

J.D. NEWMAN INC. INC.



2012 TRUCKING

- YESTERDAY



- TODAY



- TOMORROW



CAN ANYONE TELL ME WHAT
THE MOST IMPORTANT
TRANSPORTATION COMPONENT
IS?

LOCAL REGIONAL
DRIVERS
OVER-THE-ROAD LONG HAUL



IMPORTANCE OF IMAGE

- CLEAN SHIRT
- NECK TIE
- PLEATED MATCHING PANTS AND SHIRT
- IMPORTANCE OF IMAGE



IMPORTANCE OF IMAGE

- GREAT DRIVER
 - POOR IMAGE
- NO UNIFORM
- INAPPROPRIATE ATTIRE



WHAT DO YOU KNOW ABOUT CSA?

- COMPLIANCE, SAFETY, ACCOUNTABILITY
- 7 BASIC MEASUREMENTS
 - UNSAFE DRIVING
 - HOURS-OF-SERVICE
 - DRIVER FITNESS
 - CONTROLLED SUBSTANCES AND ALCOHOL
 - VEHICLE MAINTENANCE
 - HAZARDOUS MATERIALS COMPLIANCE
 - CRASH INDICATOR
- 4 OF THE 7 ARE AVAILABLE TO PUBLIC
- CAN BE FOUND AT [WWW.FMCSA.DOT.GOV](http://www.FMCSA.DOT.GOV)
- UNDERSTAND COMPANY PROFILE AND WHO IS HAULING YOUR PRODUCT

DATA COLLECTED AT ROADSIDES

- NO VIOLATIONS OR
- VIOLATION EXAMPLE
 - HEADLIGHT OUT- 6 POINTS
 - TAILLIGHT OUT- 6 POINTS
 - RECORD OF DUTY STATUS NOT CURRENT-5- POINTS
 - 17 POINT STOP
 - X 3 FOR 6 MONTHS
 - X 2 FOR NEXT 6 MONTHS
 - X 1 FOR THE NEXT YEAR
 - EFFECT COMPANY FOR 2 YEARS AND DRIVER FOR 3 YEARS



J.D. NEWMAN INC. CSA

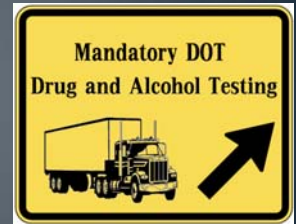
WHAT IS THE ISSUE?

CSA PRO OR CON

- PRO
 - INVOLVES DRIVER
 - INVOLVES COMPANY
 - SHARES INFORMATION
 - IMPROVE ACCOUNTABILITY
 - CLEANING UP INDUSTRY
 - CENTRALIZE INFORMATION
 - PROMOTES SAFER HIGHWAYS
- CONS
 - VERY JUDGEMENTAL BY ENFORCEMENT
 - GUILTY INSTANTLY
 - CAN BE APPEALED
 - ACCIDENT COUNTS REGARDLESS OF GUILT
 - WARNING IS THE SAME AS A VIOLATION
 - JUDGED AGAINST PEER GROUP ON MILES NOT EQUIPMENT.
 - EX: FLAT BED VS. TANKER
 - CAN PROVIDE MISLEADING INFO IN CIVIL SUIT

DRUG AND ALCOHOL TESTING

- PRE-EMPLOYMENT
- REASONABLE SUSPICION
- POST ACCIDENT
- RANDOM
- NEW DRUG AND ALCOHOL CLEARING HOUSE



MEDICAL REQUIREMENTS

- PERIODIC DOT PHYSICAL
- WAIVER ISSUE
- SLEEP APNEA
- DOCTORS CERTIFIED



HOURS OF SERVICE LOG BOOK

- 1ST GENERATION
 - 8 DAY/70 HOUR
 - 10 HOURS OF DRIVING
 - 8 HOUR BREAK
- 2ND GENERATION
 - 70 HOURS A WEEK
 - 11 HOURS OF DRIVING
 - 10 HOUR BREAK
 - 14 HOURS ON-DUTY
 - 34 HOUR RESTART
- 3RD GENERATION
 - 70 HOURS A WEEK
 - 11 HOURS OF DRIVING
 - 10 HOUR BREAK
 - 14 HOURS ON-DUTY
 - 30 MIN OFF-DUTY BREAK @ 8 HOURS
 - 168 HOUR PERIOD BEFORE 34 HOUR RESTART
 - BREAK HAS TO INCLUDE 2 CONSECUTIVE TIMES BETWEEN 1 A.M AND 5 A.M.

ACCOUNT FOR EVERY 15 MINUTES

The image shows a digital logbook interface for a truck driver. At the top, it identifies the driver as CAROL S. NEWMAN and the company as J.D. NEWMAN INC. The logbook features a grid with columns for 15-minute intervals and rows for different activities: 1. OFF DUTY, 2. SLEEPING, 3. DRIVING, and 4. ON DUTY (which includes OFF-ROAD, ON-ROAD, and STOPPING). The driver's name 'CAROL S. NEWMAN' is visible in the grid. The interface includes various navigation and status icons.



**WHY IS THERE A
DRIVER SHORTAGE?**

**THE DAYS OF "HE IS
JUST A DUMP
TRUCK DRIVER" ARE
OVER!!**

HOW DO WE AS A TEAM FIX THIS PROBLEM?

- IMAGE
- EQUIPMENT
- UNDERSTANDING
- FACILITIES
- LIL KINDNESS



QUESTIONS??

