



NATIONAL RISK
MANAGEMENT
SERVICES

TALK TO A
TRUCKING INSURANCE
SPECIALIST
800-747-6247

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Monthly Quotes

"Be the change
that you wish to see in
the world."

Mahatma Gandhi



Insurance Business
America named
National Risk
Management Services
as one of the top 60
specialist brokerages
in 2017

Are you prepared...

Greetings!

What makes a high performing TRUCKING safety culture tick? And why does National Risk care? Because we want to:

1. Partner with high performing motor carriers to help them **achieve extraordinary results**
2. Learn from them to help all motor carriers **improve their safety performance and lower their insurance premium**

As it relates to motor carriers that exhibit high performing safety cultures, here are some of our observations:

- Safety culture comes from the top of the organization. Exceptions are clear, no compromises. Safety truly comes first.
- Safety department monitors adverse activities daily (ex. hard brakes, overspeeds) and is responsible for making Operations aware, communicating directly with the drivers. Awareness ... operational accountability for safety ... communication!
- Feedback is provided to the drivers. LISTEN to the drivers to understand the root cause, be proactive and provide specific training as appropriate.

The articles below reinforce the findings above. While the technologies that motor carriers use may differ, the concepts do not change and lead to superior results.

Are you interested to see how YOUR operation compares to the best safety performers in the trucking industry?

Call us at (800) 747-6247 to see how YOUR operation ranks in our Integrated Safety Model.



When safety comes from the top

The annual Roadcheck inspection blitz is two months out occurring on **June 6-8.**

This year inspectors will be placing an emphasis on **cargo securement**

[Read more](#)



Celebrating our agency's 25th anniversary in 2017

National Risk partners with these exclusive insurance companies among others...



These days there's a lot of emphasis on high-tech safety systems such as collision mitigation, but Randy Watson is a firm believer that safety at any trucking company starts at the top.

"I've been doing this since 1987, and I'm a firm believer that regardless of how fancy the technology and how much money you spend, no safety program is any better or worse than the ownership allows it to be. Everyone talks the talk, but few walk the walk."



At J&M Tank Lines, where Watson is vice president of safety, CEO Harold Sumerford Jr. does walk the walk.

"Our number one customer could call Harold and say, 'I need this load covered and was told no,' and if we don't have a driver who can legally do it, we won't budge," Watson says. "That permeates throughout the company. The culture is so strong, I've had dispatchers come to me and rat their own drivers out because they were trying to run hot."

[Read more](#)

→ Learn how to leverage technology and data to get the complete picture on compliance

Complying with state and federal trucking regulations is more than a cost of doing business - and an expensive one at that. It's also a risk protection plan.

But paperwork and a large volume of information to comply with fuel taxes, hours of service, driver qualification files and other regulations may burden fleets needlessly.



Applying more human resources to the problem not only raises costs but also adds to the risks of missing or ignoring critical information.

With modern technology in vehicles, the office and the cloud, fleets of any size can stay connected with real-time information and lighten the workload and risks associated with compliance.

[Read more](#)

→ New tech helps fleets automate risk analysis, driver training

Managing driver safety and compliance can be a high-risk, time consuming process.

Staying on top of the data stream can be difficult with onboard computers and telematics systems pushing email alerts for every critical safety event - speeding, harsh braking, hours-of-service violations, and more.

[Read more](#)



In other news...

Ohio will begin a new phase in its autonomous vehicle exploration this spring. [Read more](#)

FMCSA withdraws Safety Fitness rule meant to revamp carrier rating system following industry pushback. [Read more](#)

Owner-operator income fell in 2016. [Read more](#)

Thanks for taking the time to read our newsletter.

Your insurance risk managers...

Lee Bolko
Mike Bush
Steve Libertore
Tom Lucci

Your safety specialist....

Pat Dull

In over 25 years as a trucking specific insurance agency, we have helped over 500 fleets and 10,000 owner operators drive down losses and find the best transportation coverage available!

This newsletter is sent to highlight potential issues and should not replace legal or agent advice.