switch can be flipped in just a couple of minutes.



TRIP PLANNING FOR FUEL

We had more outside fuel purchases than normal last month. This should not continue. The Love's truck stops are always in the same spot, so please plan your route accordingly and fill up even if you don't ~need~ it yet so you can reach the next Love's location. I know they are sparser the farther west you go so please trip plan. Thank you!

FINANCIAL EDUCATION WORKSHOP

The Association of Financial Educators has reached out to offer free workshops hosted by certified financial planners. There are many different classes and topics they can focus a workshop around. Some of these include budgeting, understanding your credit score, dealing with debt, financial literacy in general, money management tips, retirement, and many more for all levels of financial literacy.

For many, financial literacy is something that was skipped over in school. I'm sure many of you drivers are at different stages yourself.

If there is a topic that you think you might find valuable, please let me know so we can get a workshop set up that will benefit you.



**ROADSIDE INSPECTIONS
LAST MONTH:**

3 clean roadsides

Thanks to:

- Corbett – level III – \$30**
- Kevin – level I – \$30**
- Dale – level III – \$30**

2 Failed Roadsides
3 Violations

- 3300 lbs. Overweight – \$233 fine
- Brakes out of adjustment (3 of 4)
- Windshield Cracked (Previously reported)

Long Idle Cost Month

- # Of Gallons Burned: **1575** ↓
- Average Fuel Cost: **\$4.044** ↑
- \$ Wasted: \$6363** ↓

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!
***\$250 Quarterly Bonus Eligibility**
***\$1000 Annual Bonus Eligibility**

RECENT HIRES

- Rachael Shirley
- Greg Stilson
- Demetri Banks

BIRTHDAYS

- Greg Stilson 3/2
- Todd Custard 3/11
- Jeff Bach 3/30



ANNIVERSARIES

- Ben Mike – 7 years
- Ben Hunter – 1 year

Thank you for being a part of our team!

CEMENT PADS IN EAGAN

The cement pads in Eagan were installed to prevent trailers from sinking into the asphalt. Please utilize them to prevent costly issues.

REFERRAL PROGRAM

We are looking for ambitious safe drivers to grow our team! If you believe you know an individual who would be a great fit for us, have them give Mary in Recruiting a call. 651-414-6062

There is a \$500 bonus from Terminal Transport if you refer a driver that is hired. The \$500 Terminal Transport referral bonus is paid after 6 months of the new driver being with Terminal.

MARCH TRAINING

Ongoing training for March has been assigned. This month’s topics are Brake Safety, Caring for Airlines, and Antilock Braking Systems.

This year’s Road Check week will be focused on the tractor protection system. While this isn’t entirely related, it is the closest I could find in the library of videos. I’ve also included the inspection bulletin for directions on how to test your truck’s tractor protection system. I expect everyone will do a test before the road blitz begins to ensure any inspections are completed without violation.

Thank you for completing these. If there are topics you think would be helpful, let me know. You get \$10 for completing the training, but if you do not complete it by the end of the month, you will lose your \$50 bonus for no issues. You can always find the training by signing in at portal.tenstreet.com/terminaltransport

