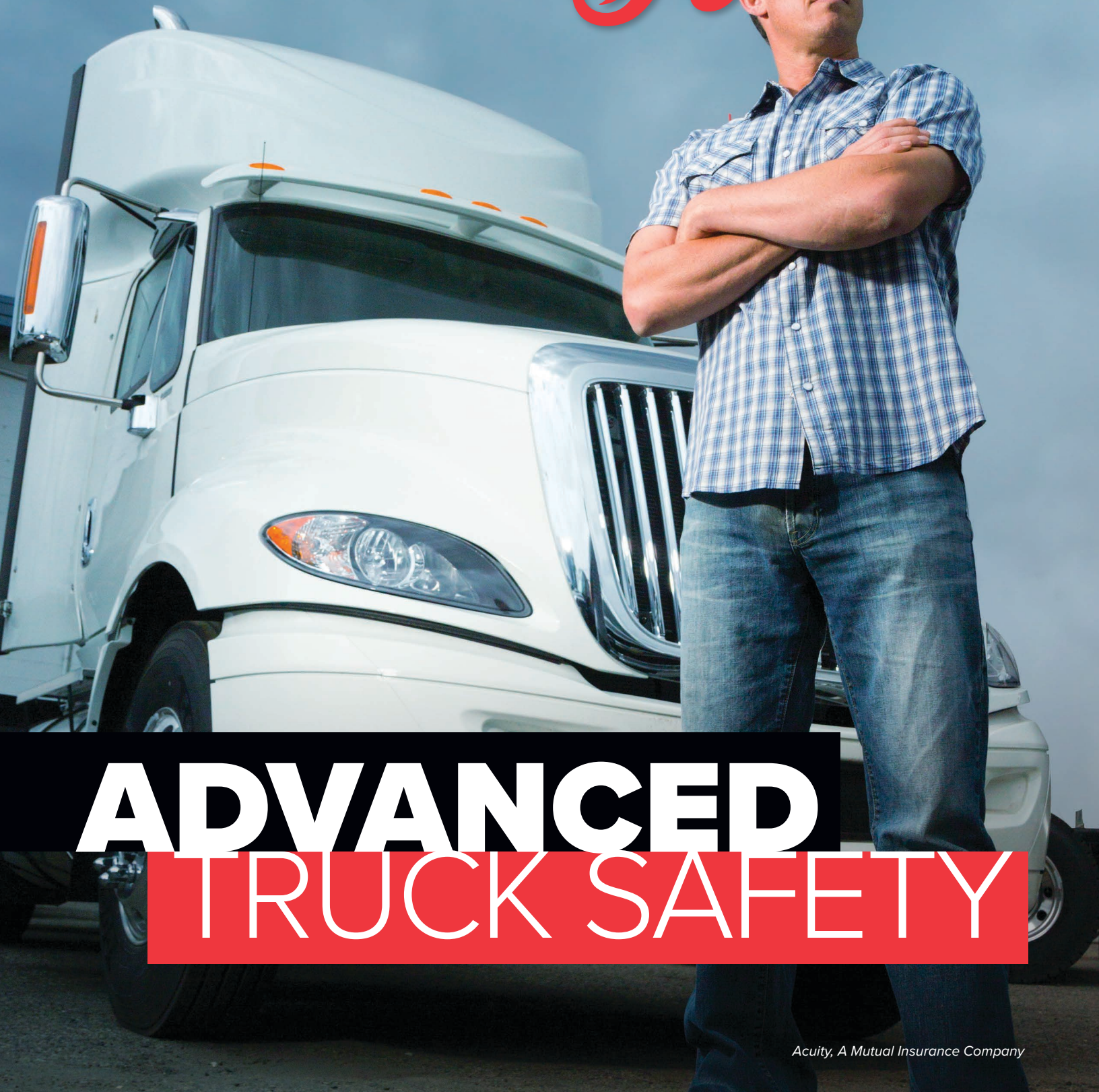




TRUCKER

2019 | VOLUME 10 ISSUE 2

Field



ADVANCED TRUCK SAFETY

COLLISION MANAGEMENT

If you have been in trucking for a while, you have seen many changes to safety technology through the years. These safety products promise to make your operation safer, with fewer accidents and downtime. So, why aren't all carriers investing in the latest in fleet safety technology? As you might expect, the answer to this question differs by motor carrier.

If it were an easy decision, every carrier would be purchasing all the advanced fleet safety products on the market today. But every operation is unique, with its own combination of safety problems, driver concerns, maintenance challenges, equipment upgrades, and CSA scores to address, while also keeping the bottom line in mind. With the trucking industry operating on historically thin margins, any expenditure on upgraded or new technology will likely have to consider its return on investment (ROI)—whether it will make the company safer and more competitive or just add cost. Other issues include the time to install new systems, employee training, and the expected shelf life due to advancing technology.

These technologies are expected to have longer staying power in the industry than others:

- 1 Disc brakes
- 2 Collision mitigation technology
- 3 ELD/driver scorecards/GPS/truck cameras
- 4 Trailer tracking and temperature monitoring
- 5 Operations software, dispatch, dynamic routing, and maintenance

This article will review collision mitigation systems (CMS), which have come a long way since their early introduction.

"It's getting to be more and more the norm that fleets are adopting collision mitigation systems, said Art Trahan, Ryder's Senior Manager assigned to national accounts. "I don't think we've pushed over the 50% mark because, like everything else, there's a cost involved."

However, now that these systems are standard with many manufacturers, some fleets are reluctant to opt out. They recognize that could leave them explaining to a jury why they chose not to install a system that could have prevented a crash.

While collision mitigation systems often share common features such as an integrated camera, radar, and braking systems, they may utilize different operation methods, including:

- The collision mitigation system identifies a potential crash situation with a vehicle or obstacle ahead by using combined camera and radar data to generate an early prediction of the situation and allow for a reduction in the vehicle's speed.
- Stationary vehicle braking (SVB) assists the driver when approaching a line of stopped traffic. Combining the use of radar and camera data to confirm the object ahead, the system alerts the driver and begins to slow the vehicle.
- Other systems use smart cameras to read the posted speed limit and compare it to the actual vehicle speed. Depending upon the speed threshold set, the system will alert the driver and, if high speed continues, alert the motor carrier.
- Adaptive cruise control and braking is designed to help the driver maintain a safe following distance. When the distance between two vehicles becomes too close, the adaptive cruise control system provides driver warnings and can take action, including applying the brake, to achieve a safe distance.
- Some systems combine radar and camera components to create lane departure warnings. These alerts signal the driver of potentially hazardous situations and, if continued, send the alert back to the motor carrier.
- Other systems offer a form of driver coaching and training to address undesired driving practices.

Regardless of the system you choose, safety technology can help your company's bottom line. It can help drivers avoid crashes or reduce severity. It can also provide driver coaching and instill good habits among drivers. With fewer accidents, a fleet will achieve lower accident-related costs and less downtime of equipment and drivers, helping to improve driver morale and often increasing fuel savings.



YOUR LIFE ON THE ROAD



Jaylene Landry is a Customer Service Agent at the F.A. Peabody Company in Sherman, Maine. Her husband, Brenden, comes from a family of truckers and has been driving for five years.

On a hot, dry day last summer, Brenden was hauling a load of cedar to the mill when he noticed the load had started on fire! He pulled the truck over, quickly unhooked the tractor, then called the fire department, which doused the fire. No one knows what caused the fire. Fortunately it hasn't happened again.



Send us a picture from your Life on the Road and you could win \$100!

We're looking for fun and unique trucker photos! Please send us a photo or two that show your life on the road. Great pictures show an interesting story such as unique loads, challenging or amazing delivery locations, unexpected events, family/company stories, or other situations that truckers might find interesting. If we choose to feature your picture in Trucker Focus, you'll win \$100!

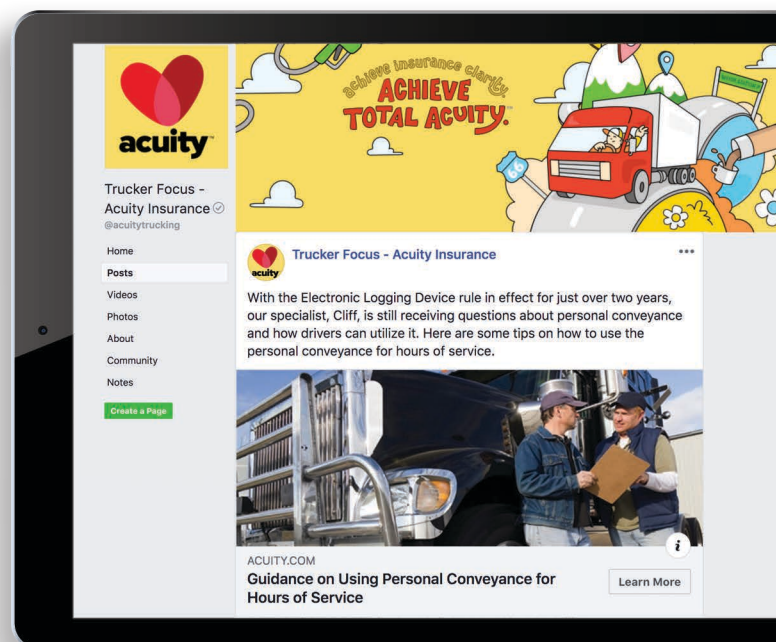
Photos should be sent to lifetheroad@acuity.com. For more information, including a complete list of rules, please visit acuity.com/lifetheroad.



WORD OF MOUTH

The Electronic Logging Device is still generating a lot of commentary and questions, even though it's been in effect for two years. Join in the discussion and read more about other trucking topics at [facebook.com/acuitytrucking](https://www.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.



Motor Carrier **TOOLBOX**

DRIVER CHECKLISTS

Motor carriers need to maintain driver qualification files that contain DOT-required records and documentation. Using this handy checklist can help you keep your driver qualification files in order.


Acuity's Motor Carrier Toolbox gives you exclusive access to this checklist and over 140 other 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. The tear-off page at the back of this issue features another resource that is available. For more great tips, check out Acuity's Motor Carrier Toolbox at www.acuity.com/mctb.



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.

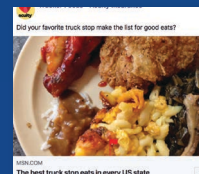
In each issue of the *Trucker Focus*, we'll hide a miniature version of our flag: . In our last issue, the flagpole was hidden on our Facebook page on page 3. Find the flag hidden elsewhere in this issue, then send an email with its location to

flagcontest@acuity.com by July 1, 2019.

We'll choose a winner of \$100 at random from among the correct entries received.

Winners of last issue's contest were:

Patsy Speight, Montgomery City, MO
Debra Smith, Wycombe, PA



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.

ASK THE SPECIALIST



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

Ask Cliff

How do I improve safety in my trucking company?

With so many safety methods and products available to the trucking industry, it can be difficult to know where to start. However, your safety efforts should start simply and grow as the company's needs evolve. My answer to the question will therefore focus on the fundamentals.

In my travels, I often see carriers overlook the fundamentals in favor of unnecessarily expensive or complex actions. For example, I have seen management spend hundreds of thousands of dollars upgrading equipment to address their Vehicle Maintenance BASIC score, when only a few pieces of equipment or a couple drivers caused the issues. Instead, they should have begun by focusing on the basics, including:

- 1 Hiring experienced, professional drivers using the driver qualification file checklist.
- 2 Having drivers demonstrate, through road tests or training, their competency and comfort performing required tasks. For instance, can the driver demonstrate competency in completing a driver vehicle inspection report (DVIR)? If not, this training must be promptly provided.
- 3 Having management audit 3 to 5 percent of the fleet weekly to ensure DVIRs are being completed properly.
- 4 Auditing the maintenance shop to ensure safety defects are being repaired before the vehicle is released back to operation. If shop personnel need training, provide it.
- 5 Using CSA scores to educate both drivers and maintenance personnel where issues exist and are repeating.
- 6 Creating a plan to address the shortcomings and setting goals to improve.

I recommend addressing these fundamentals in three steps. Step one is assessing your company's policies and procedures, whether informal or not. For example, do procedures adequately address driver hiring and training and empower drivers to be successful with the right tools and equipment to complete the job safely and on time?



Step two is operations. Are the activities outlined in policies and procedures actually completed, or are those policies just gathering dust? For example, if a driver is not able to drive per company policy, is he/she dispatched anyway, for just one more load? Or if a safety defect is found, is the equipment used anyway until maintenance has time to fix it correctly?

Step three is auditing. Are you achieving the desired results from operations that you expected or needed to achieve? If not, what can be adjusted in policies and procedures to positively impact operations so the desired results can be achieved?

Management must lead the way. Drivers, maintenance staff, and other employees may be good at their jobs, but they do not have the perspective of owners and managers. Providing appropriate top-down support is essential to creating safe operations and helping a motor carrier achieve success.

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.

BEST OF THE BLOG

By Cliff Johnson, Trucking Specialist



Tips to Have Successful Roadside Inspections

In my role helping motor carriers with their needs, I often find myself in conversations about struggles with roadside inspections. When I ask how these inspections affect their business operations, things like insurance, customers, brokers, and driver recruitment/retention don't always make their lists, but they are all impacted.

Over my 30-plus years in the industry, I learned roadside inspections and CSA scores are tied together and can affect both drivers and motor carriers in many ways. Although many people think of them negatively, they can be managed in a positive light. But, before we get going, my advice to improve your results in this area is to:

- Understand how these scores are determined.
- Be your own harshest critic. I have often thought trucking is like paddling a canoe upstream—the moment you stop paddling is the moment you start to go backward. So, if you're doing great, fantastic. If not, identify areas to improve and fix them before they are found during roadside inspections.

Here are 7 ways to turn roadside inspections into a positive experience:

- 1 Understand roadside inspections and CSA scores
- 2 Develop a process to make sure your documentation is ready for inspection
- 3 Become inspection ready
- 4 Maintain hours-of-service (HOS) rules
- 5 Comply with traffic regulations
- 6 Empower your employees
- 7 Set goals toward improvement

For more details on these 7 tips, visit Acuity's trucking blog at [acuity.com/trucker-focus](https://www.acuity.com/trucker-focus).



15 USEFUL APPS for Truckers

With so many apps available to the trucking industry, choosing the right ones can be somewhat confusing, and it can be difficult to know where to start. So, why would you want to use an app? Simply put, mobile apps extend the reach and productivity of your time and business.

By equipping your smartphone, tablet, or laptop with apps, it can perform a wide variety of business functions for you while out of the office, traveling, at a shipper, talking to brokers, or determining your best route of travel. A mobile app usually enables the user to do something specific, like accessing your bank account or tracking hours of service (HOS) using an ELD app. But most importantly, apps can help truckers enhance three important areas: time, money, and safety. In short, apps can have a positive impact on your business's bottom line.

In this article, we focus on 15 free trucking apps that may be helpful to your operation.

1. oCFR

The U.S. DOT Pipeline and Hazardous Materials Safety Administration (PHMSA) made available their online Code of Federal Regulations (oCFR) mobile app, which provides quick access to both its hazardous materials and pipeline safety regulations.

2. Drive Axle

Drive Axle is an app that allows you to scan and send documents through your smartphone, tablet, or laptop without a fax machine or scanner. It allows both drivers and motor carriers to document work completed more efficiently and invoice quicker.

3. Truckstop Mobile or DAT

The Truckstop and DAT apps are both fast and effective ways to find loads. Post your truck or choose from thousands of loads posted daily.

4. Dock411

Interested in knowing the details about a pickup or delivery location? For example, do they have restrooms available to drivers, are they pet friendly, what is the average time to load or unload, or do they allow overnight parking? The app is populated with information reported by other drivers.

5. Trucker Path

Trucker Path provides useful information, including truck stop locations, fuel prices, parking availability, and weigh station locations.

6. Drivewyze PreClear

Drivewyze is a trucker app that, depending upon your CSA score, allows you to bypass more than 700 weigh station locations.

7. Weigh My Truck CAT Scale

This app provides truckers the opportunity to weigh their truck, pay for the transaction, and have their axle group and gross weights displayed on their smartphone and emailed.

8. BigRoad Trucking Logbook

BigRoad is an electronic logging device app and electronic logbook. It tracks hours of service and can help you maintain compliance with the ELD mandate.

9. Lose It! Calorie Counter

The Lose It! app can help you control your weight by setting calorie intake goals and tracking your meals, exercise, and nutrition.

10. Weather Channel

Weather is something that every motor carrier and truck driver must plan for. This app will help ensure you won't be caught off guard by weather.

11. Waze

Waze is a GPS app used by many in the transportation industry. It provides a lot of roadway information, but it does not provide low clearance, road weight restrictions, or other trucking-specific information.

12. Vigillo

Exclusive for Vigillo Scorecard subscribers, Vigillo's CSA Daylight mobile app provides CSA BASICs as a bar chart. It aggregates your BASIC percentiles, including HOS, Driver Fitness, Controlled Substances, Crash, Vehicle Maintenance, Unsafe Driving, and Hazardous Materials.

13. Trucker's Slide Calculator

This app is able to calculate how much each axle is over or under, including the gross, and provide suggestions on where to slide axles or move weight to become legal.

14. Audiobooks.com

The Audiobooks.com app has over 125,000 offerings with more than 8,000 free titles. One nice feature is that the books can be downloaded so they can be listened to when Wi-Fi is not available.

15. 511

511 apps are available through many states. They are the official mobile apps travelers can use to find information for the state's Department of Transportation. 511 apps can provide current traffic, winter road conditions, road closures, and many have freeway camera images available. Just enter a state's two letter abbreviation followed by 511 (e.g., WI511) in your app store.






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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**
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TRUCKING QUESTIONS?

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

 **Email**

trucking.news@acuity.com

 **Phone**

800.242.7666, extension 1740





THREE-POINT CONTACT

TRUCKER TALK AHEAD ↗

ENTERING AND EXITING THE CAB

FMCSA Regulation §399.207: Any person entering or exiting the cab or accessing the rear portion of a high-profile COE truck or truck-tractor shall be afforded sufficient steps and handhold and/or deck plates to allow the user to have at least three limbs in contact with the truck or truck-tractor at any time.

Follow These Steps:

- Always face the vehicle when entering and exiting.
- Inspect handles and steps for grease, dirt, snow, ice, wear, or other conditions that make surfaces slick.
- Never carry anything in your hands when entering or exiting the vehicle.
- Firmly grip handles when entering or exiting.
- Lean inward when entering or exiting.
- Never jump out of the cab or trailer or from the step.
- Don't use the door or door frame as a handle or use the fuel tank as a step.
- Enter and exit slowly and with care.
- Use your leg muscles to do the bulk of the work.
- Check the ground before stepping down.

Goals:

- Ensure you use three-point contact when entering and exiting vehicles or while using ladders.
- Reduce Injuries!





focused on truckers

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TEAR ALONG THE PERFORATION LINE