


TRANSFLO®

The Carrier's Guide to Fleet Safety





Fleet safety goes hand-in-hand with lawsuit mitigation, accident prevention, and truck driver retention. Learn how to improve fleet safety to avoid accidents, decrease operational costs, keep drivers happy, and stay out of litigation. Select a chapter below to get started.

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1 Start with Data

“Nowadays, if there’s a fatal wreck and the fleet is at fault, they could be out of business.”

– Doug Schrier, Senior VP of Strategy

The right data plays a pivotal role in fleet safety. Once you find the data you need, you must be able to turn that data into intelligence to create defined, repeatable safety processes across your entire fleet. It’s also critical to be able to collect data at the driver level and have the systems and technology in place to get that data to the right people at the right time.

At the driver level, the severity of accidents can be a combination of the mass and velocity during the event. If you can reduce the speed of your vehicles—maintaining closer to posted speed limits—you can reduce the severity of accidents. To boost fleet safety, carriers also need real-time data including:

- + Speed and heading, two critical factors in major accidents
- + Accelerometer data showing when

drivers engage in hard braking and rapid acceleration

- + Hard cornering, time in cruise control, “freewheeling” downhill, and other events associated with the truck, like the position of the pedal and brake.

When it comes to fleet safety, prevention is key, but accidents can still happen. If one of your drivers gets into an accident, they will need to capture the right information at the crash site. Your fleet’s mobile app solution should allow you and your drivers to:

- + Take pictures of the accident scene.
- + Communicate with the fleet.
- + Fill in accident questionnaires.
- + Capture other vital information about the accident.

Look for a telematics provider with a full suite of solutions that gives you recognizable and relevant data—with easy-to-install devices.

Transflo’s fully-integrated mobile app and telematics solution addresses everything



listed above. In the event of an accident, Transflo's telematics portal centralizes all the relevant data on a map. You can see what happened, and within just a few minutes of an accident, you can pull a full accident reconstruction report that will show:

- + The heading of the truck
- + What lane the driver was in
- + Where the impact came from
- + Who is likely to have caused the accident
- + The satellite footage and street view of the location

The best telematics solution will allow you to see all the right data behind a single pane of glass, so you can get an instant and accurate view of what happened—and what should happen next.



The average verdict size from 2010 to 2018 increased from **\$2,305,736** to **\$22,288,000** an increase of **967%**

ATRI - Understanding the Impact of Nuclear Verdicts on the Trucking Industry

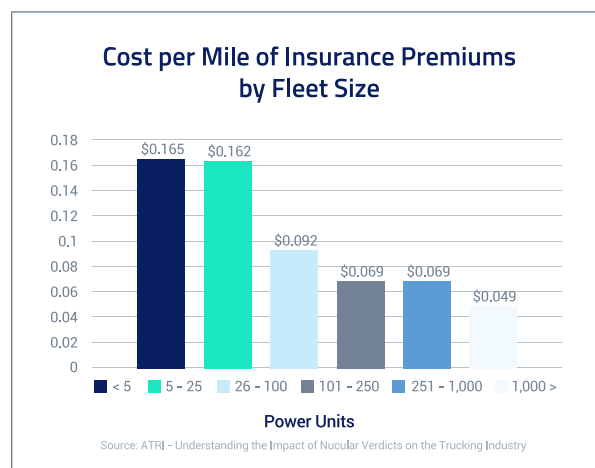
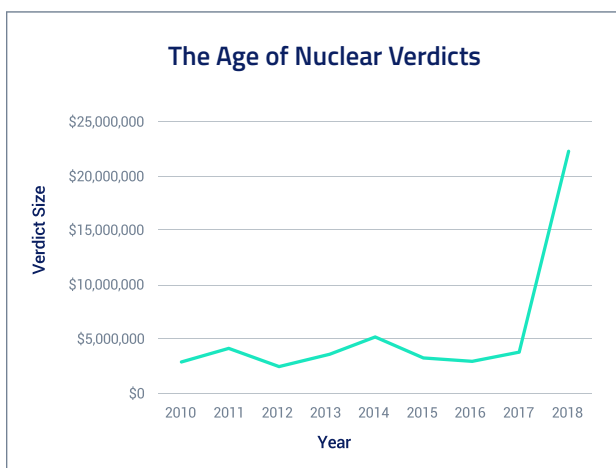


50% of companies believe that technological advancements have a strong impact on the supply chain, logistics, and transportation operations

Forbes

"If you utilize technology to support fleet safety, you can be proactive with drivers to decrease accidents, plus have the right data when a driver is not at fault."

– Don Mitchell, Senior Director of Marketing



[Learn more about Transflo's Fleet Solutions](#)

2 Take a Preventative Stance to Fleet Safety

A verdict exceeding \$10 million would bankrupt most fleets. Commercial dash cams, ELDs, and other freight technology keeps drivers and citizens safe—and fleet operators out of court.

Until we switch to fully autonomous vehicles, your drivers are still your number-one defense against accidents. The best way for carriers to prevent accidents is by having qualified, well-trained drivers behind the wheel. While professional truck drivers can (and do) cause accidents, usually that's not the case—it's the distracted person talking on their phone, or the new driver who can't maintain a lane.

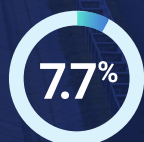
Regardless of who's at fault, driver engagement is an important preventative stance. That's where the process safety risk triangle comes into play.

FMCSA - Associated Factors Assigned in Large Truck Crashes and Their Relative Risk Importance

Driver: Traveling too fast for conditions



Percentage of
32,000 trucks



Relative Risk of
32,000 trucks

Driver: Unfamiliar with roadway

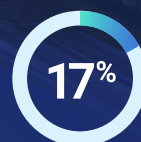


Percentage of
31,000 trucks



Relative Risk of
31,000 trucks

Driver: Over-the-counter drug use



Percentage of
25,000 trucks



Relative Risk of
25,000 trucks

Driver: Inadequate surveillance

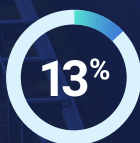


Percentage of
20,000 trucks



Relative Risk of
20,000 trucks

Driver: Fatigue



Percentage of
18,000 trucks



Relative Risk of
18,000 trucks

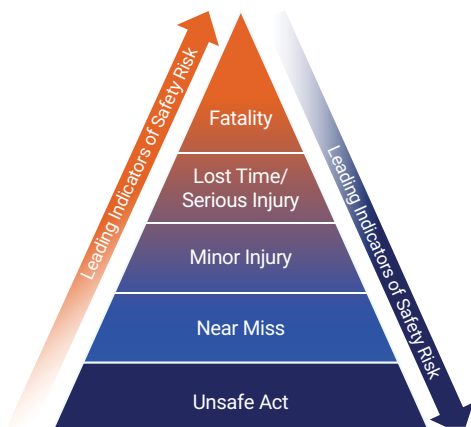
Driver: Felt pressure or stress from carrier



Percentage of
16,000 trucks



Relative Risk of
16,000 trucks



Components: Fatality, Lost Time/Serious Injury, Minor Injuries, Near Misses, Unsafe Acts



Process Safety Triangle: Example of a process safety triangle with an estimation of each reported type of action on the triangle.

Source: University of Michigan Transportation Research Institute.

A major accident is defined in one of two ways: the vehicle has to be towed from the scene, or someone reports an injury. But what about near misses? There could be a thousand near misses for every accident, and that one accident may not be reportable. Maybe the driver bumps into a lamppost or has a low-speed backing accident but not a major wreck.

The majority of fatalities are the result of many near misses. To reduce major accidents and run a safer fleet, focus on preventing near misses.

Fleet operators have lots of data coming in from different devices, and the data might show many near misses. If one of your drivers consistently ranks as the worst in the fleet, you can engage that driver and provide additional training to prevent accidents down the road.

Non-Compliance = An Avoidable Expense

- + FMCSA closed enforcement cases for the last five years – Carriers' average costs of non-compliance was settled at an average of \$7,000 per carrier!
- + Carrier can lose an additional \$870 of downtime when a driver is placed out-of-service for 10 hours.
- + Overall driver violations at roadside inspections decreased to 784,188 in fiscal 2020, down from 1,023,654 in fiscal 2018.
- + FMCSA estimated that ELDs help avoid 1,844 crashes, prevent 562 injuries, and save at least 26 lives annually.



On average it costs carriers **\$7,000** for non-compliance settlements



\$870 lost revenue for every 10 hours without out-of-service



26 lives saved

3 Embrace Freight Technology

If you have a negligent driver, and you don't have the right freight technology in place, you won't know the extent of the problem until they get into a wreck.

Fleet operators can't be everywhere at once. Without real-time insight into driver behavior, fleet safety is a serious blindspot. Running a safe fleet also becomes particularly challenging

when you can't separate trivial data from vital data, and when you don't have the freight technology you need to scale your safety program. To stay proactive about fleet safety, you need freight technology that delivers the right data.

Install Integrated Commercial Dash Cams

Commercial dash cams provide hard evidence that can support innocence in the courtroom, but they are also essential for accident prevention.

FMCSA - Associated Factors Assigned in Large Truck Crashes and Their Relative Risk Importance

Driver: Made illegal maneuver



Percentage of 13,000 trucks



Relative Risk of 13,000 trucks

Driver: Inattention



Percentage of 12,000 trucks



Relative Risk of 12,000 trucks

Driver: External distraction



Percentage of 11,000 trucks



Relative Risk of 11,000 trucks

Driver: Following too close



Percentage of 7,000 trucks

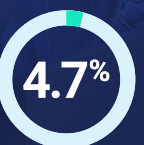


Relative Risk of 7,000 trucks

Driver: Jack knife



Percentage of 7,000 trucks



Relative Risk of 7,000 trucks

Driver: Illness



Percentage of 4,000 trucks



Relative Risk of 4,000 trucks

Transflo dash cams connect to the ELD device and offer an optional cab-facing camera with a beam that bounces off the driver's retina. If the driver's eyes drift away from the camera for a few seconds—if they look at their phone or doze off—the device will sound an alert to jolt them into action.

The issue with many of today's commercial dash cameras is that the video is only forward-facing, but sideswipe accidents happen more often than forward collisions.

A good commercial dash camera should provide a 360-degree view of the events that led up to an accident. Transflo's dash cameras capture video footage from all angles, so you get an inward- and outward-facing view of what happened.

Within the Transflo Mobile+ platform, you can:

- + Communicate with the driver and collect

all the pertinent post-accident information: pictures, the accident report, whatever you need, and bring everything together into one consolidated view.

- + See the information the driver provided, the camera footage for the truck, and the telematics data, all within one digital ecosystem.
- + Easily reconstruct the accident scene and quickly understand what led up to it, so you can plan your next move.

Suppose the data shows that a driver had a hard braking incident. You and the driver can review the data together to see what really happened, turning a “he said, she said” situation into a teachable moment. Upon reviewing the video, you may see that the driver was cut off by a motorcycle. In that case, no additional training is needed. If you discover the driver was tailgating, that's a different story.

[Learn more about Transflo's Dash Cameras](#)



Use Truck Navigation

A large percentage of accidents occur when drivers are entering or exiting highways or changing lanes. Bypassing weigh stations reduces the use of onramps and offramps, decreasing the risk of a wreck. A lot of accidents also happen when a driver is lost, which is why reliable GPS truck navigation is critical for fleet safety.

The Trouble with Weigh Stations

- + Weigh stations are in every state.
- + Drivers frequently pass scales for various reasons.
- + Weigh stations increase driver stress and the need to plan.
- + Accidents are often caused due to lane changes.



Trucking Tip:

Making your drivers' lives easier and safer can boost retention and reduce your truck driver turnover rate.

Transflo Mobile+ includes weigh station bypass and GPS truck navigation powered by CoPilot Truck.

Transflo's truck navigation, powered by CoPilot Truck, is designed specifically for big rigs with trailers. It identifies obstacles like narrow roads, low bridges, dead ends, and sharp turns, and removes them from the paths on the GPS map, saving drivers time and hassle. When you use navigation on the app like Transflo Mobile+, it also offers integrated access to the #1 rated ELDs, weigh station bypass (powered by Drivewyze), and more—all on one platform designed to increase fleet safety.

[Learn more about Truck-Specific Routing](#)



Get the Best ELDs

Electronic logging devices (ELDs) are a must in every carrier's fleet safety toolkit.

In America, the FMCSA requires ELD use by commercial drivers who must comply by preparing records of duty status (RODS) and hours-of-service (HOS). American carriers are required to use ELDs certified and registered with the FMCSA, and now fleets that operate in Canada must [use certified ELDs](#), as outlined in the Transport Canada ELD mandate.

The best ELD platforms will allow you to set up alerts for hard turns, hard breaking, speeding, and more, with real-time reporting back to the fleet. It should also include over a thousand customizable report templates, and allow you to feed data right into drivers' scorecards. Fleet safety can be made easier especially when you activate the #1 rated ELDs in the world (Transflo T-Series powered by Geotab).

The right ELD solution should give carriers complete visibility into driver behavior with:

- + Notifications and violation alerts based on engine data
- + Route analysis and fuel consumption
- + Ultra-accurate vehicle diagnostics
- + Real-time, map-based GPS truck tracking
- + In-app electronic logs and HOS graphs

Get started with the #1 rated ELD in 3 steps:

1. Download the Transflo Mobile+ app.
2. Complete driver registration within the app.
3. Plug in the ELD using the device instructions.

[Learn more about Transflo T-Series ELDs](#)

Trucking Tip:

For added efficiency, look for an ELD vendor with a full trucking ecosystem to help you manage loads, routes, payroll, paperwork, and driver and broker communication.

[Learn More](#)



Activate Trailer Trackers

Investing in trailer tracking can help you reduce yard accidents and improve your overall fleet safety score. Plus, when drivers can easily find their trailers it creates a more efficient day for them, making them happier and helping you retain them as well. Trailer trackers also prevent mix-ups that can create timely delays and distracted drivers. Let's take a closer look.

Cost

- + Drivers in fleet: **100**
- + Events per driver: **2 per week**
- + Lost time: **10 minutes a week**
- + Fleet revenue lost: **\$15 a week per driver**
- + Driver earnings lost: **\$5 a week per driver**
- + Total annual fleet revenue lost: **\$78,000**
- + Other indirect costs:
 - + Truck driver turnover
 - + In-yard accidents
 - + Service issues
 - + Fuel and maintenance

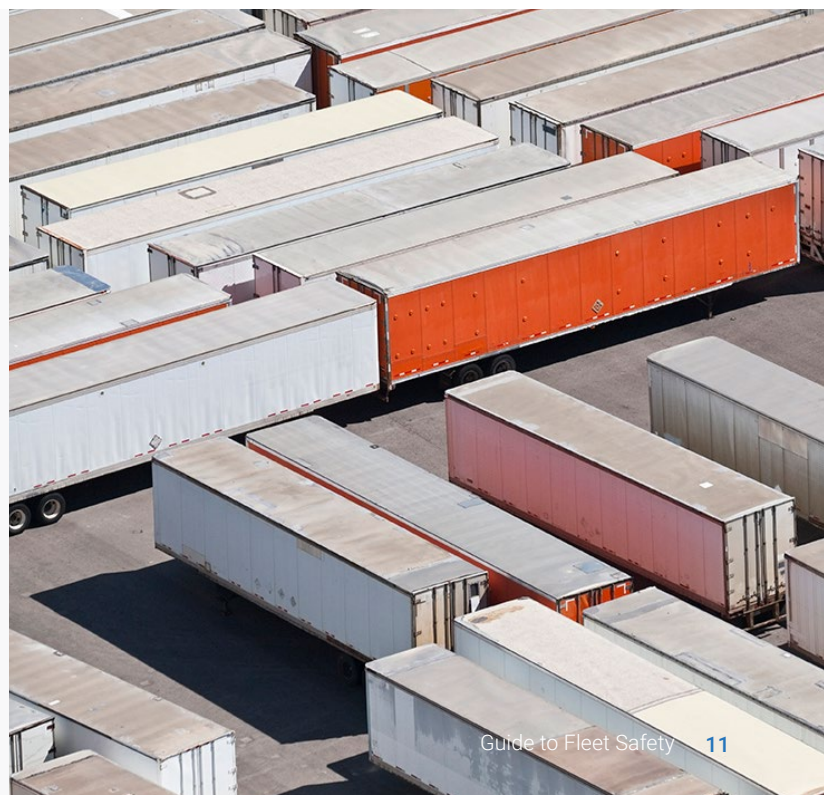
Solution

- + Assign driver trailers
- + Make it visible for the driver
- + Make it easy for the driver to use
- + Trigger the use of the solution

A robust trailer tracking device helps fleet operators:

- + Get drivers back on the road faster and prevent frustration.
- + Save time and money spent retrieving the trailer and repeating the route.
- + Reduce the likelihood of a yard accident.
- + Make drivers' lives easier and ultimately safer, reducing truck driver turnover.

[Learn More](#)



Trucking Tip: Look for a trailer tracker with telematics and location reporting in one digital ecosystem.

Transflo's TT600-series telematics device, manufactured by Flex, is a compact, rugged, easy-to-install device that has a solar cell and back-up battery that lasts up to four months with no solar charge. The unit provides complete transparency into the dwell time, utilization, and movement of your critical assets.

Transflo's solar-powered GPS trailer tracker also lets Mobile+ users know when and how their equipment is performing at any time, even when it's not connected to a tractor or power source. The TT600-Series trailer tracker integrates into Transflo Mobile+, giving fleet managers near real-time communications and GPS tracking of trailers, containers, and other assets.

[Learn more about GPS Trailer Trackers](#)

How Transflo Can Help

You don't need to juggle mountains of paperwork to comply with DOT regulations and FMCSA safety requirements. The right telematics and freight technology solution helps you:



Streamline and reduce paperwork.



Get the data you need to run a safe, compliant fleet.



Improve efficiency and profitability.

Transflo's fleet and driver technology solutions make every workflow safer, easier, and more driver-friendly—so you can spend less time on paperwork and more time running your business.

Transflo by the Numbers



8 of the top 10
freight brokers
use Transflo



2 million+
professional
drivers have the
Mobile+ app



4 million+
communications
sent weekly



Two-Way Communications

Enable two-way video or text communications, fleet-wide announcements, and access to training videos with Mobile+.



Driver Status

Obtain driver and load-specific data, including hours of service, truck telematics, route and event capture, and arrival and departure notifications.



Weigh-Station Bypass

Access accurate route mapping, including weigh-station bypass and approved stops, at your fingertips.



Truck-Specific Routing

Benefit from precise and enhanced routing and tracking data with Trimble MAPS CoPilot curve logic paired with Geotab's curve logic.



Meaningful Driver Metrics

Track driver statistics like miles, fuel, HOS violations, and erratic driving events with personalized reports and scoring metrics in your dashboard and on Mobile+.



Document Scanning

Speed up document and invoice processing with our wide network of integrated carriers.

About Transflo

Transflo®, a Pegasus TransTech company, is a leading mobile, telematics, and business process automation provider to the transportation industry in the United States and Canada. Transflo's mobile and cloud-based technologies deliver real-time communications to fleets, brokers, shippers, and commercial vehicle drivers, and digitize 800 million shipping documents a year, representing approximately \$84 billion in freight bills. Organizations throughout the Transflo client and partner network use the solution suite and digital platforms to increase efficiency, improve cashflow, and reduce costs. Headquartered in Tampa, Florida, USA, Transflo is setting the pace for innovation in transportation software.

For more information, visit www.transflo.com.

"Better visibility and tracking integrity—we would not go back."

Matt Gray, Director of Logistics
– Stevens Transport TL

Learn more about Transflo's Fleet Solutions

[Learn More](#)

Sources & Credits

[FreightWaves: Transflo Geotab and FreightWaves Safety and Compliance Update](#)
[Drivewyze: Your Partner in Safety](#)
[FMCSA: Data & Statistics](#)