Introduction

- Regulatory Background – Tom Bray
- Beyond Compliance – Tom Moore, CTP
- Fleet Perspective – Meghan Chan, CTP

Housekeeping issues:
- You will be muted during the event.
- Please use the Q&A feature to send questions us. We’ll try to answer them during the Q&A period if they are not covered in the presentation.

Regulatory Background

Thomas Bray
Sr. Editor, Transportation Management
J. J. Keller & Associates, Inc.
J. J. Keller & Associates, Inc. and National Private Truck Council (NPTC) Webcast:
Driver Hours of Service and Electronic Logging Devices (ELDs)
May 21st, 2015

Hours-of-Service Regulations

- Made up of three areas
  - Limits
  - Logs
  - Exceptions

Limits

- Passenger-Carrying (§395.5)
  - 10 hours driving time
  - 15 hours on duty
  - 8 consecutive hours off duty
  - 60 hour/7 day or 70 hour/8 day
    ➢ No 34 hour restart

- Property-Carrying (§395.3)
  - 11 hours driving time
  - 8 hour/30 minute break
  - 14 consecutive duty hours
  - 10 consecutive hours off duty
  - 60-hour/7-day or 70-hour/8-day
    ➢ 34-hour restart

Logs
- Paper logs (see §395.8)
  - 11 required items, plus grid-graph
  - Driver must have logs for today + past 7
  - Done in duplicate, unless scanning the log
  - Submit original to carrier within 13 days
  - Carrier keeps for 6 months, along with supporting documents (GPS records too!)

HOS Exceptions
- Found in §390.3 and 395.1
  - Adverse driving conditions
  - Driver-salesperson
  - Oilfield operations
  - Short-haul operations
    - 100 air-mile radius
    - 150 air-mile radius (non-CDL)
    - 16-hour exception
  - Sleeper berths
  - Alaska / Hawaii
  - Travel time
  - Utilities
  - Construction
  - Agricultural operations

Acceptable Alternatives to Paper Logs
- Time records (short-haul exception in §395.1(e))
- Electronic logging programs or “apps” (§395.8)
- Automatic onboard recording devices or AOBRDs (§395.2 and §395.15)
  - AOBRDs to be replaced by ELDs (new Subpart B to Part 395)
AOBRD Vs. ELD

AOBRD (1988)
- Gets data from the vehicle (method not specified)
- Manual or automatic locations for duty changes
- No location fixes when operating
- No grid-graph requirement
- No required “prompts”
- Only “default” required is driving
- Display only. Officer must request records from carrier

ELD (2014 proposal)
- Gets data from the vehicle (ECM for MY 2000 or newer)
- Automatic “data capture,” which includes location for duty changes
- Data capture once per hour when in operation
- Grid-graph required
- Driver prompted for entries
- Default to driving and on-duty when stopping driving
- Device must provide records to officers during inspections

Beyond Compliance
Tom Moore CTP
Sr. Vice President
National Private Truck Council

Growth in Onboard Technology

J. J. Keller & Associates, Inc. and National Private Truck Council (NPTC) Webcast:
Driver Hours of Service and Electronic Logging Devices (ELDs)
May 21st, 2015

Onboard Technology Deployed

<table>
<thead>
<tr>
<th>Non-Driving Performance</th>
<th>Idle Time</th>
<th>Sudden Stops</th>
<th>Fuel Economy</th>
<th>Speed</th>
<th>Driving Performance</th>
<th>E-Logs</th>
<th>Fuel Tax</th>
<th>Deliveries</th>
<th>On-Time Payroll</th>
<th>Progressive Shifting</th>
</tr>
</thead>
<tbody>
<tr>
<td>0%</td>
<td>20%</td>
<td>40%</td>
<td>60%</td>
<td>80%</td>
<td>100%</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

Tom Moore
National Private Truck Council

CSA Is Changing the Game:
Most Common Driver Violations in 2014

<table>
<thead>
<tr>
<th>Violation Description</th>
<th>Number of Violations</th>
<th>CSA Severity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Log Violation (General/Form And Manner)</td>
<td>163,653</td>
<td>1</td>
</tr>
<tr>
<td>Non-English Speaking Driver</td>
<td>101,664</td>
<td>4</td>
</tr>
<tr>
<td>Driving beyond 8 hour limit since the end of the last off duty or required period of at least 30 minutes</td>
<td>95,540</td>
<td>7</td>
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<tr>
<td>Driver Record Of Duty Status Not Current</td>
<td>92,437</td>
<td>5</td>
</tr>
<tr>
<td>Speeding, Driving over 10 MPH with less than 30 feet of visibility</td>
<td>63,980</td>
<td>4</td>
</tr>
<tr>
<td>Driving beyond 14 hour duty period (Property Carrying Vehicle)</td>
<td>52,044</td>
<td>7</td>
</tr>
<tr>
<td>Operating a property-carrying vehicle without possessing a valid medical certificate</td>
<td>43,051</td>
<td>7</td>
</tr>
<tr>
<td>State/Local Laws: Speeding 6-10 Miles Per Hour over the Speed Limit</td>
<td>41,661</td>
<td>3</td>
</tr>
<tr>
<td>False Report of Drivers Record of Duty Status</td>
<td>36,484</td>
<td>7</td>
</tr>
<tr>
<td>Driver Not in Possession Of Medical Certificate</td>
<td>34,885</td>
<td>1</td>
</tr>
<tr>
<td>False Report Of Driver Circumvented (Out of Service in 24 Hours)</td>
<td>33,686</td>
<td>1</td>
</tr>
<tr>
<td>Inability to classify vehicle as property-carrying</td>
<td>29,335</td>
<td>8</td>
</tr>
<tr>
<td>Inability of driver to drive truck to a 10 hour period (property carrying vehicle)</td>
<td>29,262</td>
<td>5</td>
</tr>
<tr>
<td>CSA Is Changing the Game: Most Common Driver Violations in 2014</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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
National Private Truck Council

Clear Communications
- Know what you want and say so
- Ask questions and LISTEN
- Clarify assumptions
- Provide the right tools

Driver Hours of Service & ELDs
Meghan Chan, CTP
Fleet Manager
Mondelez Global, LLC

Mondelez International
- Global Snacking Powerhouse
- (7) Billion Dollar Brands
- 100,000+ employees
- 1,700+ assets
- Currently piloting E-logging System
My Experience with E-Logs

- Joined Frito Lay in 2006
  - Pilot location for new E-Logging System
    - Transitioned from existing E-log system
    - Heavy integration with dispatch software
- Joined Mondelez in 2012
  - Currently implementing E-logging system
    - Transitioning from paper logs
    - Integration with EVIR system
    - Heavy use of 100 air-mile exemption

Agenda

- Choosing the Right Partner
- Building your Team
- Getting Buy-in
- Managing the Data
- Our Wins and Challenges

Choosing the Right Partner

- Compliance with upcoming ELD Mandate
- Experience with electronic logging
- Capabilities outside of E-Logging
- Cost
- Device options
- Experience with fleets like yours
- Project and ongoing support
- No perfect solution
Building Your Internal Team

- Determine how much human-power you will need
- Start by looking cross functionally
- Get engagement from the field
- Ensure you have IS Support
- Build a long term system support network

Getting Driver Buy-In

- Communication, communication, communication
- Dispel the myths
- Communicate the wins
- Ensure the system is easy to use
- Have a robust training plan in place

Managing the Data

- Added visibility = Added liability
- Choose a partner that will help manage the data
- Ensure data is timely and accurate
- Update driver policies if needed
- Reward good performance
Our Challenges

- Data migration
- Teaching new habits
- Our field managers are not DOT experts
- Managing a rollout to 70+ locations
- Managing through the hiccups

Our wins

- Improved log compliance
- More accurate representation of hours
- Easier to track driver availability
- Feedback from the field...
  - “I sleep better now that I know for certain that my drivers are in compliance”
  - “I would never, ever go back to paper logs”

Closing thoughts

- System will not make you “legal” overnight
- System will very quickly pointing out problems
- You will need to be prepared to handle them quickly
- Carriers that are forced to (or choose to) quickly implement have poor success records
- As the mandate nears, capacity will tighten

Question & Answer Session

Please continue to submit your questions.

Nettoy you for participating!

Join us for our next webinar series:

Active Safety Technologies
Wednesday, July 15, 2015 @ 10AM Central

Predictive Analytics and Driving Behaviors
Thursday, July 16, 2015 @ 10AM Central Time

Visit www.jjkeller.com/nptcinfo for more information

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