

SAFETY MEETING

2021

Proficient
AUTO TRANSPORT

PROFleet



AGENDA

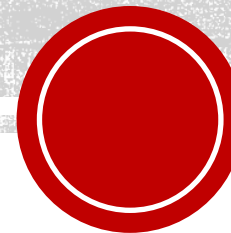
1. Welcome!
2. Tail swing Accidents G.O.A.L
 - a. Cost to the Company
 - b. Cost to the Driver
3. Cargo Inspection
 - a. Cost to the company
 - b. Cost to the driver
4. Understanding The SMS System
 - a. DOT Violations
5. Pedigree Tablet
 - a. Where to find Documents
 - b. Log Certification
 - c. Proper DVIR Reporting

PROFleet

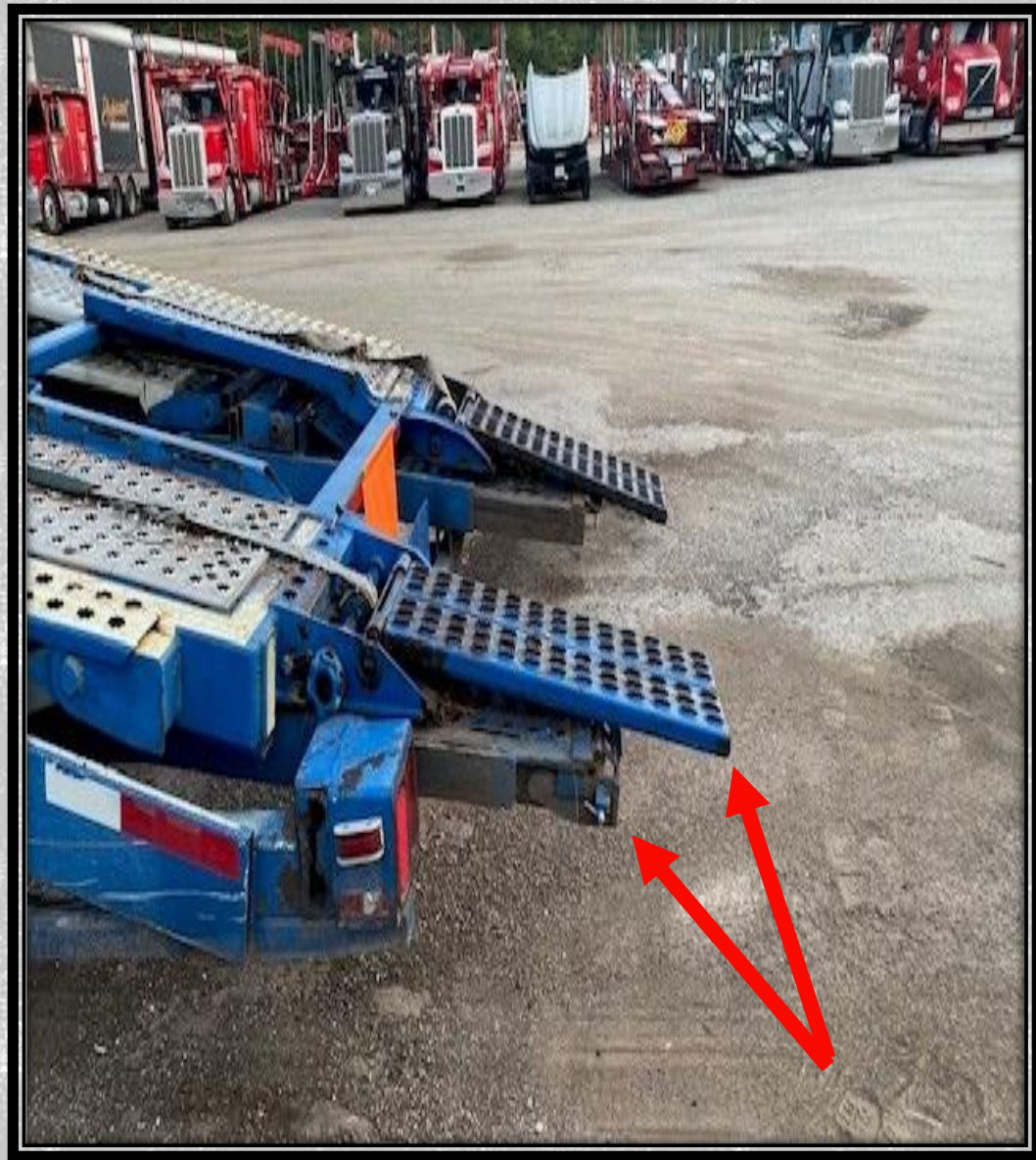
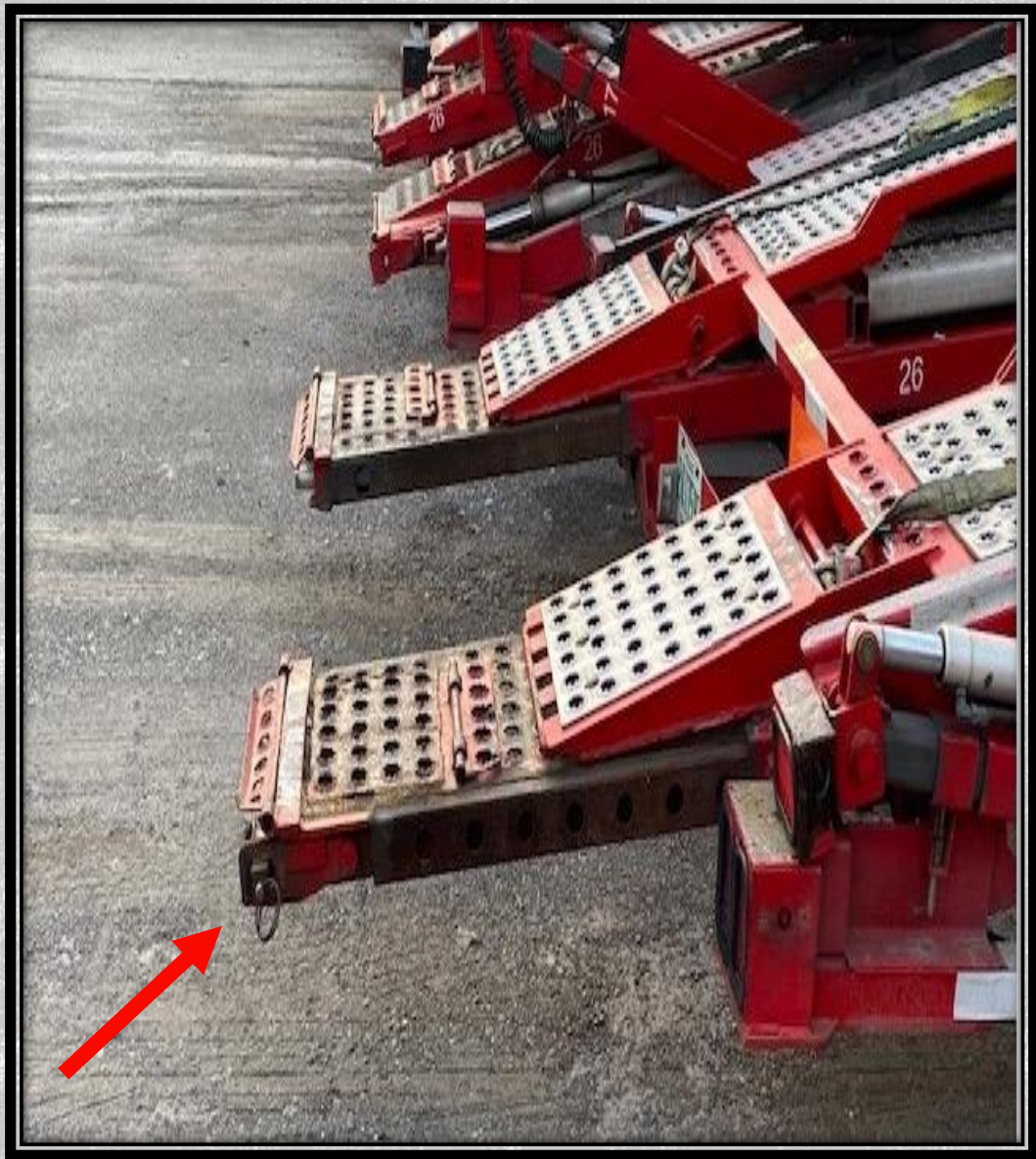
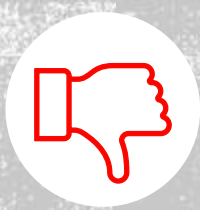
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G.O.A.L

TAILSWING

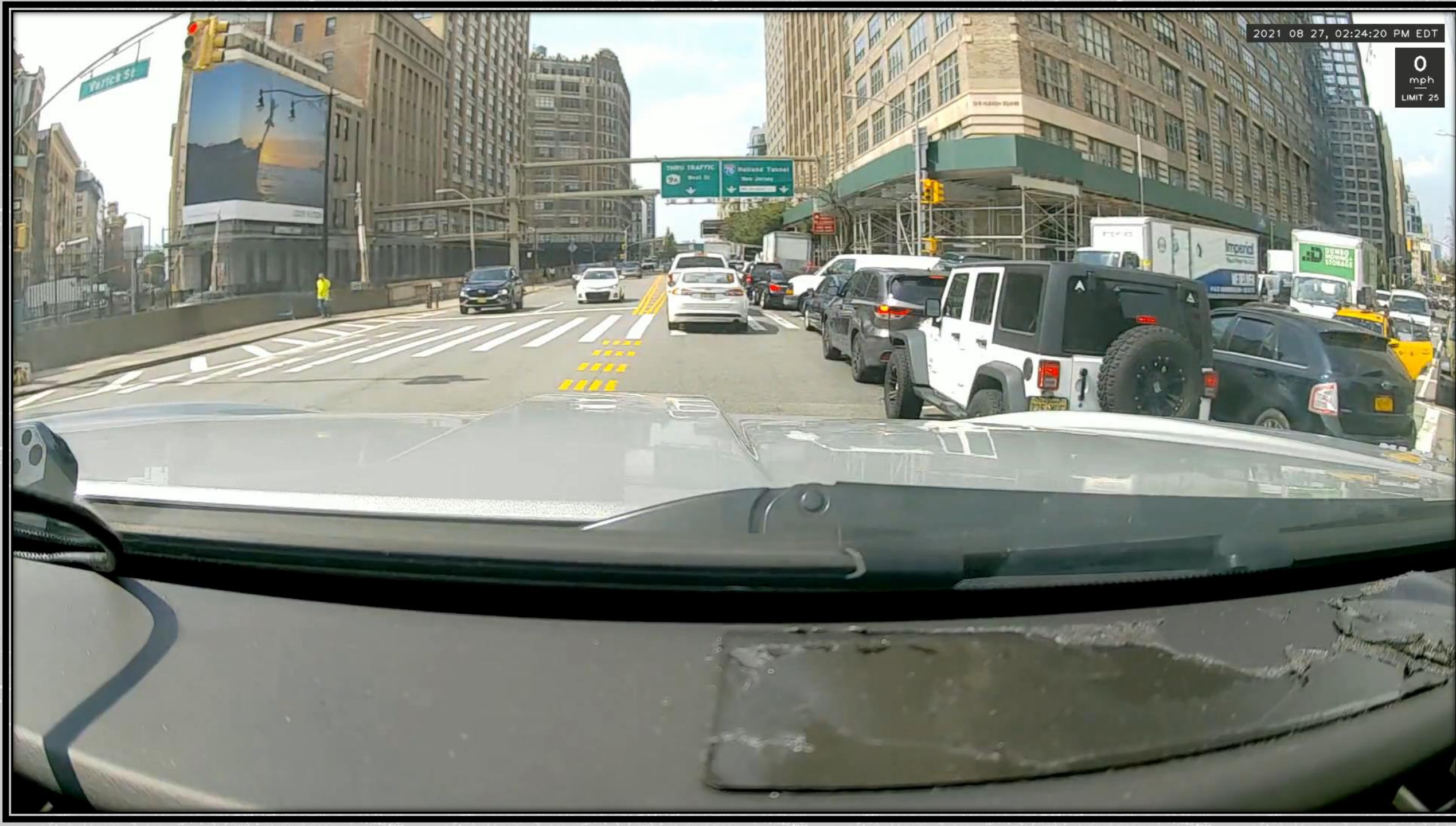






2021 08 27, 02:24:20 PM EDT

0
mph
LIMIT 25





WHEN EMPTY:

Deck 5 flippers
must be flipped
over in the closed
position

Deck 9 must be
pulled all the way
into the rear
bumper

This is a DOT
regulation







TREADO COLLISION CENTER

LIFE TIME Guarantee on all workmanship! As long
as you own your vehicle
121 PARKERS MILL ROAD, Email:
treadocollision@gmail.com, SOMERSET, KY 42501
Phone: (606) 677-1900
FAX: (606) 677-1414

Workfile ID: 771b0335
PartsShare: 6qMmJ6

Estimate

RO Number:

Customer: Insurance: Adjuster: Estimator: Kenneth Ashley
young, kyle Phone: Create Date: 9/10/2021
Claim:
Loss Date:
Deductible:

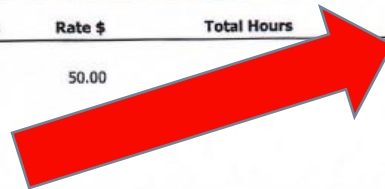
(606) 669-9272

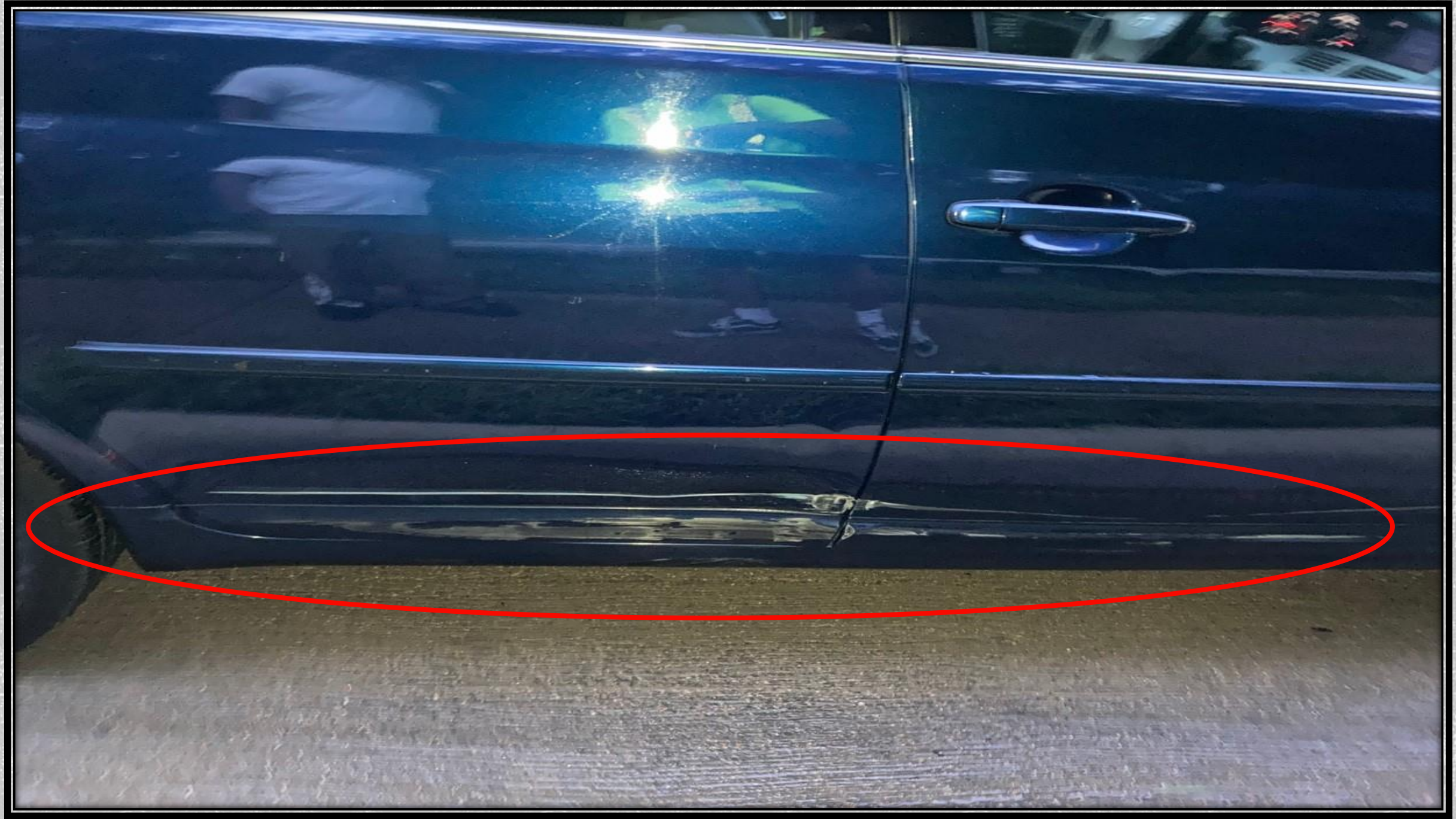
2018 CHEV Silverado 1500 LT1 Crew Cab 143.5" WB 4WD 4D SHORT 8-5.3L Flex Fuel Direct Injection

VIN: 3GCUKREC8JG631580 Interior Color: Mileage In: Vehicle Out:
License: Exterior Color: Mileage Out:
State: Production Date: Condition: Job #:

Line	Ver	Operation	Description	Qty	Extended Price \$	Part Type	Labor	Type	Paint
1	E01		FRONT BUMPER						
2	E01	Remove/Replace	Add for park sensor			OEM	0.8T	Mech	
3	E01	Remove/Replace	RT Filler panel	1	58.88T	OEM	0.2T	Body	0.9T
4	E01		Add for Three Stage						0.4T
5	E01	Remove/Replace	Add for fog lamps			OEM	0.4T	Body	
6	E01	Remove/Replace	LT Filler panel	1	58.88T	OEM	0.2T	Body	0.9T
7	E01		Add for Three Stage						1.1T
8	E01	Refinish	Tint Color						1.5T
9	E01	Overhaul	O/H bumper assy			OEM	3.9T	Body	
10	E01	Remove/Replace	Bumper filler w/o skid plate w/tow hooks	1	476.07T	OEM	0.0T	Body	
11	E01	Remove/Replace	Air deflector	1	104.30T	OEM	0.0T	Body	
12	E01	Remove/Replace	Skid plate	1	193.58T	OEM	0.2T	Body	
13	E01	Remove/Replace	Front bumper w/o park assist, w/o fog lamps chrome	1	799.95T	OEM	0.0T	Body	
14	E01	Remove/Install	Harness w/o fog lamps w/o park assist				0.0T	Body	
15	E01		GRILLE						
16	E01	Remove/Replace	Grille LTZ	1	886.88T	OEM	0.4T	Body	
17	E01	Remove/Replace	Dis/reassmble to refin				0.4T	Body	
18	E01	Remove/Replace	Emblem	1	135.95T	OEM	0.0T	Body	

Estimate Totals	Discount \$	Markup \$	Rate \$	Total Hours	Total \$
Parts					2,714.49
Labor, Body			50.00		285.00







CollisionCraft
'Your Collision Specialist'
4901 Elmore Rd, MEMPHIS, TN 38128
Phone: (901) 266-1141
FAX: (901) 266-1143

Workfile ID: e3b94828
PartsShare: 6fy5jm

Estimate

RO Number: 13831

Customer:	Insurance:	Adjuster:	Estimator:	Wayne Starnes
Gossett Motors		Phone:	Create Date:	5/7/2021
1900 Covington Pike		Claim:	MD029862	
Memphis, TN 38134		Loss Date:		
(901) 388-8989		Deductible:		

2021 AUDI Q8 55 Prestige Quattro TFSI 4D UTV 6-3.0L Turbocharged Hybrid Gasoline Direct Injection black

VIN:	WA1FVAF17MD029862	Interior Color:	black	Mileage In:	13	Vehicle Out:
License:		Exterior Color:	black	Mileage Out:		
State:	TN	Production Date:	2/2021	Condition:		Job #:

Line	Ver	Operation	Description	Qty	Extended Price \$	Part Type	Labor	Type	Paint
1	E01		QUARTER PANEL						
2	E01	Remove/Replace	RT Wheel opng mldg Q8, SQ8 fm 01/21/2019	1	305.00	OEM	0.2	Body	0.3
3	E01		Add for Clear Coat						0.1
4	E01	Remove/Install	LT Wheel opng mldg Q8, SQ8 fm 01/21/2019				0.2	Body	
5	E01		REAR LAMPS						
6	E01	Remove/Install	RT Tail lamp assy code: 8SP				0.3	Body	
7	E01	Remove/Install	LT Tail lamp assy code: 8SP				0.3	Body	
8	E01		REAR BUMPER						
9	E01	Overhaul	O/H bumper assy			OEM	4.2	Body	
10	E01	Remove/Install	RT Park sensor side w/surround view				0.0	Body	
11	E01	Remove/Install	Park sensor center				0.0	Body	
12	E01	Remove/Install	LT Park sensor side w/surround view				0.0	Body	
13	E01	Remove/Replace	Upper cover	1	850.00	OEM	0.0	Body	2.5
14	E01		Add for Clear Coat						1.0
15	E01	Repair	Lower cover w/sensor side protection				3.0	Body	1.8
16	E01		Add for Clear Coat						0.7
17	E01	Remove/Replace	Hardware kit	1	111.67	OEM			
18	E01	Remove/Replace	Plastic Bonding Agent	1	10.00	Other	0.2	Body	
19	E01	Sublet	Hazardous Waste Disposal	1	5.00	Other			

Estimate Totals	Discount \$	Markup \$	Rate \$	Total Hours	Total \$
Parts					1,276.67
Sublet/Miscellaneous					5.00

T = Taxable Item, RPD = Related Prior Damage, AA = Appearance Allowance, UPD = Unrelated Prior Damage, PDR = Paintless Dent Repair, A/M = Aftermarket, Redrv = Redriven, Reman = Remanufactured, OEM = New Original Equipment Manufacturer, Recor = Re-core, RECOND = Reconditioned, LKQ = Like Kind Quality or Used, Diag = Diagnostic, Elec = Electrical, Mech = Mechanical, Ref = Refinish, Struc = Structural

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PROPER INSPECTIONS

**REDUCE THE AMOUNT PAID OUT IN CLAIMS
BY THE COMPANY**



Paid Claims

	YTD PAID Damage Claims thru 09/24/2021									
	Owner Operators		Proficient Core Drivers		PROFleet Drivers		ALL DRIVERS			
Total Claim Count	22	0.15%	73	0.19%	69	0.32%	164	0.22%		
Missed on Inspection or didn't have verified	2	0.01%	12	0.03%	21	0.10%	35	0.05%		
Total Paid Claims YTD 2021	\$37,080.00		\$110,065.64		\$58,085.98		\$205,231.62			
2021 YTD Car Count	14780		38288		21793		74861			
	2020 PAID Damage Claims									
Total Claim Count	22	0.12%	233	0.31%	80	0.35%	335	0.29%		
Missed on Inspection or didn't have verified	2	0.01%	40	0.05%	20	0.09%	62	0.05%		
Total Paid Claims 2020	\$40,276.78		\$288,274.70		\$75,212.80		\$403,764.28			
2020 Car Count	18050		74761		23062		115873			

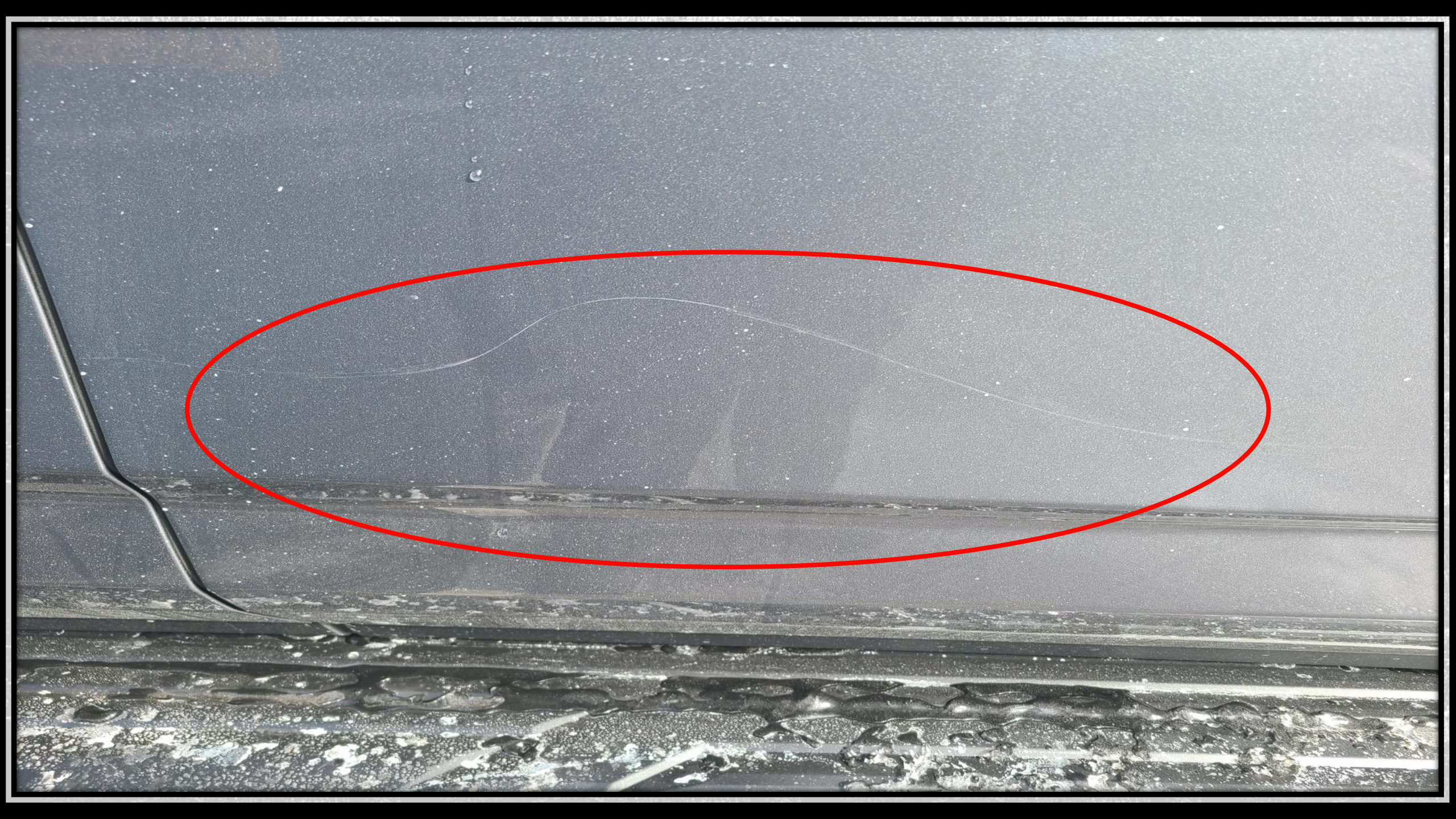
\$146,000 has been awarded in Driver Bonus programs in just the past 8 months.
Staying Damage Free, Accident Free, and Safety conscious provides opportunities to increase your annual income.

Missed On Inspection

**The following pictures include claims that have been paid
because the damages were missed on inspection**


These claims are 100% preventable







ACCIDENTS

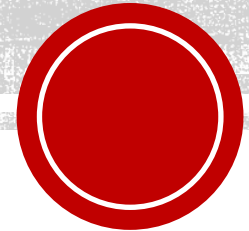
Coverage	Purpose of Coverage	Cost to Proficient*
Physical Damage	Pays for damage to equipment owned by Proficient	\$90,228.20
Motor Truck Cargo	Pays for damage to cargo hauled under Proficient's BOL	\$30,000.00
Auto Liability	Pays for 3rd party property damage and injuries due to MVC	\$90,049.33
		 \$210,277.53
*total out-of-pocket dollars in the current policy period		

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SMS SYSTEM

THE SYSTEM AND HOW IT WORKS



BASIC Status (Motor Carrier View) ?

Behavior Analysis & Safety Improvement Categories (BASICS)

How does SMS relate to crashes?

Based on a 24-month record ending August 27, 2021



UNSAFE DRIVING



CRASH INDICATOR



HOURS-OF-SERVICE COMPLIANCE



VEHICLE MAINTENANCE



CONTROLLED SUBSTANCES AND ALCOHOL



HAZARDOUS MATERIALS COMPLIANCE



DRIVER FITNESS



INSURANCE AND OTHER

On-Road Performance							
2.86 Measure	0.16 Measure	0.14 Measure	1.33 Measure	0 Measure	0 Measure	0.03 Measure	N/A
50% Percentile	29% Percentile	32% Percentile	17% Percentile	0% Percentile	No HM placardable vehicle inspections	Less than 5 driver inspections with violations	

On-Road Performance Detail

Driver Inspections with Unsafe Driving Violations: 36	Crashes Included in SMS: 10	Driver Inspections: 355	Vehicle Inspections: 268	Driver Inspections: 355	HM Placardable Vehicle Inspections: 0	Driver Inspections: 355	
Safety Event Group: 22-57 driver inspections with	Safety Event Group: 7-16 Crashes	with HOS Compliance Violations: 14	with Vehicle Maint. Violations: 50	with Drugs/Alcohol Violations: 0	with HM Compliance Violations: 0	with Driver Fitness Violations: 2	
			Safety Event	Safety Event		Safety Event	



UNSAFE
DRIVING



Not Public

CRASH
INDICATOR



HOURS-OF-
SERVICE
COMPLIANCE



VEHICLE
MAINTENANCE



CONTROLLED
SUBSTANCES
AND ALCOHOL



Not Public
HAZARDOUS
MATERIALS
COMPLIANCE



DRIVER
FITNESS

Select a BASIC icon above to get details, or view your [Complete SMS Profile](#).

BASIC: Unsafe Driving

[More Info](#)

On-Road Performance

Measure: 2.86 ?

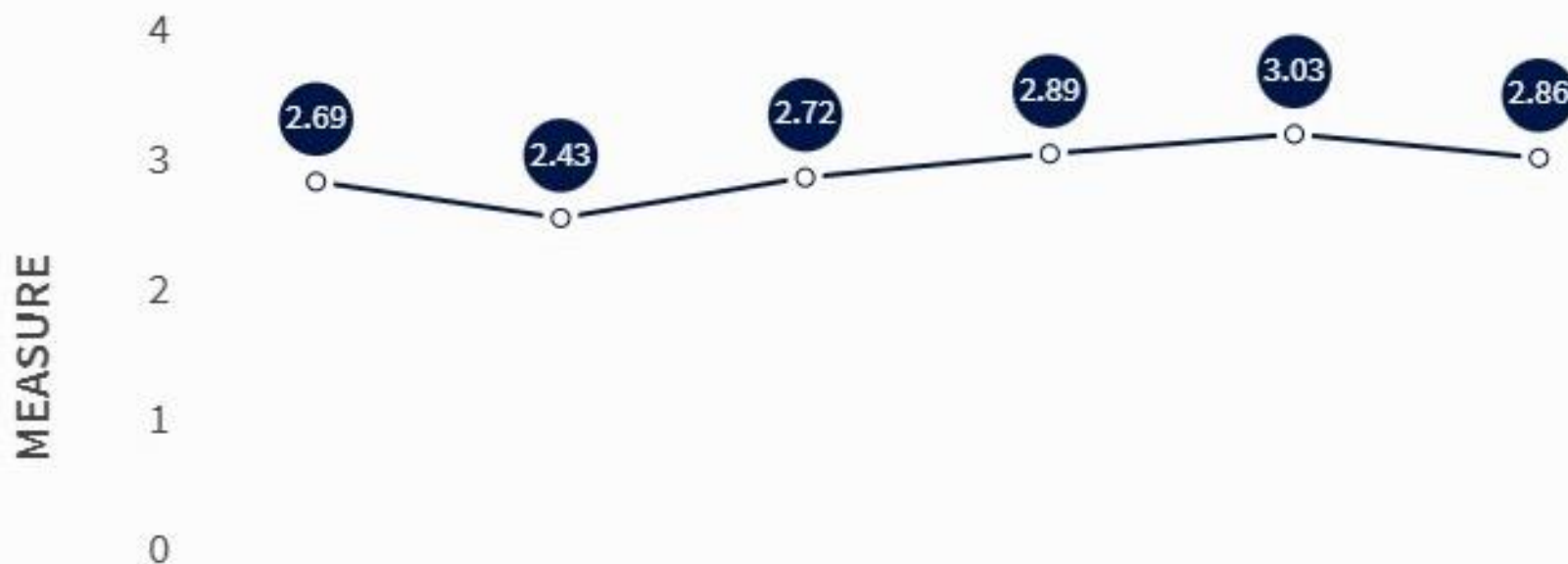
Safety Event Group: 22-57 driver inspections with Unsafe Driving Violations

Investigation Results

No Acute/Critical Violations Discovered

CARRIER MEASURE OVER TIME

This graph displays a carrier's measure based on 24 months of on-road performance. Zero indicates the best performance. To see how the measure is calculated [click here](#). To see how the measure relates to percentile [click here](#). [Expand](#) for more information.



CARRIER MEASURE OVER TIME

INSPECTION RESULTS

– VIOLATION SUMMARY

Unsafe Driving Violations: 38

Violations	Description	# Violations	# OOS Violations	Violation Severity Weight
392.2C	Failure to obey traffic control device	8	0	5
392.16	Failing to use seat belt while operating a CMV	6	0	7
392.2-SLLS3	State/Local Laws - Speeding 11-14 miles per hour over the speed limit.	5	0	7
392.82(a)1	Using a hand-held mobile telephone while operating a CMV	4	0	10
392.2-SLLS2	State/Local Laws - Speeding 6-10 miles per hour over the speed limit.	3	0	4
392.2FC	Following too close	3	0	5
392.2LV	Lane Restriction violation	3	0	3
392.2-INAT	Inattentive Driving	2	0	5
392.2-SLLSWZ	State/Local Laws - Speeding work/construction zone.	2	0	10
392.2-ML	Failure to Maintain Lane	1	0	5
392.2-SLLS4	State/Local Laws - Speeding 15 or more miles per hour over the speed limit.	1	0	10

BASIC: Crash Indicator

[More Info](#)

On-Road Performance

Measure: 0.16 ?

Percentile: 29%

Safety Event Group: 7-16 Crashes



Scale 0 to 100; 0 indicates the best safety performance.

29% of motor carriers in the same safety event group have better on-road performance than this motor carrier.



**CRASH PREVENTABILITY
DEMONSTRATION PROGRAM**
[Compare Results](#)

CARRIER MEASURE OVER TIME

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CARRIER MEASURE OVER TIME

MEASURE VS. PERCENTILE

CRASH RESULTS

+ REVIEWED-NOT PREVENTABLE CRASH ACTIVITY (VEHICLES INVOLVED IN CRASHES)

Total Number of Crashes: 1

+ CRASHES INCLUDED IN SMS (VEHICLES INVOLVED IN CRASHES)

Total Number of Crashes: 10

Summary of Activities

The summary includes information on the 5 most recent investigations and 24 months of inspections and crash history.

Most Recent Investigation: 5/7/2019 (Non-Ratable Review)

Total Inspections: 355

Total Inspections without Violations used in SMS: 257

Total Inspections with Violations used in SMS: 98

Total Crashes*: 11

Carrier Registration

Flags

Carrier Registration Details



Subject to General Threshold



Update Registration Info



Inspection Selection System

(As of 09/15/2021 updated daily from [ISS](#))

ISS Inspection Score: 29

ISS Recommendation: Pass

Basis of Recommendation: Safety

Enforcement Cases

(Six years as of 09/15/2021 updated monthly from [FMCSA](#))

No penalties found

BASIC: Hours-of-Service Compliance

[More Info](#)

On-Road Performance

Measure: 0.14 ?

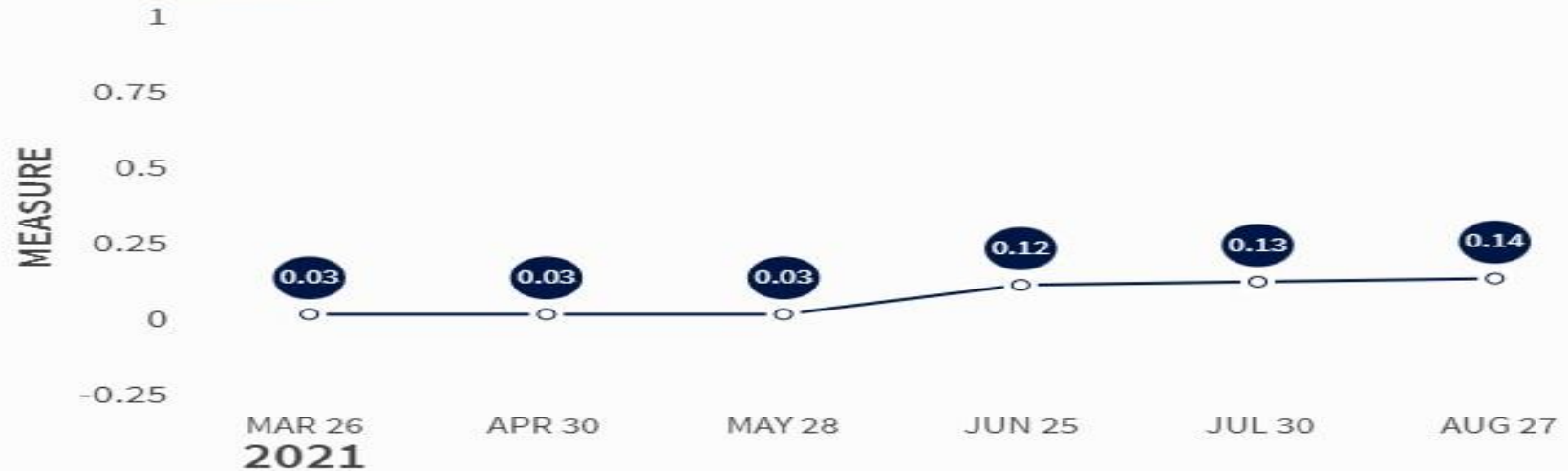
Safety Event Group: 101-500 relevant driver inspections

Investigation Results

No Acute/Critical Violations Discovered

CARRIER MEASURE OVER TIME

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CARRIER MEASURE OVER TIME

INSPECTION RESULTS

+ VIOLATION SUMMARY

HOS Compliance Violations: 17

+ INSPECTION HISTORY

Driver Inspections: 355

+ INVESTIGATION RESULTS

HOS Compliance Acute/Critical Violations: 0

Summary of Activities

The summary includes information on the 5 most recent investigations and 24 months of inspections and crash history.

Most Recent Investigation: 5/7/2019 (Non-Ratable Review)

Total Inspections: 355

Total Inspections without Violations used in SMS: 257

Total Inspections with Violations used in SMS: 98

Total Crashes* : 11

Carrier Registration

Flags

Carrier Registration Details



Subject to General Threshold



Update Registration Info



Enforcement Cases

(Six years as of 09/15/2021 updated monthly from FMCSA)

No penalties found

Tools/Resources

SMS Methodology



How to Improve



CARRIER MEASURE OVER TIME

INSPECTION RESULTS

– VIOLATION SUMMARY

HOS Compliance Violations: 17

Violations	Description	# Violations	# OOS Violations	Violation Severity Weight
395.22H4	Driver failed to maintain supply of blank drivers records of duty status graph-grids	5	0	1
395.22G	Portable ELD not mounted in a fixed position and visible to driver	2	0	1
395.15(f)	Onboard recording device failure: Driver failed to reconstruct info	1	0	5
395.20B	The ELDs display screen cannot be viewed outside of the commercial motor vehicle.	1	0	5
395.22H1	Driver failing to maintain ELD user's manual	1	0	1
395.22H3	Driver failed to maintain instruction sheet for ELD malfunction reporting requirements	1	0	1
395.24C2III	Driver failed to manually add shipping document number	1	0	1
395.30B1	Driver failed to certify the accuracy of the information gathered by the ELD	1	0	1
395.3A2-PROP	Driving beyond 14 hour duty period (Property carrying vehicle)	1	0	7
395.3A3-PROP	Driving beyond 11 hour driving limit. (Property Carrying Vehicle)	1	0	7
395.3A3-PROPN	Driving beyond 11 hour driving limit in a 14 hour period. (Property carrying vehicle) - Nominal Violation	1	0	1
395.8F01	Drivers record of duty status not current	1	0	5

+ INSPECTION HISTORY

Driver Inspections: 355

+ INVESTIGATION RESULTS

HOS Compliance Acute/Critical Violations: 0

BASIC: Driver Fitness

[More Info](#)

On-Road Performance

Measure: 0.03 ?

Safety Event Group: 101-500 relevant driver inspections

Investigation Results

No Acute/Critical Violations Discovered

CARRIER MEASURE OVER TIME

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CARRIER MEASURE OVER TIME

INSPECTION RESULTS

- VIOLATION SUMMARY

Driver Fitness Violations: 2

Violations	Description	# Violations	# OOS Violations	Violation Severity Weight
383.23(a)(2)	Operating a CMV without a CDL	1	1	8
391.41(a)(1)	Operating a property-carrying vehicle without possessing a valid medical certificate - no previous history.	1	0	1

+ INSPECTION HISTORY

Driver Inspections: 355

+ INVESTIGATION RESULTS

Driver Fitness Acute/Critical Violations: 0

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THANK YOU!

**WITHOUT YOU, THERE WOULD BE
NO US...**

