



Terminal Transport November 2024

VOTING

I hope all of you took the time to VOTE. This has never been more critical than this election. President Reagan asked the simple question, "Are you better off now than you were 4 years ago?" Most of us cannot answer that question with a YES! Devastating inflation has driven everything up, wars around the world that this current administration cannot send enough money to is draining our treasury, a seamless border that are letting millions of undocumented immigrants into our country that are now on welfare and the taxpayers' dollars. We must stop this madness. I encourage you all to be part of the solution and VOTE this November or before!!!

ATRI SURVEY SUMMARY

The ATRI recently released the results of its extensive survey of the trucking industry. The following are some of the biggest takeaways from the survey.

The economy and parking remained the two primary challenges facing the trucking industry this year, the American Transportation Research Institute. Lawsuit abuse reform, insurance and driver compensation rounded out the top five concerns according to ATRI's annual Critical Issues in the Trucking Industry report, released at the American Trucking Associations' 2024 Management Conference and Exhibition.

Over 45 percent of the survey respondents were motor carrier executives and personnel, while truck drivers represented 31 percent. Among truck driver respondents, Truck Parking, Driver Compensation, and Economy were the top three concerns, while motor carriers ranked the Economy, Lawsuit Abuse Reform, and the Driver Shortage as the top three concerns. The report also includes a ranking of the top concerns of motor carrier enforcement personnel. Over 3,700 trucking industry stakeholders participated in this year's survey, including motor carriers, truck drivers, industry suppliers, driver trainers, and law enforcement among other groups. All these topics are managements concern, particularly in a slowing economy which has an excess capacity of trucks. 3rd party logistic companies are continuing to put downward pressure on pricing even as costs increase such as insurance, parts, equipment, healthcare, fuel and maintenance just to name a few.

PENSKE SUBLETS

On occasion we will be given a Penske Substitute unit when your assigned truck breaks down or they are in for service and other items are found that need attention. When returning this substitute, we would appreciate the truck being returned with a full tank of fuel as this is the condition you received the truck in. If you did not receive the truck with a full

Driver Corner



Don Newman has been with us since July of this year. He grew up in Augusta, GA and moved up to Minnesota back in 2017. He started driving truck in 2014 and has been driving since then. His advice to other drivers is to not assume you know everything. When he's not driving, he likes to go to spend time with his family, he has 4 kids. We're glad you're part of the team, Don!

CSA SCORES

As of 8/30/2024

Category	Percentile
Unsafe Driving	22% ↓
Crash Indicator	< 2 crashes
Hours of Service	32% ↓
Maintenance	52% ↓
HAZMAT	< 5 HM Inspections
Driver Fitness	0%

Incidents last month

Driver hit stop light turning during road test, bent rim - \$1K

Did you know? The longest semi-truck in the world, built in Australia, stretches over 160 feet long and has 112 wheels!

tank, operations need to know that, but if you did, then it needs to be returned full, if possible. The company is charged for the fuel to refill the truck and in most cases, we buy fuel cheaper than Penske is charging us. Thanks for your cooperation in this matter.

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 possibly 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



RENEWAL WEST PEORIA

If you are delivering to Renewal in West Peoria, you need to call ahead to have them stop traffic. You must back in off the street. There is nowhere within their property to turn around. A driver recently attempted this and caused \$10,000 in damage to their railing.

Additionally, you cannot use the dirt road across the street from Renewal to turn around. That street is private property and they have stated that trucks are not to turn around in it as they pay for the maintenance of the road not the city.

ROADSIDE INSPECTIONS

LAST MONTH:

3 clean roadsides

Robert L - level III - \$30

Randy S – level III - \$30

Don N – level II - \$40

Greg C – Level I - \$60

3 Failed Roadsides

AC – Speeding on unmarked road and chafing air lines

David B – Overweight Axle out of Menards

Jason J – Flat Tire off Bead


Long Idle Cost

September

Of Gallons Burned: **2284.1** 

of Hours Idling: **2693** 

Average Fuel Cost: **\$3.585** 

\$ Wasted: \$8188 

Thank you!

Fuel Efficiency Tip

Lower Speeds – Traveling at 66 mph as opposed to 70 can increase fuel efficiency anywhere from 5-10%. Across a fleet this is a substantial savings.

COMMUNICATION

Effective communication is essential for our drivers, as it helps you to stay informed, navigate issues, and build positive relationships with dispatchers, customers, and team members. Here are some practical communication guidelines:

Pick up the phone and call into dispatch if you have anything urgent. Use Samsara to communicate any issue or information that is not urgent. Anytime you send information, confirm that it was received and confirm information that you receive. You can send messages via email or text as well, but they are not preferred.

1. Provide Updates Early

- *Report Delays Quickly:* If there are traffic issues, weather delays, or equipment concerns, let dispatch know as soon as possible to allow for contingency planning.

- *Proactive Communication:* If you're running ahead of schedule or anticipate a problem, updating early helps everyone stay prepared.

2. Ask Questions if You're Unsure

- *Clarify Instructions:* If dispatch provides instructions that seem unclear or contradictory, ask for clarification. This prevents mistakes and saves time. One example of this would be if you received a dispatch saying you need to deadhead 200 miles. We almost never deadhead 200 miles.

- *Don't Assume:* If a customer or dispatcher provides new information that doesn't fit your plan, double-check. Clear answers upfront prevent bigger issues down the road.

3. Be Clear and Concise

- *Get to the Point:* When discussing routes, issues, or updates, keep messages straightforward and to the point whether through a phone call or message on Samsara.

- *Stay Professional:* Use respectful language, even when stressed. This maintains positive relationships and ensures clarity.

4. Use Technology Wisely

- *Check-In Regularly:* We use Samsara to track your truck and thereby your ETA. Make sure that your current trip matches up in Samsara in the routes section. This keeps dispatch and support teams

in the loop.

- *Familiarize Yourself with Apps:* Know how to use essential tools like GPS apps, Samsara, Transflo, and be comfortable sending and receiving updates.

RECENT HIRES

Randy Smith

BIRTHDAYS

Don Johnson – 1st

Banks Banks – 2nd



ANNIVERSARIES

None this month

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	

5. Keep Track of Important Information

- *Log Details:* Write down any important addresses, contact numbers, gate codes, or special instructions to refer to as needed. This reduces miscommunication and allows you to stay focused on the road.
- *Follow-Up:* If you’ve had an issue or discussion with a customer or dispatcher, a quick follow-up to confirm details or summarize helps everyone stay on the same page.

6. Communicate Respectfully Under Stress

- *Stay Calm in Tough Situations:* If you’re frustrated or stressed, take a deep breath before communicating. Remaining respectful helps you get support faster and keeps lines open.
- *Practice Empathy:* Remember, our customers, your dispatchers and other team members are managing multiple drivers and loads. A little patience goes a long way.

7. Be Honest and Transparent

- *Share Accurate ETAs:* Avoid underestimating or overpromising arrival times. It’s better to provide realistic ETAs and adjust them if needed.
- *Report Issues Honestly.* If there’s a breakdown, damage, delay, or error, honesty allows dispatch to help you efficiently and plan accordingly. It is hard to act on incomplete information.

8. Listen Actively

- *Pay Attention:* When receiving instructions or updates, take the time to listen carefully. Avoid multitasking if possible to ensure you’re capturing details accurately. Do not talk over those talking to you.
- *Confirm Understanding:* When provided instructions, repeat it back to the provider to ensure you’re both aligned.

CHRISTMAS PET SUPPLIES

See the flyer at the end of the newsletter about the pet supplies drive we will be participating in this year.





SANTA PAWS

HUMANE SOCIETY DONATIONS

THIS YEAR FOR CHRISTMAS, TERMINAL TRANSPORT IS PAIRING UP WITH NORTHWOODS HUMANE SOCIETY IN FOREST LAKE, MN. WE WILL BE COLLECTING ITEMS FROM THEIR WISH LIST FOR ALL OF THE FUR BABIES AT THIS LOCATION. PLEASE TAKE A LOOK AT THE LIST PROVIDED BELOW IF YOU WOULD LIKE TO MAKE A DONATION.

CAT SUPPLIES:

- CLAY CAT LITTER, NON-CLUMPING
- DRY KITTEN FOOD
 - SCIENCE DIET, BLUE BUFFALO
- DRY CAT FOOD
 - PURINA, SCIENCE DIET
- PATE STYLE CANNED CAT FOOD
- KITTEN MILK REPLACER
- CAT TOYS

DOG SUPPLIES:

- DRY PUPPY FOOD
 - PURINA, SCIENCE DIET
- CANNED DOG FOOD
 - SCIENCE DIET, BLUE BUFFALO
- DRY DOG FOOD
 - SCIENCE DIET, BLUE BUFFALO
- SOFT DOG TREATS
- STURDY DOG TOYS
 - KONG, BENEbone, ETC...

OTHER OPTIONS:

- GIFT CARDS
 - WALMART
 - TARGET
- CASH
 - COULD DEDUCT FROM CHECK

MERRY XMAS