

Driver & Management Training

Training Program	Course Length
National Safety Council Defensive Driving	Full-day
How to Conduct Pre- & Post-Trip Inspections	1 hour
Proper Lifting Procedures; Entering & Exiting a Vehicle	1 hour
Mirror Use and Adjustment	1 hour
Roadside Inspections & Resulting OOS Violations	1 hour
Hours of Service	2 hours
Speed & Space Management; Rear End Collision	2 hours
Vehicle Backing	45 minutes
Lane Changes	45 minutes
Vehicle Turning	45 minutes
Overhead Clearance	30 minutes
Construction Zone Driving	30 minutes
Avoiding Head-on Collisions	30 minutes
Adverse Driving Conditions	1 hour
What To Do at a Collision Site	1 hour
How To Use a Camera at a Collision Site	1 hour
Driver Fatigue	45 minutes
Defensive Driver Training	6 hours

Management Training

Training Program	Course Length
DOT Compliance	Full-day
Driver Recruitment, Qualification & Retention	Half-Day
DOT Drug & Alcohol Testing	2 - 4 hours
Economics of Loss Prevention	2 hours
Accident Analysis	2 hours
Developing an Effective Safety Program	Half- to Full-day
DOT Compliance for Support Personnel	Full-day
Driver Dispatch Relations	2 hours
Driver Training & Incentive Programs	2 hours
Developing a Fleet Safety Culture	4 hours
Job Hazard Analysis	2 - 4 hours
Driver/Dispatcher Relations	75 minutes
Insurance Performance: <i>Workers' Comp & Liability Insurance Trends</i>	1 hour
Internal Claims Management Assessment	Full-Day

» Other Resources

- The Quill newsletter
- Worker handout cards, posters
- Resource Library
- Professional speaker engagements



We understand the trucking industry

We invite you to contact us to discuss a customized Loss Prevention Program to meet your needs.

For more information and the benefits of a Loss Prevention Program:

Dennis Shinault, C.D.S.

Director of Loss Prevention Services
(800) 644-5501 ext. 2692
dshinault@baldwinandlyons.com



B&L Brokerage Services, Inc.
The Pledge of Excellence

Loss Prevention Services



B&L Brokerage Services, Inc.
The Pledge of Excellence

Providing the resources necessary to enhance safety programs for any size motor carrier.

Loss Prevention

Specialists

will examine the Loss Prevention Program for your entire organization, department or particular terminal location.

If you desire, we will assist in developing a customized Loss Prevention Program to meet the needs of your company.

» Risk Management

Review exposures and operations compared to current insurance coverage(s) regarding at least the following:

- Auto liability
- Workers' compensation
- Cargo
- General liability
- Brokerage
- Buildings (warehouses, maintenance shops, office buildings)
- Errors and omissions
- Other loss and exposure analysis
- Risk management development



Our consultants will take time to fully understand your company's risk management needs.

Areas of Analysis Include:

- Operations
- Driver Qualification
- Driver Control and Improvement
- Loss Experience Recordkeeping
- Loss Analysis
- Equipment Maintenance

» Loss Prevention & Safety

Review company for loss exposure: real vs. potential

Operations

- Load volume vs. capacity
- Dispatcher performance
- Hours of service review
- HAZMAT procedure review
- High value load/security review
- Cargo related exposures
- Influence of operations on safety
- Influence of safety on operations

Driver Qualifications

- Review hiring practices to find areas for improvement
- Negligent hiring
- Negligent entrustment
- Written standards vs. actual hiring practices
- Uniformity of qualifying drivers within their systems

Hiring Practices

- Recordkeeping (file review)
- Road exams – quality of exam and documentation
- Written exams – coverage of driver issues
- Orientation
- HAZMAT training
- Work history verifications
- MVR practices
- Defensive Driving programs
- Student driver training and finishing programs
- Qualifications of trainers
- Quality of hiring practices
- Source of driver applicants

Driver Control and Improvement

- Negligent entrustment, supervision and retention
- Driver and office training
- Post collision and injury review
- MVR review practices for tenured drivers
- Safety meeting effectiveness
- Safety awards/incentive programs
- Driver out-of-service percentages and violations
- Review driver turnover ratios
- Determine factors contributing to driver turnover

Loss Analysis and Recordkeeping Practices

- Loss history tracking
- What type of analysis is performed, if any?
- What is done with the analysis information?
- How is it used for safety meetings?
- How is it used in road exams?
- How is it used in orientation and testing?
- How is it used for operations?
- How is it used for sales?
- What is the company doing to reduce/eliminate losses and loss exposures?
- What has the company done to address losses and loss experience? How effective were their programs?

Fleet Equipment Maintenance

Does equipment & maintenance present an exposure?

- Review of vehicle OOS percentage
- Review of pre-trip inspection training/procedures
- Review of driver vehicle inspection procedures
- Maintenance of records
- Preventative maintenance programs
- Quality of repairs and inspections by mechanics
- Work environment
- Conditions of shop and tools/equipment

Overall Experience (General Liability)

What is the current safety culture of the company?

- Is management trained in safety?
- Where is the company today regarding safety?
- What are the company's safety goals?
- Is the company operating in the right direction to achieve a corporate safety culture?

» Consultation & Audits

- Telephone consultation
- Corporate safety culture development
- DOT safety compliance
- OSHA inspection & workplace evaluation
- Corporate risk management
- Claims management

Did you know?

It is critical to maintain control of your exposures.

B&L Brokerage will provide ongoing consultation for any of the services provided.

At your request, or at the recommendation of our professional staff, we will continue to serve your company at regular intervals.

This will include any location within your organization. It is important to recognize that all levels of a safety program must work as efficiently and uniformly as the corporate headquarters.

