

Terminal Transport December 2024

END OF THE YEAR

It is hard to believe that the end of the year is at hand. It has been a challenging year for many companies in our industry. Many have closed and many more, most likely will close. We are working hard to maintain the services we provide for our customers to the standard that they expect. However, everything is increasing, and the pricing is very competitive with the amount of 3rd party logistics companies still in the market, pressuring prices downward. That is why it is important that you remember to do the little things we request. These small items can add up to substantial savings on an annual basis. Next to fuel, tires and wages are the greatest expenses. By properly checking your tires every trip you can improve your fuel economy and lower our costs for fuel and tires.

Maintaining speeds and cruise control can also improve fuel efficiency. We appreciate the effort that many are making and hope you will continue to improve these parameters. I would like to wish you all Happy Holidays and a Happy New Year. Thank you for your efforts this past year and look forward to our continued success in the year to come.

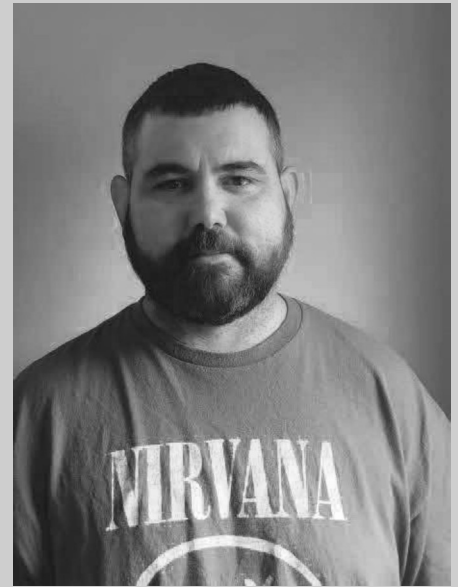
DRIVER LICENSE RENEWALS

When renewing your CDL you should add a tanker endorsement. Some of you have this endorsement and it can be helpful when we are looking for reloads, particularly in the fall as farm chemicals are moving. There is a small fee for this endorsement but there is no test required, fingerprinting, etc. This is also a reminder that when you renew your physical, you must tie this physical to your license through the respective state's that you have your driver's license in. It is very important that you complete this procedure with the state, or you are in violation.

PENSKE SUBUNITS

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. Make sure you inspect the substitute thoroughly for any damage, tire wear, glass breakage, etc. If not noted at the time you accept the vehicle, we will be charged for any deficiency. 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 tank, operations need to know that, but if you did, then it

Driver Corner



Please join me in welcoming Sam Strolle to Terminal as our new Tractor and Trailer Technician at the Plover, WI facility. Sam comes to us with both Mechanical and Sales experience, to name a few. While he is new to us, he is familiar with Terminal from when he worked on our trucks at Penske's Rockford, IL location. When he is not busy with his 3 kids or German Shepard Jetta (get it?), he enjoys fishing. He is looking forward to returning to truck maintenance and repair, as well as expanding his knowledge and experience.

CSA SCORES

As of 10/25/2024

Category	Percentile
Unsafe Driving	23%
Crash Indicator	< 2 crashes
Hours of Service	40% ↑
Maintenance	62% ↑
HAZMAT	< 5 HM Inspections
Driver Fitness	0%

Incidents last month

Driver was hit by oversized load
- \$4K trailer damage

Driver was rear ended in snowy
conditions - \$TBD

Trailer sideswiped at shipper -
\$1375

needs to be returned full, if possible. The company is charged for the fuel to refill the truck and in most cases, we are buying 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! You should also be exposing the entire face when you lift the hood to check the fluids. 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 each.

ON THE JOB INJURIES

Top 10 Work Comp injuries in trucking - data from 2022 & 2023.

1. Driving with crash involved (21%). Prevention of this includes improving the hiring/screening process, proper maintenance of equipment, technology (cameras, collision avoidance equipment), and driver coaching.
2. Walking (11%). This includes icy parking lots, stepping on a nail, walking & getting foreign matter in eye, & being hit by a vehicle. Traction aides (shoe grips) and being aware of your surroundings are the remedies.
3. Entering/exiting the truck (9%). Remedies are awareness stickers for 3-point movement, training, and observing drivers when they arrive at the office/yard.

ROADSIDE INSPECTIONS

LAST MONTH:

3 clean roadsides

Gordon W - level III - \$30

Robert L – level I - \$60

Robert L – level III - \$30

Gordon W – Level III - \$30

Stevan O – Level III - \$30

1 Failed Roadsides

David B – Overweight Axle

Long Idle Cost

September

Gallons Burned: **2875** ↑

Hours Idling: **3548 (40%)** ↑

Average Fuel Cost: **\$3.522** ↑

\$ Wasted: \$10126 ↑

\$326/truck

Thank you!

4. Handling freight (9%) - Specifically loading and/or unloading. Remedies are defining the process (lifting, bending, etc.) and training proper technique. We are all no touch but anytime your lifting anything make sure to use good form!

5. Maintenance tasks - both driver & shop personnel (8%). Remedies are shop safety meetings, recognition & incentive programs, proper tools, & observation. For drivers this involves lowering the bumper guard, opening the hood, fueling, checking tires, checking trailer, pulling 5th wheel release, dropping & hooking trailer procedures, etc. Be aware of your surroundings during all of this and don't rush!

6. Cranking landing gear (5%). Remedies are proper form and alternatives to traditional crank handles. There are some alternatives that can be explored

7. Driving without a crash involved (4%). Remedies are proper maintenance of interior items (seat, cab ride, ventilation, proper heating & cooling). The other remedy involves team driving and having a sleeper restraint policy – if a driver is in the bunk sleeping, they are using the safety belt in the sleeper.

8. Opening & closing doors (4%). Refers to proper opening & closing of doors, securing the doors when open, and/or freight falling on the driver once the doors are opened. Remedies are load straps, training, and awareness of freight possibly having shifted.

9. Strapping and chaining (4%). Involves flatbeds & curtain sides, so not applicable to us.

10. Getting in and out of the trailer (4%). Remedies are eliminating the exposure, using ladders/steps/hand holds, and training.

PER DIEM

The IRS has limits on the allowable Per Diem that may be paid to drivers. To ensure that drivers do not exceed the IRS' allowable Per Diem levels, TLC applies a cap of \$21,500.00 on the amount of Per Diem, which may be paid to a driver. When a driver reaches the maximum allowable per diem, TLC will move the employee to a capped department and no longer pay Per Diem to the driver for the rest of the year.

TLC will provide each employee a notice with his or her final Per Diem check. The notice will explain the maximum Per Diem allowance requirements. Drivers changed to no longer receive Per Diem will automatically be reset to receive Per Diem again for the first payroll submitted in January.

SMALL CHANGES - BIG IMPROVEMENTS

Diesel fuel accounts for between 20% and 25% of a fleet's marginal cost of operation. Outside of buying fuel in network where we can get it at a discounted price, there is not much that we can do to change cost or availability. However, there are steps we can take that can make a measurable difference to our fuel economy and thereby our bottom line.

RECENT HIRES

Keith Lawson

Ray Nelson

BIRTHDAYS

Keith Lawson - 1st

James Curl - 22nd



ANNIVERSARIES

Rachel - 1 year

Kevin - 1 year

Kenneth - 6 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	

Driver behavior - It is estimated that driver behavior can influence fuel economy by as much as **30%**. The most impactful is maintaining a constant speed. Cruise control is your friend here. Less braking and acceleration reduces fuel use.

Engine Parameters Trucks - The faster the speed a truck has to maintain, the more fuel it has to burn to do so. Limiting speed helps to save on fuel. Temperature dependent idle limits are another tool that can be utilized.

Proper tire inflation - A tire that is underinflated by just 10 psi can result in a .5% to 1% decrease in fuel economy. Make sure you are checking your tires every trip at cold pressure.

Re-evaluate routing - Reducing deadhead and bobtail means less fuel wasted not under a load. **Empty miles are expensive miles!**

Keep trucks well-maintained - When trucks are well-maintained, they operate at peak efficiency. We keep on top of preventive maintenance inspections and service and monitor PM compliance to make sure all your trucks are making it into the shop for their scheduled PM service.

Little things add up - Small investments in things like wheel covers and vented mudflaps can lead to incremental improvements in MPG as can adjusting the position of the fifth wheel.

Investments - In addition to the inexpensive fuel economy improvement options, there are other investments that can make a difference over time. .

Tractor and trailer aerodynamic devices - You've seen on our trucks and trailers various devices to increase fuel efficiency. Again, small improvements lead to larger ones. Faring extenders, wheel covers, trailer skirts, flow belows etc. can all be part of the bigger mission of improving fuel usage.

We can't control the price of fuel, but everyone can do a little something to minimize the cost of fuel.

PERHAM TRUCK ROUTE

The city of Perham, MN where Tuffy's is located has a truck route that they request that all trucks follow to ease the traffic on their residential streets. This route is included at the end of the newsletter. Please use only the Trucks routes indicated in Blue when delivering and picking up at Tuffy's. For your information this imagine also shows Tuffy's Loading Dock and Shipping office indicated in Green, empty Drop Trailer lot in Yellow and Full Trailer pickup lot in Red. Thank you for your cooperation.



Find us on the web

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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

OTHER OPTIONS:

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

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...

MERRY XMAS