







Navigating the AOB RD To ELD Transition

11:00 AM Eastern Time (New York)
10:00 AM Central Time (Chicago)
9:00 AM Mountain Time (Denver)
8:00 AM Pacific Time (Los Angeles)





Housekeeping Items

- Audio streamed through computer speakers
- Widgets are resizable and moveable
 - Minimize/maximize
 - Expand/shrink
- Enter questions via the Q&A
- Check out the resources area to download today's slides
- Click the help icon if you need tech help



Navigating the AOB RD To ELD Transition

July 17, 2019



Navigating the AOBRD to ELD Transition

This webcast will cover ...

- A regulatory overview
- Best practices in compliance
- A case study in implementation
- Question & Answer

Attention Attendees:

+ Thank you for attending!
+ You will be muted during the event.

+ Please use the Q&A feature to send in questions to us. We'll try to answer them during the Q&A period if they are not covered in the presentation.

+ The slides and recording will be posted within 7 days at:
www.jjkeller.com/nptcinfo



Gary Petty
President & CEO
National Private Truck Council



Meet Your Presenters



Gary Petty
President & CEO
National Private Truck Council



Tom Bray
Industry Consultant -
Transportation
J. J. Keller & Associates



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Shawn Hyche
National Logistics Safety
Manager
Essendant, Inc.



Navigating the AOBRD to ELD Transition



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



Deadline

- By December 16, 2019, all devices operating as AOBRDs must either
 - Be upgraded to ELDs, or
 - Replaced by an ELD if not updateable



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



Who Doesn't Need an ELD?

- Drivers that must log 8 days or fewer in any 30-day period
- Certain driveaway/towaway drivers
- Drivers operating a vehicle older than model year 2000 (based on VIN or engine)
- Rental rented under rental agreement 8 days or less in duration
- Other specialized drivers



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



AOBRDs

- Older, simpler, less data
- Rules §395.15, date back to 1988
- Data captures only includes date, time, and location of duty changes
- Officers only need to see a text list



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



ELDs

- Rules §395.20 to §395.38, and Appendix to Part 395, published in 2015
- Much more complex and robust devices and systems
- Requirements, data collected, and display/output more detailed



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



Changes: ELDs and Drivers

- Drivers
 - Log in/unassigned driving time process at log in
 - 5 mph = driving, period
 - Special driving categories
 - Full edit rights



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



Different for Back Office Too

- Back office
 - No generic or “ghost” accounts allowed
 - Dedicated unassigned driving time account
 - In-house auditing changes
 - More to audit (unassigned, edits, use of special categories)



Tom Bray
Industry Consultant – Transportation
J. J. Keller & Associates, Inc.



ELD: Lots of Data

- Data captured at start up, shutdown, log in, log out, at every duty change, and once per hour during operation
- Data capture includes:
 - Date
 - Time
 - Location (automatically determined)
 - Engine hours
 - Vehicle miles
 - Driver
 - Vehicle identification
 - Operating carrier



Tom Bray
 Industry Consultant – Transportation
 J. J. Keller & Associates, Inc.



ELD: Lots of Data

- Also captured:
 - Data errors
 - Malfunctions
- Display/printout requirement
 - Complete “header” information
 - Grid graph
 - Details of all data captures



Tom Bray
 Industry Consultant – Transportation
 J. J. Keller & Associates, Inc.



ELD: Lots of Data

- Roadside inspection
 - Device must be able to transfer log data directly to an officer
 - Device must use either
 - Telematics
 - Local transfer
 - Process
 - Driver specifies telematics or local, officer determines specific method to be used



Tom Bray
 Industry Consultant – Transportation
 J. J. Keller & Associates, Inc.



ELD: Lots of Data

- During an investigation/audit
 - System must be able to transfer log data directly to investigator/auditor
 - System must use either telematics or local transfer
 - Process
 - Carrier specifies telematics or local and investigator/auditor determines specific method to be used



Tom Bray
 Industry Consultant – Transportation
 J. J. Keller & Associates, Inc.



Interpreting the Data

- “Rulesets” audit the data and point out exceptions to the rules
 - Rulesets and exception reports are not required by the rules
 - Common exception reports
 - Missing logs
 - Missing data
 - Over hours
 - Unassigned driving time
 - Edit report
 - Use of special categories
 - Malfunctions



Tom Bray
 Industry Consultant – Transportation
 J. J. Keller & Associates, Inc.



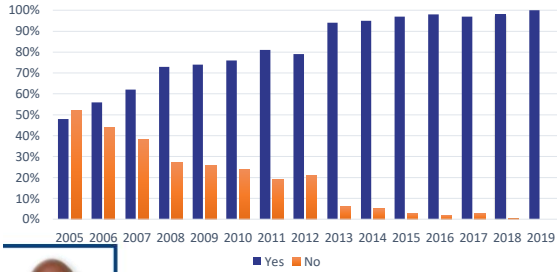
Beyond Compliance



Tom Moore, CTP
 Senior Vice President
 National Private Truck Council



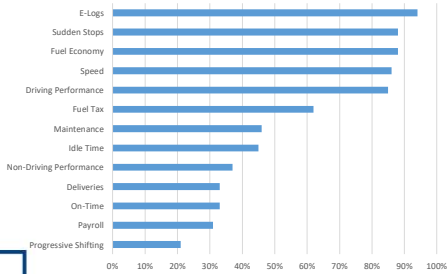
Onboard Technology Dominates



Tom Moore, CTP
Senior Vice President
National Private Truck Council



How Fleets Deploy Technology



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Primary Benefits of ELDs

- Improve compliance
- Enhance corporate visibility
- Optimize staff support and compliance
- Reduce driver hassle
- Provide more data



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Managing "Big" Safety Data

- CSA Indicators
- HOS
- Stability Control
- Use of Cruise Control
- Over Rev
- Idle Time
- PM Performance
- MPG
- Recordable Accident Ratio
- DOT Violations (EOBR)
 - Overall
 - Individual
- Employee Injury Ratio
- Tickets/Violations
- ECM Data



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Gap Analysis

1. Define Goals/Objectives
2. Collect Data
3. Identify root causes of problems
4. Develop appropriate solutions
5. Plan and make changes

Narrow data focus to a manageable level by filtering out or reclassifying what we don't need...so you allow the right data to bubble to the top



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Data Strategies for Success

- Don't get overwhelmed
- Narrow your focus
- Work on the meaningful few
- Set goals, and measure performance
- Communicate
- Beware of analysis paralysis
- Utilize your friends at NPTC



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Roadmap Towards Successful Implementation

- Build a relationship
- Educate team members
- Sell the benefits
- Communicate early and often
- Make it their idea
- Target key employees
- Support integration internally
- Be patient



Tom Moore, CTP
Senior Vice President
National Private Truck Council



Getting There

- Anticipate a flood of new products
- Train all staff
- Look for integration opportunities
- Develop data management aptitude
- Establish clear expectations
- **Don't wait – start now!**



Tom Moore, CTP
Senior Vice President
National Private Truck Council



The Fleet Perspective: *Essendant Co.*



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



About Me

Over 19 years in industry

- 8 years - cargo/personnel movements United States Air Force
- 11 years – food service, wholesale, safety, DOT compliance & training

Currently directs the private fleet logistics safety program

- Driver Qualification files
- Safety Training & Awareness
- DOT Compliance
 - Hours of Service
 - DOT Drug / Alcohol



Shawn Hyche
National Logistics Safety Manager
Essendant, Inc.



Essendant Co.



Leading wholesaler through one source

- Janitorial and sanitation supplies
- Foodservice
- Office supplies furniture
- Imaging and technology supplies

6,500+ employees

300+ assets

* Currently transitioning from AOBDR to ELD



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Essendant Co. Private Fleet

- 131 - Class A CMV's
- 183 - Commercial trailers
- 140 - Drivers
- 6M - miles annually
- 9 - US facilities
- Hazmat & For Hire Carrier



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Essendant On-Board History

- Our on-board journey
- Driver acceptance
- Lessons learned
- Benefits



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Communication Strategy

- Face to face training
- Hard copy guides from ELD provider
- Daily follow up
- Weekly review through summary reports



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Comparisons

- Biggest change between AOB RD and ELD
- How to educate your drivers and staff
- Driver's experience at roadside inspection



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Auditing Electronic Logs

- Daily processes
 - Edits
 - Violations
 - Coaching
- Weekly Reports
- File Maintenance



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



New Areas to Audit With ELD

- Unassigned driving time
- 5 mph = driving, period
- Special driving categories
 - Personal use
 - Yard move
- All unassigned driving time must be:
 - Assigned to a specific driver, or
 - A comment attached explaining why it could not be assigned
- Complete valid edits immediately



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Handling Violations

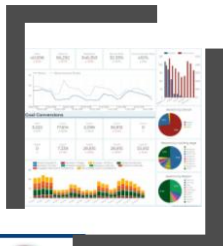
- Violations need to be addressed to avoid further HOS problems.
- Drivers are coached on correcting elogs issues created by user error; incorrect logging processes
- Summary reports are generated weekly for easy recording and filing.
- Daily logs with edits/violations are filed separately by week.
- Files are maintained accordingly for 6 months
- Prior weeks are removed accordingly



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Performance Tracking & Monitoring



- Speeding
- Hard braking
- Idle Time
- Fuel economy
- On-duty status Tracking for
 - Fueling
 - Inspections
 - Dock time
 - Random D&A Testing



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Additional Benefits

- Location Tracking
- Liability Reduction
- Automated IFTA Calculation
- Software Integrations
 - HR Systems
 - Asset Management
 - Training
 - Onboard Video Systems



Shawn Hyche
National Logistics Safety Manager
Essendant, Co.



Question & Answer Session



Gary Petty
President & CEO
National Private Truck Council



Tom Bray
Industry Consultant-
Transportation
J. J. Keller & Associates



Tom Moore, CTP
Senior Vice President
National Private
Truck Council



Shawn Hyche
National Logistics Safety
Manager
Essendant, Inc.



More Questions?



Tom Bray
Industry Consultant-Transportation
J. J. Keller & Associates
tbray@jjkeller.com



Tom Moore, CTP
Senior Vice President
NPTC
tmoore@nptc.org



Please join us for our next webcasts

Fatigue Management Strategies and Hours-of-Service
Thursday, July 18, 2019

Visit www.jjkeller.com/nptcinfo to register



Thank you for participating in today's webcast!

Visit: www.jjkeller.com/nptcinfo
for today's presentation and to learn more
about future NPTC and J. J. Keller webcasts