Meeting Minutes
Thursday, March 10th, 2011
Holiday Inn - Ft. Smith, Arkansas

Call to Order

Introduction

Dennis Hilton of CalArk International, Inc., ATA-SMC Chairman, began with an introduction and welcomed everyone to the meeting.

Reading of the Minutes

"The minutes from the last meeting were posted on the ATA website on the Safety Management Council page. Do I have a motion to waive the reading of those minutes and approve them as written?"

Self Introductions

Announcements:

Upcoming Events:

You'll find on your tables, a listing of upcoming **NATMI courses**. You can find detailed information as well as register online at www.arkansastrucking.com – under Calendar of Events

Annual Conference and Vendor Showcase
Date: May 11-13
Chateau on the Lake – Branson, Missouri
*Registration Forms and Accommodation Information can be found on the ATA Webpage under Calendar of Events.

Annual Trucking Championship
June 23-25 as follows:
June 23 – Commercial Vehicle Inspection Competition
June 24 – Technician Championship & First Day of Truck Driving Championship (written exam and pre-trip inspection)
June 25 – Truck Driving Championship & Awards Banquet
Location: Embassy Suites Hotel & Convention Center, Rogers, Arkansas
*Accommodation information can be found on the ATA Webpage

April SMC Meeting
Thursday, April 14th in Hope, Arkansas

(BREAK FOR LUNCH)

Presentations:

Topic: Data Management Tools for Compliance, Safety, Accountability (CSA)

Introductions of each speaker:
1. RAIR – Steve Wilhems – Sr. VP of Sales, Marketing and Business Development
2. J.J. Keller – Julie Kaland – Account Executive – Internet Products
3. Vigillo, LLC – Drew Anderson – Director of Sales
4. Compliance Safety Systems – David Saunders – President and CEO

RAIR - Steve Wilhems:
1. Funneling the CSA data down to the drivers and managers by drilling down from the company level down to lower levels to help with accountability
2. Seeing the CSA data in a format that a person can use
3. Use the data to change driver behavior
4. More integration of the product the better
5. Driver Vehicle Inspections Reports(DVIR) – Monitoring Pre and Post trip inspections with the ability to know whether the DVIR has been filled out or not
6. Analyze the DVIR data along with your CSA scores
7. Ability to scan copies of the roadside inspection report along with repair tickets
8. Information on different state and type of violations
9. Detailed reports along with a new report available with the ability to pick you want to see on a report and drag and drop these items to customize reports

J.J. Keller - Julie Kaland:
1. Two main items
    a. Fleet Mentor which covers a large number of items
    b. CSA Management Suite which helps Carriers Manage their CSA data
2. CSA Management Suite
    a. Predicts the next months CSA scores for a carrier before it is published
    b. Corrective Actions – track and show on homepage – can setup e-mail reminders
    c. Personal Assistant available to help with research items, ask questions and receive answers.
    d. Trending graphs/reports
    e. You can determine how specific drivers are affecting your score
    f. Reconcile data – compare your data to the FMCSA's data
    g. Export to data to .pdf or xls (excel) files
    h. Each BASI has guidance plans on how to improve your scores
    i. The system can help with writing policies, training, rules, hiring practices and more.
    j. Audits and Inspections are built in
3. Fleet Mentor

a. Tool box that covers all compliance items such as Drug and Alcohol programs, Preventive Maintenance, Driver Qualification files and many more
b. Training Center – On line training along with webcasts
c. Topic Index
d. Reference items

Drew Anderson from Vigillo:
1. The Safety industry needs help to become data analyst
2. CSA is 100 shades of gray with a lot of changes and the numbers can be deceiving
3. Drivers – it is all about the drivers, must measure driver's scores since their behavior makes up a carrier's score. Driver scorecards are available and are based on the 700,000 driver pool in Vigillo.
4. Root Cause Analysis report- allows a carrier to see the cost of roadside inspections
5. Benchmark against peers
6. Trend Analysis indicating down or up
7. Maps that let you know what states focus on such as IN and IL focus heavily on the Unsafe Driving BASIC, OR focuses on Fatigued Driving and TX focuses on Vehicle Maintenance

Where they are going:
1. Partnered with ACS for CSAdvantage which is a comprehensive game plan for the carrier that includes intervention, education and monitoring
2. Roadside Resume for the driver
3. PSP report
4. PSP converter – pull in PSP in .pdf format and convert it to a scorecard
5. Virtual Fleets – pull out certain information and receive scorecard

David Saunders – Compliance Safety Systems:
1. Their Imatter system/services is geared more towards drivers
2. Provides a 7 step program to help the driver market themselves – automatically does not allow drivers in program if issues with Drug and Alcohol
    a. Driver Accreditation Program
    b. Driver Development Program
    c. Driver Purchasing Power
    d. Driver Empowerment Program
    e. Driver Appreciation Program
    f. Driver Memorial Program
    g. Driver's Network Program

Questions/Information from the Audience:

1. Data Integrity issues, what can be done about this issue? System has been overloaded and should have run both CSA and Safestat in parallel.
2. Can FMCSA change Compass password without company authority? No one should be able to do this except the carrier, suggestion is to call Congress & see if they will inquire about this.

3. Drivers can use DOT # and give phony information – clone vehicles to look like real carriers
4. Issues with illegal immigrants stowing away in air vents – detain driver and take vehicle
5. Carriers can sell against other carriers with their CSA scores, any information being provided to shippers?   Carriers must authorize this, shippers need to be educated about the data and truly analyze the data to compare carriers by taking into account carriers that operate in probable cause states vs carriers operating in non-probable cause states, CSA will show violations from a driver even if they no longer work for the carrier, etc.. and don't let a shipper have your pin number to see the data.
6. How can drivers see their data? Drivers can see 3 yrs of roadside inspection and 5 years worth of crash information using the Pre-Employment Screening program. Vigillo provides a PSP resume free to customers.
7. Will FMCSA ever authorize a 3rd party CSA provider to display to a carrier their peer groups/safety event groups that they are being compared to? No one has heard any plans to do this. Issues would be their peer groups can change each month.

Meeting Adjourned