

# Terminal Transport July 2024

## SUMMER

Hard to believe we are halfway through 2024. The industry is still struggling with overcapacity and a slowing economy. Pricing has become very predatory, prices I have not seen in 20 years! However, nothing is going down. We have seen several carriers that have gone out of a business. The only thing we see going down have been the used equipment market, which is a two-edge sword. Our equipment, when we are looking at a trade, has dramatically reduced in price but if we are buying used equipment we have seen some drop in pricing. New equipment is still holding at the higher prices. It is therefore extremely important that you as a driver make sure you are being as efficient as possible by eliminating long term idle, taking the most direct route to your destination, reducing extra miles, inspecting the equipment to make sure there is no damage when you pick up the loads, checking tire pressures to insure the tires are wearing properly and you're getting the best fuel economy, planning your trips to avoid delays and weather issues that might damage the equipment and driving defensively to avoid any accidents. I appreciate your efforts.

## WEATHER

We are seeing a high increase in tornadoes and active weather systems in the areas that we service. High winds, tornadoes, high amounts of rain and flooding, all can cause damage and severe delays to our equipment and our routes. Be prepared by making sure you have looked at the weather that will be coming into the area you will be delivering to. We are seeing a significant amount of flooding in the Midwest, so pay attention to your routes and destinations.

It is very important to be prepared and ready for what the weather holds. You do not want to find yourself in the middle of severe weather. If it is bad in the area you are going, stop and advise dispatch of your situation and we will contact the consignees. We would rather have you late, than injured in a severe wreck caused by the weather. Be Proactive!!!

## Driver Corner



**Robert Lentsch** has been with Terminal for over 21 years! He grew up in the greater Twin Cities area. He started driving somewhere around 30 years ago – before that we worked in the computer industry. When not driving, he likes to ride his motorcycle, do woodworking, and travel. His advice to other drivers is to get out of the truck when you can and explore especially when you're somewhere for a reset and use your down time in the truck to better yourself. We're glad to have you, Robert!

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### CSA SCORES

As of 6/28/2024

Category	Percentile
Unsafe Driving	34% ↓
Crash Indicator	None in the past year
Hours of Service	40% ↓
Maintenance	56% ↑
Controlled Substance	None in the past year ↓
HAZMAT	< 5 HM placardable vehicle inspections
Driver Fitness	0%

#### Incidents last month

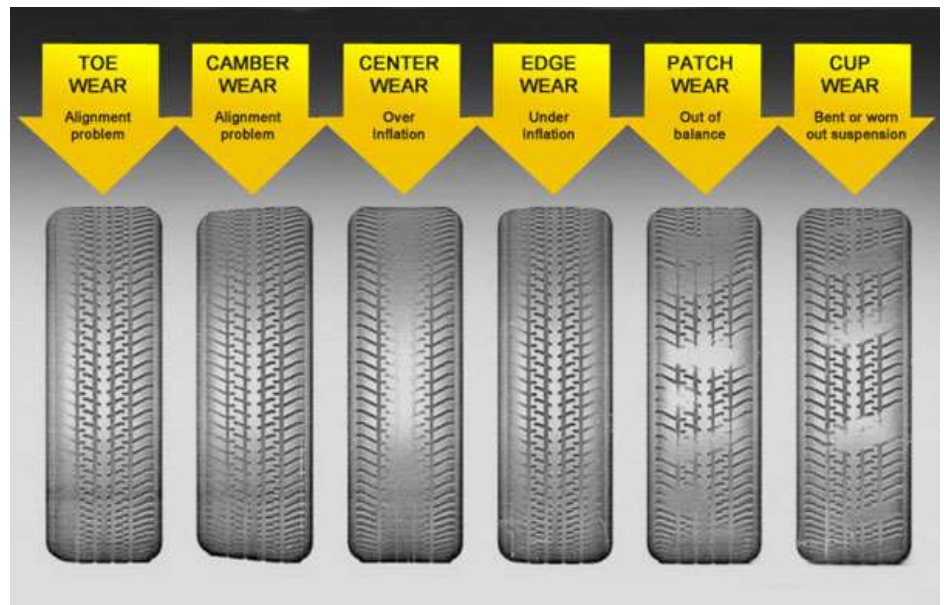
None – Terrific!

### NEW EQUIPMENT

My intention was not to buy any new equipment this year, but certain circumstances arose and we will be selling and trading the 3V15 series trailers which were 2015 Wabash trailers and replacing them with some 23 and 24 Wabash and Great Dane trailers along with 8 2024 Stoughton trailers. We expect these trailers to be in service by the end of July and early August. Obviously, this helps our drivers with less break downs and improved efficiency but we still expect you to watch out for this equipment as you do all our equipment. Report any exceptions that you see on any of our equipment.

### TIRES

Drivers should be inspecting their steer tires every day as part of their pre-trip. We are seeing wear on the inside of the tires that are not being picked up on the daily inspections because the drivers are not turning their steer tire fully to the left or right to expose the inside of the tire! By turning the tires all the way right or left you expose the face of the tire, exposing the whole tire’s face! This will help you recognize uncommon wear on the inside of the tire, alerting dispatch of a potential tire failure.



It is important to catch this wear early to possible save the tire by getting it balanced or at least being able to move it to a trailer position to run, then cap the tire saving the casing. Running it into the Cords ruins the tire and eliminates any casing use. These casings can be worth as much as \$200.00

## ROADSIDE INSPECTIONS

### LAST MONTH:

5 clean roadsides

**Lewis Lynch - level I - \$60**

**Chris Deptula – level I – \$60**

**Bette Seidel – level III - \$30**

**Corbett Charpentier – level I - \$60**

**Corbett Charpentier – level III - \$30**

1 Failed Roadsides

Greg Stilson – **Overweight**, used gross scale

### Long Idle Cost June

## Of Gallons Burned: **3138.1** ↑

Average Fuel Cost: **\$3.722** ↓

**\$ Wasted: \$11,679** ↑



## HAZMAT ENDOREMENT

We will soon be coming up to the farm season where farm chemicals will be shipping. Many of these shipments will require a hazardous endorsement on your driver’s license. Many of you do not have your Haz Mat endorsement. Terminal Transport offers each driver \$50.00 per month if you have your Haz Mat endorsement, whether you haul a Haz Mat load or not. You can earn \$600 per year or \$1800 over the 3 years of that endorsement. We would encourage all of you to seek this endorsement when you renew your license. The least you should do is get your tanker endorsement when renewing. If you have questions as to how you accomplish this, please feel free to call the office. Thank you for your considerations.

## 401K

The 401k program that we started several years ago seems to have been successful. Many of our driver associates are now participating in the program through Edward Jones. However, many still are not. It is never too late to start, and I would strongly urge you all to participate. Retirement can be upon you soon and failing to plan is planning to fail. 28% of the workforce have no retirement funding. 39% do not contribute to a retirement fund. This is your plan that you start. There is no vesting to qualify. If you have any questions, please contact Eric Samshal at 651-231-5188. The deposit can be made as a payroll deduction. We encourage all our driver associates to participate in this plan.

There will be a free financial education workshop later this month where a financial planner will share more information on planning for retirement and answer questions.

## JUNE TRAINING

In lieu of our regular monthly safety training, I ask that all drivers please review the Samsara driver training videos on YouTube.

Some helpful how-to videos from Samsara are available [here](#)

[Here](#) is a link to workflows and resources for drivers.

## SAMSARA

We have now fully transitioned our ELD and dispatching to Samsara. Many of you have been able to catch on to the new system, but some have struggled with the change over. If you’re not sure how to do something, please call Nick. As mentioned above, please watch the training provided by Samsara. There are some hangups still but for the most part it works as expected.

**RECENT HIRES**

Trew Abolt

**BIRTHDAYS**

George Spivey – 5<sup>th</sup>

Corbett Charpentier – 6<sup>th</sup>

Jeff Hallquist – 7<sup>th</sup>

Rachel Shirley – 9<sup>th</sup>

Mario Gonzalez – 11<sup>th</sup>

Kevin Miller – 24<sup>th</sup>



**ANNIVERSARIES**

Bette Seidel – 4 years

James Curl – 1 year

Chris Deptula – 5 years

Jeff Bach – 5 years

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

Some common questions were addressed on the monthly driver call. I encourage you to listen to the recording. A link to it was emailed out already.

**LAKES AREA TRUCK REPAIR**

Lakes Area Truck Repair in Perham has started adding green tags on trailers that are ready to be picked up. Look for them when you are there to simplify identifying trailers that are good to go. Let dispatch know if you move a trailer.

**\$10,000 TOP DOG PRIZE**

It's the beginning of the new Top Dog prize eligibility. To be eligible to win the \$10,000 prize you need to complete at least one TLC Top Dog quiz each quarter - you get a \$20 bonus each quarter for doing this. Complete all quizzes for a quarter and you get an entry for a \$250 prize. If you are one of the drivers who completes a quiz during each quarter and remain employed in good standing, you have a chance for a \$10,000 prize. Last year there were 325 eligible drivers. That's a 1/325 chance at \$10,000. That's pretty good odds for something that takes 5 minutes a month. Quizzes can be found at [tlchrconnect.com](http://tlchrconnect.com) If you need any help with this, contact Nick.

**RAND MCNALLY GPS**

I'd like to again remind drivers that if you would like a Rand McNally Trucker GPS as a payroll deduction, we can do that. Just reach out to Nick and he will get you one next time you are through the office.

It's important that you do not rely solely on Apple Maps, Google Maps, or any other navigation software. Even if you are using a trucker GPS you still need to be sure to read and comply with all posted road signs.

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		