

Terminal Transport

July 2025

Recession or Not

Economic indicators are varying. There is some evidence that the economy is slowing slightly but nothing major seems to be in the future. Stock market is near record high and corporate outlooks are still strong. Federal Reserve is weighing whether to lower the interest rates or not because of the current tariffs imposed but those tariffs seem to have little effect on economic conditions other than in a few industries. Most of our customers deal with domestic markets so tariffs do not have much effect. Where it has some impact is on our OEM suppliers. Our business partners continue to show a strong 2025. What we are seeing is more of our customers measuring performance.

These measurements are on our on-time performance, which is critical. This is where we must rely on our driver associates to perform and to meet our customers expectations. This includes but is not limited to reducing extra idle and miles, doing to proper pre-trip and post-trip inspections, fueling at the proper locations and above all meeting our customers' expected delivery windows. Should some unexpected circumstances arise that might cause a failure, this must be communicated to operations immediately so that we can then communicate these issues to our customers.

We still have several opportunities that are being presented to us. To take advantage of these additional opportunities we must meet our current obligations. We can only accomplish this with your commitment to this performance. We have a few new associates who have recently joined the company and I would like to welcome them to the company. I hope that they look at their performance as critical to our mission. For them, if they have questions, please do not hesitate to reach out to operations to make sure you're performing as expected. Thank you all for your cooperation in this matter.



July's Driver of the Month is **Ashton Sventek**! Ashton currently lives in Ankeny, IA, but grew up in Frederick, WI. Ashton wasn't sure what he wanted to be when he was younger, but he enjoyed playing sports! He played soccer throughout his high school career and basketball his senior year in 2019. (Young buck!) When Ashton isn't working, he likes to rest and relax at home. Ashton's advice to other drivers is to always manage your time, hit your breaks and make it on time for your deliveries. He also said to try and relax with a shower every day. Ashton has been working for Terminal Transport since April and has more than exceeded expectations here! Ashton works hard and nails his job duties daily! We are lucky to have a driver like you, Ashton! Thanks for joining our team!

Engine Idling

Idling is our greatest cost. The engines are not designed to idle excessively and over 50% idle time is excessive. Diesel Engines are designed to run so many hours not miles. Excessive idle of the engines reduces the efficiency of the engines and their lives! We are striving to reduce our fleet idle significantly. We have some drivers whose idle times are under 10% while others are over 60%. Where are you on that scale? We are seeking a fleet average of under 25%. It can be done with a conscious effort to SHUT YOUR TRUCK OFF! These are habits that need to be broken. We have made significant gains these past several months but still have a way to go. Let's see a significant reduction this month!!!

Equipment

We have recently completed a purchase of 2026 Freightliner Cascadia's. In doing so we traded in a number of 2022 Freightliners. I have been looking at upgrading some of our trailers but I am still seeing new prices continuing to hold at these high levels. Given the pricing in the market, these are not cost justifiable. With new equipment we are also required to pay a 12% FET, which at current levels would be about \$4500.00 per trailer additional to the high price. Therefore, I am looking for late model trailers that meet our specifications in the after-market. There appears to be some of this equipment coming into the market through auctions soon. Given what I am seeing in the market, I will be watching the auction market more closely.

Following Distances

The FMCSA and safety experts recommend fully loaded commercial vehicles at highway speeds allow 7-8 seconds of following distance, even in ideal conditions. Add even more in bad weather.

We know – 7-8 seconds just isn't realistic in heavy traffic or when four-wheelers keep cutting in. And we get it – you won't always have the perfect cushion.

Even a 3-second gap at 65 mph still means you're only about a truck length away. That's not much time when something goes wrong.

Think about it this way: At 65 mph, your truck is covering about 95 feet per second. If the car in front of you slams on the brakes, do you want one second to react – or three? or seven? We know traffic isn't perfect. But the goal is this: **Leave space when you can, be ready when you can't**

Don't let impatience get you caught in someone else's mistake Stay safe, stay back, and keep control.

ROADSIDE INSPECTIONS LAST MONTH:

Mario G - level III - \$30

Banks - level III - \$30

Grace K - level III - \$30

Greg C - level III - \$30

Jason - level III - \$30

5 Failed Roadsides

Robert R – unlawful parking

Chris D – missing DOT decal

Robert R – false log, window

obstructed by curtain, trailer and

shipment not recorded

Shelley M – Tread less than 2/32

Greg S - Overweight

Fuel Efficiency

Fuel used 42,850 gal (9% ↓)

Distance 322,336 mi (7% ↓)

MPG 7.6 MPG (3% ↑)

Fuel Idling: 800 gal (40% ↓)

Hours Idling: 916 hr (42% ↓)

\$ Wasted: \$7,613 ↓

Men's Health - What OTR Drivers Should Watch For

June was **Men's Health Month**, and it's a good reminder that your health is just as important as your miles. As OTR drivers, long hours behind the wheel, irregular meals, and limited activity can make it easy to put your well-being on the back burner. Here are a few things to watch and simple steps to take – no gym membership required!

Heart Health

- **Why it matters:** Heart disease is the #1 cause of death for men in the U.S., and sitting for long periods increases risk.
- **Driver-friendly tip:** Take a brisk 10-minute walk around the truck at fuel stops. Even a short walk lowers blood pressure and improves circulation.

Weight & Blood Sugar


- **Why it matters:** OTR drivers are at higher risk for obesity and Type 2 diabetes due to limited food choices and activity.
- **Driver-friendly tip:** Keep protein snacks (nuts, hard-boiled eggs, jerky) in the cab to avoid fast food temptation. Watch sugary drinks – switch out one soda a day for water or unsweet tea.

Hydration

- **Why it matters:** Dehydration can cause headaches, fatigue, and slow reaction times.
- **Driver-friendly tip:** Keep a refillable water jug in the truck. Aim to drink 8 cups of water over the course of the day. If it's hot out, you'll need even more.

Get Checked

- **Why it matters:** Many conditions (high blood pressure, diabetes, prostate issues) don't show obvious symptoms at first.
- **Driver-friendly tip:** Schedule that annual physical – many clinics offer quick DOT physical add-ons or health screenings while you're there.

 **Bottom line:** Your health keeps you behind the wheel and out of the shop. Small changes on the road add up!

CSA SCORES - As of 6/6/2025

Category	Percentile
Unsafe Driving	33
Crash Indicator	36↓
Hours of Service	24
Maintenance	54 ↓
Inspection Selection Score	25 Pass

Incidents last month

Driver hit clipped parked pick up at customer - \$TBD

Driver clipped trim on gate at Menards Baxter - \$TBD

4W tried to weave in traffic – hit our truck – not at fault

Safety Bonus Program

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

Get Ready for CVSA Brake Safety Week!

Brake Safety Week is coming in August, and roadside inspectors will be paying extra attention to brake systems. Last year, brakes accounted for *over 35% of out-of-service violations* during this blitz – don't let that be your truck!

What inspectors will check:

- ✓ Brake hoses and tubing – no leaks, kinks, or wear
- ✓ Slack adjusters – proper adjustment, no damage
- ✓ Air leaks – listen for hissing, check connections
- ✓ Low air warning devices – working as they should
- ✓ Brake linings/drums – no cracks or contamination
- ✓ Parking brake – functional

What you can do now:

- **Add brakes to every pre-trip and post-trip.** A quick tug test and visual check go a long way.
- **Listen for leaks** when you set or release brakes.
- **Report issues immediately** – don't assume someone else already has.
- **Ask if you're unsure.** If you're not 100% on how to check something, let us know – we'll gladly review it with you.

👉 *Strong brakes = safe miles. Let's get ahead of Brake Safety Week together!*

Halfway Through — How's Your Year Going?

It's hard to believe we're already halfway through the year! Now's a great time to hit pause for a moment and reflect:

- Are you where you want to be with your safety, fuel efficiency, and productivity goals?
- What habits or small changes could make the second half of the year even stronger?
- What tools, support, or ideas from the team would help you succeed?

👉 **We want to hear from you!** If you have a suggestion – whether it's about operations, equipment, or ways to make the job easier – let us know. Let's work together to finish the year at our best.

8 Trivia Corner

- Q: What's the longest stretch of highway in the U.S.?

• A: U.S. Route 20 – over 3,300 miles from Boston to Oregon!

RECENT HIRES

Robin Luster

Kevin Jordan

BIRTHDAYS

Rachel S – 9th

Mario G – 11th

Kevin M – 24th

Anniversaries

Don Newman – 1

James Curl – 2

Babette Seidel – 5

Chris Deptula – 6

Jeff Bach – 6