



TRUCKER

2018 | VOLUME 9 | ISSUE 3

Focus



HONORING TRUCKERS

ESSAY CONTEST

HONORS TRUCKERS EVERYWHERE

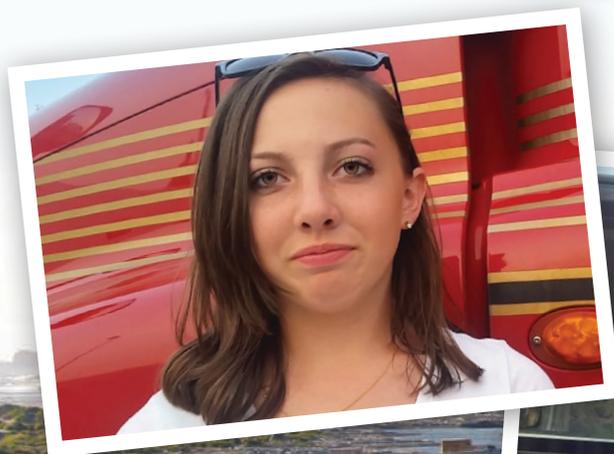
National Truck Driver Appreciation Week is when America takes the time to honor all professional truck drivers for their hard work and commitment in tackling one of our economy's most demanding and important jobs. To commemorate the event, Acuity sponsored an essay contest aimed at celebrating drivers nationwide. Children with family members in trucking answered the question, "How is the trucker in your family a hero to you and others?"

"Acuity knows that truck drivers are vital to not only the nation's economy and well-being, but to the families they support," says Cliff Johnson, Trucking Specialist. "The stories we heard through our essay contest showed that truckers are true heroes."

This is the second year Acuity has sponsored an essay contest during National Truck Driver Appreciation Week. This year, 60 entries were received—five times the number submitted last year.



Brooks Dunstan



Gabby Robbins



Gibeon Robbins

The contest was open to youth aged 19 and under and included three age groupings for elementary, middle, and high school students. Over \$10,000 in prizes were awarded, with five winners chosen from each group. Top prizes were \$2,500 in the high school group, \$1,500 in middle school, and \$750 in elementary.

CONTEST WINNERS ARE:

Elementary School

- First prize, \$750: Brooks Dunstan, Beloit, KS
- Second prize, \$500: Christopher Howser, Salisbury, MO
- Third prize, \$250: Jack Kraemer, Kiel, WI
- Honorable mention, \$100: Blake Willocks, Maryville, TN
- Honorable mention, \$100: Hayden Pfeifer, Mazon, IL

Middle School

- First prize, \$1,500: Gabby Robbins, Coalville, UT
- Second prize, \$1,000: John Hofer, Parker, CO
- Third prize, \$500: Addie Hofer, Parker, CO
- Honorable mention, \$100: Alyssa Weber, Allegan, MI
- Honorable mention, \$100: LillyAnn Robbins, Coalville, UT

High School

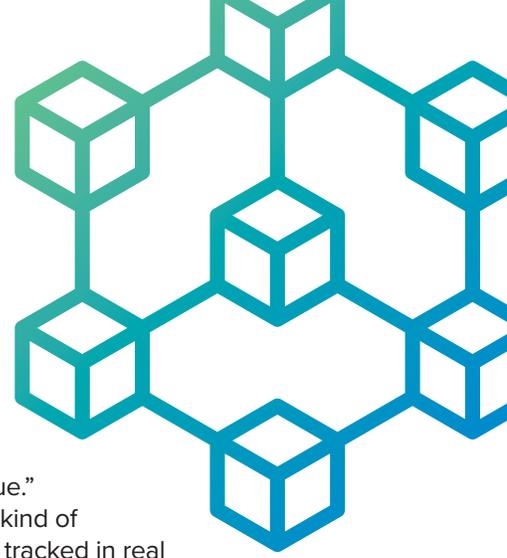
- First prize, \$2,500: Gibeon Robbins, Coalville, UT
- Second prize, \$1,500: Meghan Brown, Warrenton, MO
- Third prize, \$1,000: Ashley Howser, Salisbury, MO
- Honorable mention, \$100: Stephanie Vaughan, Iola, WI
- Honorable mention, \$100: Makayla Wagner, Osage, IA

To see a video of the winning entries, visit:
acuity.com/contest.



BLOCKCHAIN

in the Trucking Industry



The trucking industry has seen its fair share of new technology. Electronic logging devices have transformed hours-of-service recordkeeping, and other innovations, such as selective catalytic reduction (SCR), platooning, and autonomous vehicles, have the potential to disrupt the industry. But, perhaps no technology has the potential to disrupt the transportation industry quite like blockchain.

Simply put, blockchain is a digital ledger that originated with the cryptocurrency bitcoin and is recorded chronologically and transparently. Although originally created for digital currencies, it has far-reaching potential in many other industries. Blockchain's data encryption, recordkeeping, and information transferring capabilities result in a shared electronic ledger that provides a chronological and transparent record of transactions.

In the book *Blockchain Revolution*, authors Don and Alex Tapscott note that "The blockchain is an incorruptible digital ledger of economic transactions

that can be programmed to record not just financial transactions but virtually everything of value."

With this technology, any kind of digital information can be tracked in real time, with no chance of it being altered or deleted. For instance, instead of emailing a file back and forth for collaboration, two people can work on the document at the same time, with each revision recorded and tracked.

With a technology like blockchain, middlemen in transactions could be eliminated because the shipper has a clear, real-time picture of how their freight is being moved, by whom, and what costs are added. Shippers could understand each of the "hands" their product flows through to arrive at its final destination. Middlemen add as much as 50 percent to shipping costs, so this technology has the potential to drive both efficiency and consistency in logistics.

FIND THE FLAGPOLE FOR A CHANCE TO WIN \$100



Acuity's headquarters in Sheboygan, Wisconsin, is known for hosting the World's Tallest Symbol of Freedom: a 400-foot flagpole that flies a 70- by 140-foot American flag.

In each issue of the Trucker Focus, we'll hide a miniature version of our flag: . Find the flag hidden elsewhere in this issue, then send an email with its location to flagcontest@acuity.com by December 1, 2018. We'll choose a winner of \$100 at random from among the correct entries received.

Winners of last issue's contest were:

Linda Ripplemeyer - Superior Express, Inc, Waterloo, IL

Dawn Wagner - Watson Insurance Agency, Windber, PA

Jean Mattingly - Four Kings Associates, Springfield, KY

This contest is not open to employees of Acuity or their immediate family members. For a complete list of rules, visit www.acuity.com/flagcontestrules.

Motor Carrier **TOOLBOX** Designed for Truckers Like You!

Acuity's Motor Carrier Toolbox gives you exclusive access to over 140 tools, programs, and policies designed to help you comply with government regulations, address maintenance and safety issues, aid drivers in navigating today's complex trucking business, and more. Here's a great toolbox tip:

FMCSA REQUIRED RECORD RETENTION

Driver Information

<p>3</p> <p>Complete driver qualification file and application</p> <p>YEARS AFTER TERMINATION</p>	<p>3</p> <p>Medical certificate, annual review, certificate of violation, motor vehicle report, physical waiver</p> <p>YEARS</p>	<p>6</p> <p>MONTHS</p> <p>Data sheet</p>
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Drugs and Alcohol

Record of alcohol tests with a .02 or greater result, record of a verified positive controlled substance, record indicating refusal to submit to testing, driver evaluation/referral, calibration documentation, administrative record, annual calendar year summary

<p>5</p> <p>YEARS</p>	<p>Record relating to drug/alcohol collection process, record of training/education/testing of personnel, supervisors, and drivers (after such personnel have ceased performing functions necessitating such training)</p> <p>2</p> <p>YEARS</p>
<p>1</p> <p>YEAR</p>	<p>Record of negative and cancelled controlled substance test results and alcohol test results with a concentration of less than 0.02</p>

Note: Always keep the pre-employment drug screen results and MVR from when the driver was hired in the file.

Inspection and Maintenance



Inspection & repairs <i>(after vehicle is no longer in carrier's control)</i>	18 months
Driver inspection reports	3 months
Periodic inspection reports	14 months
Inspector qualification certificates	Indefinite
Brake inspector qualification certificates	Indefinite



Misc

Record of duty status & supporting documents <i>(from date of receipt)</i>	6 months
Accident register and related files	3 years

Download other free Motor Carrier Toolbox materials at www.acuity.com/mctb.

BEST OF THE BLOG

CAB ESSENTIALS FOR THE ROAD

If you have ever taken your family camping, you know there is a lot to pack—food, clothing, activities, and so much more. Similarly, truck drivers must understand the items needed on the open road. This knowledge is shared from driver to driver. We then add to this wisdom from our own experiences and personal needs. For example, a long-haul driver operating from coast to coast will need different resources than a local driver who is home most nights. Drivers need to be prepared for delays due to weather, inability to get loaded or unloaded, breakdowns, inspections, fatigue, and even sickness.

Here is a short list of items I found necessary to keep in my truck in a regional trucking operation:

- 1 An emergency preparedness kit.** It is sometimes difficult to predict what we will encounter on roadways. As a result, the emergency kit should contain extra batteries, gloves, a flashlight, a sleeping bag, winter clothing when in season, non-perishable foods, extra medication, an extra pair of prescription glasses, a basic tool kit, duct tape, spare bulbs, jumper cables, extra fuses, bottled water, a foldable shovel, window deicer, emergency flares, an extra cell phone charger, and a first-aid kit.
- 2 Extra money.** If your credit card quits working, you lose your wallet, or the store's power is out, a few hundred dollars tucked away in a safe place can come in handy when you need to spend the night or purchase provisions.
- 3 Keep your food cold.** If your truck is not equipped with a refrigerator, an insulated cooler is important in preserving perishable food items and keeping your drinks cold.
- 4 How are you cooking?** A lot of drivers used to use little propane stoves to prepare meals in their trucks and save money on food costs. My preference is a microwave, which many trucks are now equipped with or have a converter or an APU. A microwave can make a big difference in comfort for a long-haul driver.
- 5 Another alternative is a slow cooker.** Meat, potatoes, and fresh vegetables can be a satisfying end to a long day. A slow cooker allows you to prepare your own healthy food with minimal effort. However, make sure it is secured so it does not cause injury in the event of a sudden stop.
- 6 Food for truck drivers is no longer one size fits all.** Many cultures and tastes influence our food choices. I chose to stock up on items that remained safe at room temperature and could be easily prepared, such as granola bars, bread, peanut butter, jelly, apples, bananas, nut varieties, deli meat, cans of soup, and water—lots and lots of water. There are a lot of healthy choices out there. Google and decide what works best for you.
- 7 Paper towels and wet wipes** were essential items for me. They can be used for maintaining personal cleanliness, as a cleaning cloth in the truck, or as a rag to complete an unexpected repair.
- 8 Extra clothing.** You will need several changes of clothing, depending on the duration of your trip. I found that extra socks, underwear, gloves, and footwear could make life much more comfortable in unexpected events such as weather and breakdowns.
- 9 Personal hygiene items,** including deodorant, toothpaste, a toothbrush, a comb, mouthwash, and floss.
- 10 Know where you are going.** A motor carrier map can prove very helpful in arriving safely to your destination. Understanding your route options and identifying toll roads, inspection stations, and roadway and bridge restrictions can prove invaluable. Personally, I used a trucker's road atlas first and GPS as a second referral only while driving.
- 11 Stay warm and pack essentials.** If you have ever been really cold and alone, you will identify with why I also kept a small propane heater stowed away. The same holds true for a portable toilet. Whether trapped in a traffic jam or in a remote location, having extra toilet paper and a clean portable toilet can bring a lot of comfort in those emergency situations of life on the road.

When you are stopped, take some pictures to share with family and friends, and remember to take the time to enjoy your trucking experience—appreciate the sunrises and sunsets, the old barns and cattle grazing, and the mountains you encounter along America's roadways.



ASK THE SPECIALIST



Cliff Johnson
is Acuity's
Trucking Specialist.
Contact him at
trucking.news@acuity.com.

Ask Cliff

Cliff, what should I consider when selecting dispatch software?

Depending how long you have been around the trucking industry, you may remember when dispatch records were recorded on paper by hand. Later, companies used computers and software such as Excel and QuickBooks that were more efficient than paper but still required data entry and time-consuming searches for records.

In recent years, dispatch technology has certainly advanced. Today, there are hundreds of dispatch management software vendors offering their services to the trucking industry. Many common software tools offer powerful, low-cost solutions that can greatly enhance a motor carrier's operational efficiency and accounting practices to help maintain a reliable cash flow.

The ability to merge information across platforms is the cornerstone of dispatch management systems. As challenges in the trucking industry increase, embracing value-adding technology is more beneficial to your bottom line than ever before. If you are in the market for dispatch software, take the time to research your options and choose one that is likely to meet both your current and future needs.

With just a few key strokes, dispatch software can provide operational details of asset locations and delivery times, providing an efficient overview of your trucking operation. Expected delivery time features allow dispatchers to better plan current and expected loads that need to be moved as assets become available. In addition, route optimization tools are available for dispatch to share with drivers to help them find the best truck routes, considering congestion, construction, and even preferred truck stop locations. These systems can also enhance communication between dispatchers and drivers by automatically sending load information, pickup and delivery times, contact information, and driving directions.

This article is provided for informational purposes only, is general in nature, and is not intended to and should not be relied upon or construed as technical, legal, or other professional advice. If legal or other expert assistance is required, the services of a competent professional should be sought. The information presented in this article is based on the most current information available at the time of publication.

Common software packages can merge most aspects of your trucking operation, including:

1. Tracking customers and accepting load information in one area and merging with other areas automatically.
2. Dispatching, including assigning each load to a driver, truck, and trailer.
3. Tracking receivables, including the date and amount you were paid for each load, and generating outstanding load or receivable reports.
4. Managing drivers, including assigning and exporting to payroll the driver's pay, whether hourly, by the mile, or as a percentage of the load.
5. Tracking IFTA miles within each state and generating fuel tax reports.
6. Tracking total miles operated within each state for quarterly IRP reporting.
7. Addressing DOT compliance, including integrating with your ELD or GPS system and communicating both load and safety information.
8. Managing payables, including imports from and exports to financial management software.

You may not need all the features of higher-end software, particularly if you are a local or regional operation, but you should carefully evaluate capabilities before making your final purchasing decision.



YOUR LIFE ON THE ROAD



For 41 years, Greg Thede, owner of G N T Trucking in Badger, Iowa, has been sitting in the driver's seat. For the past 3 years, his faithful companion Dude has been sitting on the passenger's side.

"Dude definitely owns the passenger seat and guards the truck at night when I'm sleeping," says Greg. "When we're on the road, Dude puts his paw

on the door when he wants his window open and paws the shifter when he gets thirsty."

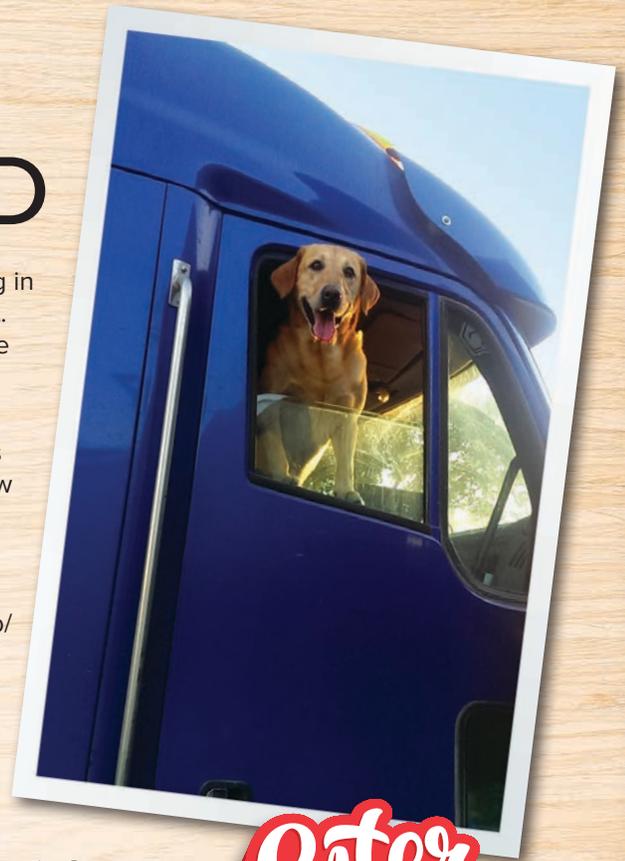
When Greg is home and getting ready to hit the road, Dude spins circles around the house in anticipation. At truck stops, the yellow lab/golden retriever mix is a favorite with customers and staff.

"The girls at the fuel stops actually make sure that there are hamburgers and hot dogs ready when we come through," Greg says. "Everyone loves him, and he's great company for me on the road."

Have you driven through some amazing locations, hauled some unbelievable loads, or handled some challenging situations and deliveries? Do you have an interesting story to tell and pictures to show? Then we just might feature you in the Trucker Focus!

Send us your photos along with a few words about why we should feature your Life on the Road. Photos should include you if at all possible. If we choose your story and photo, we'll publish it here—and you'll earn \$100.

This contest is not open to employees of Acuity or their immediate family members. For more information, including a complete list of rules, visit acuity.com/lifeontheroad



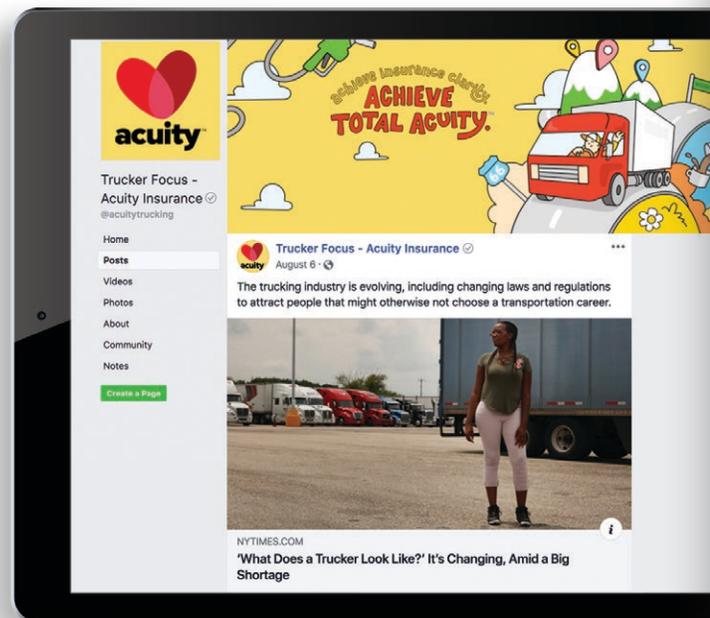
Enter to Win

TEAR ALONG THE PERFORATION LINE

WORD OF MOUTH

The trucking industry is evolving, and with it, truckers themselves. Read about how the industry is working to attract drivers and join in the discussion on this and other topics at facebook.com/acuitytrucking.

In addition to all the great online resources for truckers Acuity makes available at acuity.com, we also feature the latest news, trucking trends, and lively discussions on our Trucker Focus Facebook page.





CRASH SCENE TIPS

TRUCKER TALK AHEAD 

Acuity Rev 8-13-15 with permission of keeptruckingsafe.org

CRASH SCENE PHOTOGRAPHY

If you're ever involved in a crash, getting useful crash scene photos could be the key that turns a bad day into a better day.

PHOTO DOCUMENTING TIPS

- Take pictures of where the vehicles were left. Try to work in a landmark like a power pole, bridge, or road sign.
- Start taking a picture of the full accident scene at 50 feet away, then move closer in intervals of 10 feet.
- Zero in on the impact areas for all vehicles involved.
- Take pictures on all sides of vehicles to identify any pre-existing or abnormal damage.
- Take pictures of skid marks on the road starting 50 feet away and moving in.
- Photograph any detached parts that may be laying at the impact point (e.g., fenders, glass, plastic).
- Take a picture of any debris in the roadway that may have caused the accident.
- Pictures should focus on the physical damage at the scene.
- Photograph the license plates of all vehicles involved, as well as witnesses to the crash.



- If possible, collect all damaged parts, especially tires that blow out. Tires can be investigated and inspected to identify manufacturing defects.
- Never take pictures of injured people. This includes minor injuries, serious injuries, or fatalities.
- Photos of blood or gore can actually impede the claim resolution process and will be seen as a negative in the claim and court processes.
- Document the weight of the vehicle and whether it is empty or full. This helps with the stopping distance calculations.

GOAL

Provide the claim manager with the best information to mitigate the claim and allow for the most accurate accountability when it comes to liability.





Acuity Knows Trucking!

Check out our dedicated trucking-focused online channels!



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acuity.com/trucking



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facebook.com/acuitytrucking



Blog
acuity.com/trucker-focus



YouTube
youtube.com/acuityinsurance
(Trucker Focus playlist)



LinkedIn
linkedin.com/company/acuity-insurance



Twitter
twitter.com/acuityinsurance

TRUCKING QUESTIONS?

Acuity's on-site trucking specialist provides over 30 years of industry experience to your business.



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TEAR ALONG THE PERFORATION LINE