

Terminal Transport August 2024

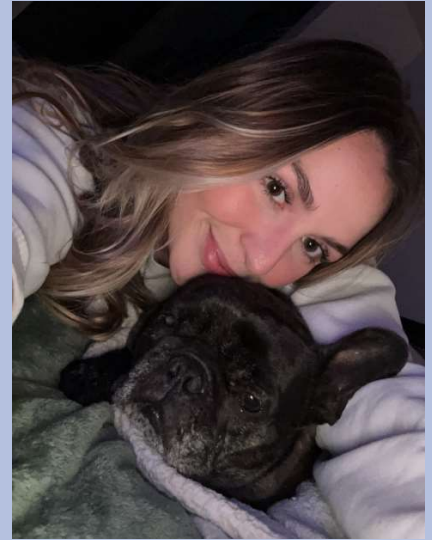
SAFETY EVERY DAY

Hard to believe we are mostly through the summer and over ½ way through 2024. Every year seems to go quicker and quicker. I am back in western South Dakota and the Sturgis Rally is just beginning. I had the misfortune of going through Sturgis last night and it was like being at the Minnesota Fair Midway, absolutely crazy and the Rally does not start until Saturday. There are thousands of motorcycles here now so they are not hard to spot, but in your travels that may be another story. Summer is filled with novice travelers and motorcycles so you need to be on your guard watching for those who are not watching for you. We have had a successful year so far and I hope this continues. It will only continue if we are all diligent and focused on safety every day! We are exposed to safety issues every day. Just getting into your truck requires you to be diligent and make sure you have 3 points of contact when entering and exiting your truck, no matter what the weather. Now when the temps are reasonable and the conditions dry, accidents can still happen if you are not diligent. Be diligent every day and all hours of the day! Thank you for your efforts.

ELECTION YEAR

I will be mentioning this often through the next several months as we approach this year's election. I know you have all heard how important this election is but I truly believe this year is! Some things to remember; our countries exit from Afghanistan and the 13 lives that were lost and the hundreds injured; the riots in Minneapolis and across the country; the shutdown of business and the slow return of those businesses; the rising inflation that has increased your cost of living and lowered your buying power; the continuing "forgiveness of college debt" which is a lie. This administration cannot forgive this debt but merely transfers that student debt to you, the taxpayer. This has caused the debt to skyrocket which ultimately you the taxpayer will pay for. The increasing costs of fuel and the impact this has on our company and the transportation and cost of living as a whole. Make sure you are voting, make sure you get an absentee ballot and cast your ballot so that your voice is heard. If you are not sure where to get this call us and we will try to help.

Morgan Fennern



We have a new team member in the office. Morgan was hired on at the end of last month. She is training to work in dispatch/operations and will eventually take Gary's place once he retires. Here is what Morgan has to say:

I am from Olivia, MN (Corn Capital of the World). I have worked in logistics for over three years working as an auditor and logistics routing coordinator. You can find me spending the majority of my time with my French Bulldog named Remi. She is working in the office with me, usually lounging in her fluff bed by my desk. When I am not working, I enjoy traveling and attending concerts of all genre's ranging from 80's Rock to new Pop artists. I can't wait to meet everyone and put a face to the phone call!

We're glad to have Morgan! Stop in the office and say hello.

ROADSIDE INSPECTIONS

LAST MONTH:

5 Clean roadsides

Mario Gonzalez - level II - \$40
George Spivey – level III – \$30
Sheila Miles – level III - \$30
Grace Knies – level III - \$30
Robert Lentsch – level III - \$30
Rachel Shirley – level III - \$30
Lewis Lynch – level III - \$30

2 Failed Roadsides

Johnny Griffin – Wearing two headphones while driving
Don Newman – Bypass scale, no trailer registration, no trailer or shipping ID in ELD

Long Idle Cost June

Of Gallons Burned: 3534.7 ↑
of Hours Idling: 4175.75 ↑
Average Fuel Cost: \$3.810 ↑
\$ Wasted: \$13,467 ↑

DRIVERS

We are still in need of additional drivers. We currently have several trucks open and are looking for qualified applicants to operate our vehicles. If you know of some one or are asked about the company from others on the road please refer them to Mary Carlson. There is nothing better than a personal referral from our current driver associates. Our best area of hire is still from the Midwest. We can hire from other areas but it would be dependent on how often the driver associate would like to be home. If you have any questions on a specific applicant, please give Mary a call.

SAFETY PAYS DIVIDENDS

We are so adamant on safety because it pays dividends that benefit you and the company. Lower insurance costs improve profitability. Greater profitability leads to better and update equipment. It also leads to less accidents, liabilities and enhances the company’s reputation. Accidents can erase decades of profit. It will lead to greater attorney fees and ultimately higher insurance rates. Maybe to the point of being uninsurable. A safe operation is essential for growth. Constant monitoring of safe standards will lead to better Safer scores and less time spent at scales. Critical to our safe operations is the proper maintenance of the equipment. Maintenance is the quickest way to profitability. If you see a trailer that you are pulling is due for service, send this information to operations. We will message the trailer and make sure it gets into a shop we use so we are not repairing these trailers on the road at \$200.00 per hour. This can and will delay you in your delivery, which will impact your income and the service performance of the company.

Many drivers are very diligent about this but a great many are not. It behooves all to be proactive in looking at the trailers carefully every day.





INSPECTIONS

As you’ll see on the next page, we had quite a few inspections last month. Most of them were passed without issue, but we had another handful of problems. It’s important that you are always prepared for a roadside inspection or weigh stations.

- 1. Keep Documents Organized:** Always have your CDL, medical card, vehicle registration, and logbook readily accessible. Keeping these documents in a designated folder or binder can save time and reduce stress during inspections.
- 2. Pre-Trip Inspection:** Conduct a thorough pre-trip inspection before hitting the road. Check tires, lights, brakes, and load securement to ensure everything is in compliance. Address any issues immediately to avoid citations.
- 3. Maintain a Clean Cab:** A tidy cab creates a positive first impression during inspections. Keep your cab clean and clutter-free and ensure that all personal and vehicle items are stored properly.

CSA SCORES

As of 6/28/2024

Category	Percentile
Unsafe Driving	27% 
Crash Indicator	None in the past year
Hours of Service	38% 
Maintenance	51% 
Controlled Substance	None in the past year 
HAZMAT	< 5 HM placardable vehicle inspections
Driver Fitness	0%

Incidents last month
None

4. Know Your Route: Be aware of weigh stations and inspection points along your route. Use GPS or trucking apps to stay updated on locations and potential delays. Planning ahead can help you manage your time and avoid surprises.

5. Stay Within Weight Limits: Ensure your load is within legal weight limits before you start your trip. Visit a weigh station to check your weight. Overloading can lead to fines and delays.

6. Logbook Accuracy: Keep your logbook up-to-date and accurate. Electronic logging devices (ELDs) should be working properly and reflect your current status. Falsifying logs is a serious violation and can result in hefty penalties.

7. Stay Calm and Polite: If you're pulled over for an inspection, remain calm and polite. Cooperate fully with the officer, and answer questions clearly. A respectful attitude can make the process smoother and quicker.

8. Keep Emergency Supplies: Carry basic tools, spare fuses, and emergency equipment like reflective triangles and fire extinguishers. Being prepared for minor repairs can prevent small issues from becoming bigger problems during inspections.

9. Regular Maintenance: Schedule regular maintenance for your truck to ensure it's in top condition. Well-maintained vehicles are less likely to draw attention at weigh stations and are more likely to pass inspections without issues.

10. Know Your Rights: Familiarize yourself with your rights during inspections. While you should cooperate with officers, you also have the right to ask questions and understand the inspection process.

SERVICE INTERVALS

For our new associates, and a reminder to our existing drivers:

Trailers are serviced every 4 months. Terminal tractors are greased every 15K miles, serviced every 30K miles. Penske units are seen every 60K miles or so based on their own system.

Any service needed between these intervals relies on you, the driver, notifying dispatch so that we can get it through a shop. You see the equipment daily and we need your help to keep things moving smoothly. If you drop a trailer that needs service or has a bad tire please make sure you let us know.

No one wants to show up to a trailer that needs a new tire or anything else.

PARKING ON THE ROAD

When you're on the road, finding a safe and convenient place to park is crucial. While rest areas may seem like a quick and easy option, truck stops with shops offer a range of benefits that can make your journey smoother and more comfortable.

1. Essential Services and Amenities - Truck stops with shops provide more than just a parking space. You'll find

fuel, food, restrooms, and often even showers—all essential for drivers like yourself. Need to grab a meal, restock supplies, or take a shower? A truck stop has you covered.

2. **Safety and Security** - Truck stops are typically better lit and have security measures in place, such as surveillance cameras and staff on-site 24/7. This added security gives you peace of mind while you rest, knowing that both you and your vehicle are safer.
3. **Maintenance and Repairs** - A truck stop with a shop often provides maintenance services, which can be a lifesaver if you're experiencing mechanical issues. In fact, we recently had a \$300 service call and a \$900 tow bill because a driver broke down at a rest area with no immediate access to repair services. Being at a truck stop could have significantly reduced the cost and hassle. No one wants to deal with a breakdown. Having a repair shop nearby means you can address problems quickly without losing valuable time searching for assistance. "If the wheels aren't turning we aren't earning."
4. **Community and Comfort** - Truck stops are designed with drivers in mind, offering a more driver-friendly atmosphere. The amenities, services, and even the social aspect of truck stops can make your time on the road more enjoyable and less isolating.

Regarding Parking Concerns - It's true that parking at truck stops can sometimes be more challenging because the same thing listed above that benefit you, benefit other drivers as well, especially during peak hours. However, the benefits of a truck stop—safety, services, and convenience—can outweigh the occasional difficulty in finding a spot. Planning ahead, using apps to locate available parking, or timing your stops during less busy periods can help ensure you find a space. Remember, the added security and amenities available at truck stops make the effort of finding a spot well worth it.

AUGUST TRAINING

August training has been assigned through Tenstreet driver pulse. Check your email or login at portal.tenstreet.com/terminal-transport.

This month's topics relate to CSA scores given the increase in inspections we're seeing thanks to our current inspection selection score.

Why did the truck driver bring a ladder to the gas station?

He heard the fuel prices were going through the roof!

RECENT HIRES BIRTHDAYS

Kenneth Eastwood - 30th

Don Newman - 20th



ANNIVERSARIES

Grace Kniess - 1 year

Mario Gonzalez - 7 years

Thank you for being a part of our team!

Safety Bonus Program

10,500+ miles	\$200
11,500+ miles	\$200
MPG over threshold for year	\$50
Under 25% Idle	\$100
0 violations	\$50
0 issues, citations, incidents	\$50
\$650 every month! *\$250 Quarterly Bonus Eligibility *\$1000 Annual Bonus Eligibility	