



1

Thank You for Joining Us!

- This webcast will cover ...
 - A regulatory overview
 - Best practices in compliance
 - A case study in implementation
 - Question & Answer session
- You will be muted during the event.
- Please use the Q&A feature to send in questions. 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



2



3

Meet Your
Speakers



Gary Petty
President & CEO
National Private Truck Council



Tom Moore, CTP
Executive Vice President
National Private Truck Council




Tom Bray
Industry Business Advisor
J. J. Keller & Associates, Inc.




Joe Siejakowski, CTP
Director of Operations
Lumina Foods

4




Driver Performance Monitoring
Regulations

Tom Bray
J. J. Keller & Associates, Inc.



Copyright© 2023 All Rights Reserved




National Private Truck Council


5

General Responsibility

- §385.5 Carrier must have safety management controls
- §391.1 Motor carrier is responsible for driver qualifications
- §392.1 Motor carriers are responsible for how their drivers operate the vehicles on the road
- §395.3 and .5, and §395.8 Motor carrier is responsible for driver's compliance with limits and records of duty status regulations



Copyright© 2023 All Rights Reserved



National Private Truck Council

6

Safety Management Controls

- §385.5 Specific safety management controls related to monitoring driver performance
 - CDL and licensing violations
 - Use of unqualified drivers
 - Improper driving of CMVs
 - Use of fatigued drivers
 - Inadequate inspection of vehicles
 - Preventing accidents



Copyright© 2023 All Rights Reserved



7

Driver Qualifications

- Required qualifications
 - License
 - Medical card
 - HM training



Copyright© 2023 All Rights Reserved



8

Driver Notifications

- §383.31 Notification of violations
 - CDL driver must report convictions within 30 days
 - Should trigger an MVR check



Copyright© 2023 All Rights Reserved



9

Annual Review

- \$391.25 Annual review
 - Review of the driver's MVR with 365 days of last review
 - Note of review
 - No scoring, pass/fail, or required actions detailed
 - Supervisor must give "great weight" to indications the driver is no operating safely



Copyright© 2023 All Rights Reserved



10

Dash Cameras

- Only required if participating in specific pilot programs
 - SDAP (under 21 drivers)



Copyright© 2023 All Rights Reserved



11

FREE Whitepaper of Your Choice!



Per official Board policy and practice, NPTC does not endorse or promote products and services provided by member companies which sponsor Council programs or events.

12



Best Practices
in Fleet Compliance
Tom Moore, CTP
National Private Truck Council

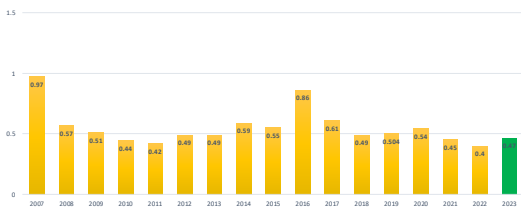


Copyright© 2023 All Rights Reserved



13

DOT Recordable Accidents



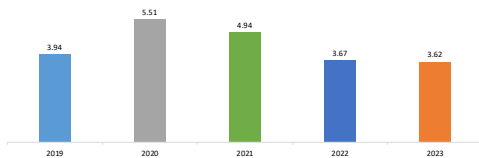
Copyright© 2023 All Rights Reserved



14

Lost Time Injury Rate

The number of lost time injuries occurring per 200,000 hours worked

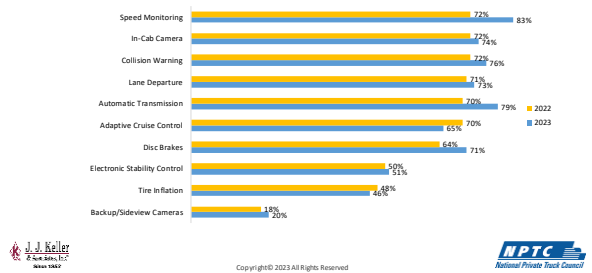


Copyright© 2023 All Rights Reserved



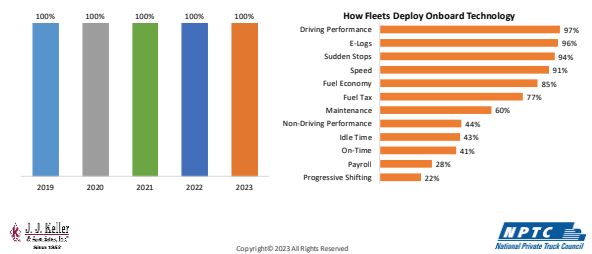
15

Active Safety Technologies



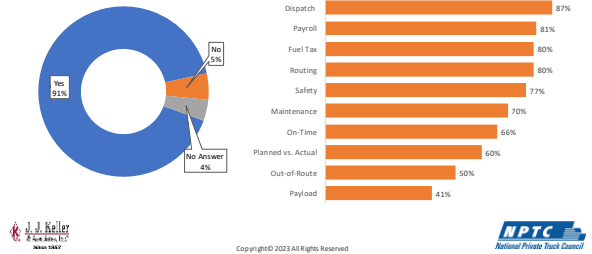
16

Onboard Technology Adoption



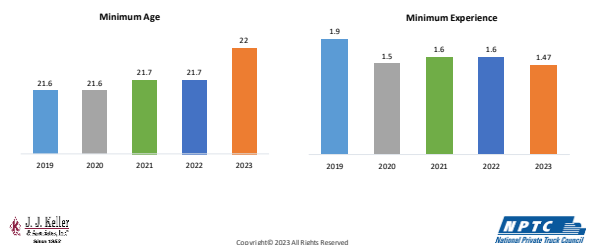
17

Back-Office Technology Support



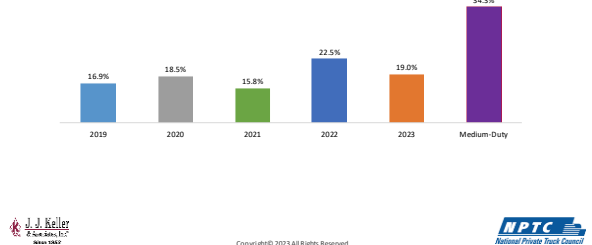
18

Minimum Driver Qualifications



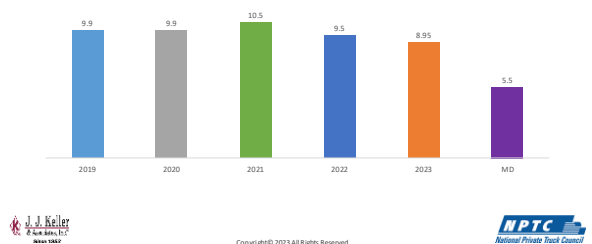
19

Driver Turnover



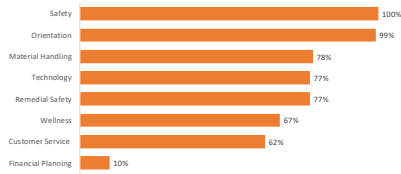
20

Driver Retention



21

Training Offered by Fleets



Copyright© 2023 All Rights Reserved



22



luminafoods.
Joe Siejakowski, CTP
Director of Operations



Copyright© 2023 All Rights Reserved



23

A Division of
luminafoods.

TBHC DELIVERS.

- TBHC Delivers in the largest distributor of Hunt Brothers Pizza
- Hunt Brothers Pizza is sold in more than 9,000 C-Stores across 31 states
- TBHC delivers product to over 4000 C-Stores
- Headquartered in Nashville, TN, with 16 districts, across 10 states



Copyright© 2023 All Rights Reserved



24

TBHC Delivers LLC

- 167 Vehicle Operators
- 153 Vehicles
- 42 Class 1 Vehicles
- 10 Class 5 Refrigerated Box Trucks
- 79 Class 7 Refrigerated Box Trucks
- 22 Class 8 Refrigerated Box Trucks
- District Managers at each location



Copyright© 2023 All Rights Reserved



25

Using Data to Monitor Driver Performance...

- HOS
- DVIR's
- Driver Metrics
 - Speeding
 - Idling
 - Harsh Braking
 - Harsh Acceleration
 - Harsh Cornering
- Temperature Monitoring
- In-ward & Out-ward Facing Cameras



Copyright© 2023 All Rights Reserved



26

Setting Clear Expectations

- Clearly Communicate Expectations
 - Driving Expectations
 - Define Events & Point Value
 - Progress Updates
- Training
 - On-Boarding
 - Quarterly
 - Remedial
- Consistent Coaching
 - Every event gets coached



Copyright© 2023 All Rights Reserved



27

Get Creative with Rewards

- Clean DOT Inspection
 - Logo Apparel
- Near Miss Recognition
- Kudos for Good Driving Behavior
- Recognition at HBP Christmas Party
 - This is more sought after than monetary rewards!



Copyright© 2023 All Rights Reserved



28

Pathways To Rewards

- AM's, TC's, & DSR's
 - Safety score <21
 - No Distracted Driving Events
 - Complete Quarterly Training
 - No Roadside Violations



Copyright© 2023 All Rights Reserved



29

Pathways To Rewards

- District Managers
 - Safety score <21
 - No Distracted Driving Events
 - Distracted driving
 - Quarterly Training 100% District Completion
 - No Roadside Violations
 - 100% Coachable Events Coached



Copyright© 2023 All Rights Reserved



30

Questions
and
Answers



Gary Petty
President & CEO
National Private Truck Council



Tom Moore, CTP
Executive Vice President
National Private Truck Council



Tom Bray
Industry Business Advisor
J. J. Keller & Associates, Inc.



Joe Siejakowski, CTP
Director of Operations
Lumina Foods

31

More Questions?



Tom Bray
Sr. Industry Business Advisor
J. J. Keller & Associates, Inc.
tbray@jjkeller.com



Tom Moore, CTP
Executive Vice President
National Private Truck Council
tmoore@nptc.org



Copyright© 2023 All Rights Reserved

32

PLEASE JOIN US IN 2024!

Visit www.jjkeller.com/nptcinfo to register





Copyright© 2023 All Rights Reserved

33

THANK YOU!

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



2023 © All Rights Reserved
