



Strategic Considerations Using Telematics

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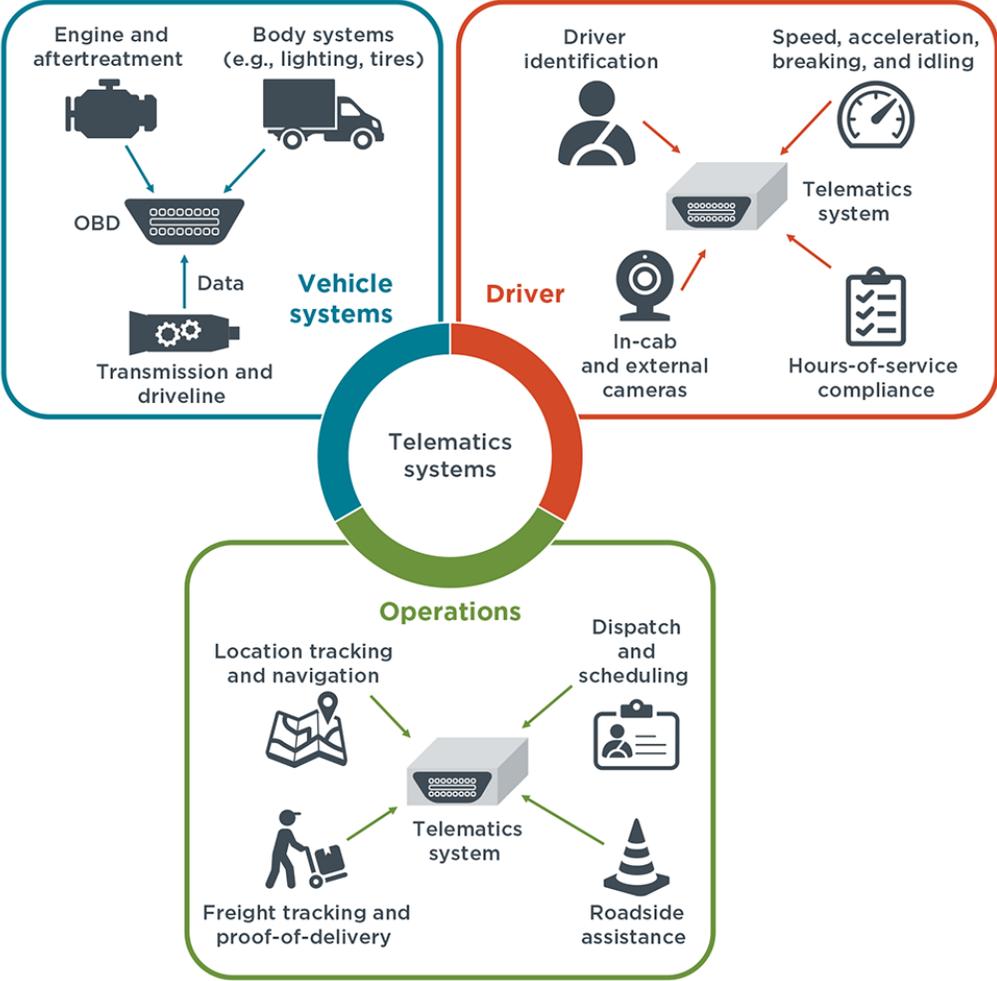
Rolling Data Centers

- ①  Backup Camera
- ②  Side Cameras
- ③  Rear View Monitor
- ④  Dash Camera
- ⑤  Backup Sensors
- ⑥  Blind Spot Sensors
- ⑦  Mobile DVR
- ⑧  Driver Fatigue System
- ⑨  360° Surround View Camera System





Data in Transportation



Vehicle Systems

- ECM
 - EDR
 - ACM
 - SDM
 - CDR
- Collision Warning/Avoidance
- Driver Assist
 - Eaton Vorad
 - Bendix



ECM/EDR

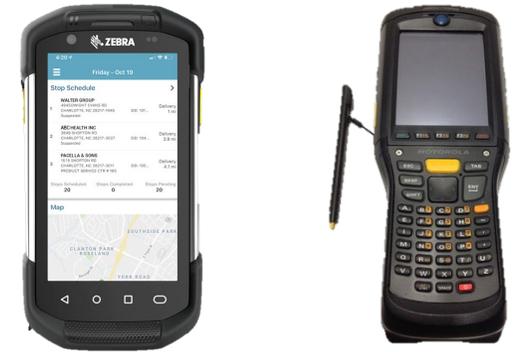


Mercedes-Benz



Electronic Devices

- Cell Phone Apps
 - Keep Truckin/Encompass (HOS)
 - Transflo (Dispatch+)
 - Trucker Path (stop/scale finder)
 - Drivewyze (skip weighstations)
 - TA/Pilot/FlyingJ
- Tablets
- POS



Telematic Systems

- Omnitrac
- PeopleNet
- Lytx
- Geotab
- Teletrac
- SmartDrive
- Verizon Connect
- Pedigree
- Fleetmatics
- Orbcomm
- Actsoft





2/1/2018	6:57:31	USER_LOGIN
2/1/2018	7:29:00	Pre-Trip
2/1/2018	7:30:08	DEPART_ORIGIN
2/1/2018	7:34:11	EN_ROUTE
2/1/2018	12:46:48	END_DELIVERY
2/1/2018	18:00:28	ARRIVE_DEPOT
2/1/2018	18:01:00	Post-Trip
2/1/2018	18:28:45	Log on
2/1/2018	18:28:52	Turn Cell On
2/1/2018	18:30:08	End Import
2/1/2018	18:32:00	Pre-Trip
2/1/2018	18:32:49	DEPART_ORIGIN
2/1/2018	18:33:09	EN_ROUTE

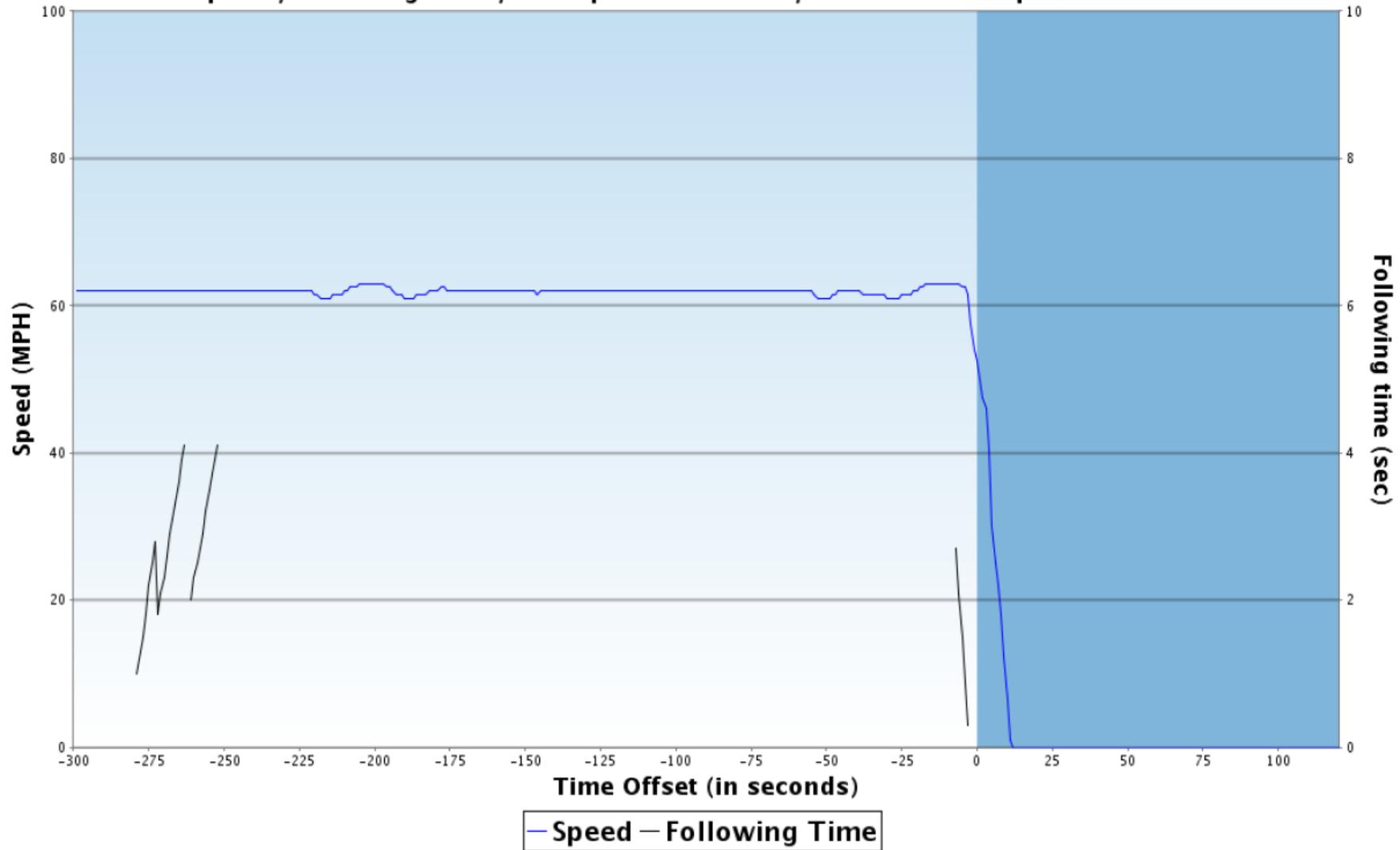
Valuable Vehicle Information

- Vehicle GPS location
- Vehicle speed
- Hours of service
- Active and historic DTCs
- Cruise control
- Engine hours
- Odometer miles
- Fuel level
- Oil level
- Throttle
- Brakes
- Seatbelt
- Crash Acceleration
- Steering Input
- Engine overspeed
- Time in top gear
- Following too closely
- Approaching vehicle too fast

Valuable Load/Trip Information

- Check/Status calls
- Load assignment
- Arrived at stop
- Leave stop
- Projected time available
- Request for time off
- Appointment time
- Request for directions
- Fuel stop
- Arrive at consignee
- Cargo delivered, empty

Speed / Following Time / Overspeed Threshold / Excessive Overspeed Threshold





Requests for Production

1. All Electronic Devices present in the Van at the time of the Crash. NOTE: If you would prefer, a specific time and protocol may be arranged for inspection of the device(s).
2. Any and all records for each communication device present in or on the Van at the time of the Crash, for the day of the Crash, including, but not limited to, records of all incoming and outgoing calls, text messages, instant messaging, internet usage, face time, voice messaging, application usage, etc.
3. All data, information, and reports available or downloaded from the Electronic Control Module or any other Electronic Device on the Van or connected thereto or cargo, for the day of the Crash and 16 days prior.
4. Dispatch records (written or electronic) and instructions for pick up and delivery by the Driver, the dates and times of pickup and delivery and any other factors related to deliveries made or to be made on the day of the Crash.

Definition of Electronic Devices

The term “Electronic Device” refers to engine control modules, event data recorders, telematics, collision warning/avoidance systems, driver assistive devices, monitoring devices, safety devices, tracking devices, tablets, onboard computers, communication devices, audio and/or video recorders, and third-party systems such as Smart Drive, GeoTab, Lytx, PeopleNet, Netradyne, eDriving Mentor, Fleetio, Qualcomm, Omnitrac, KeepTruckin, or any other similar applications, devices or systems.



Plaintiff's
Exhibit 16

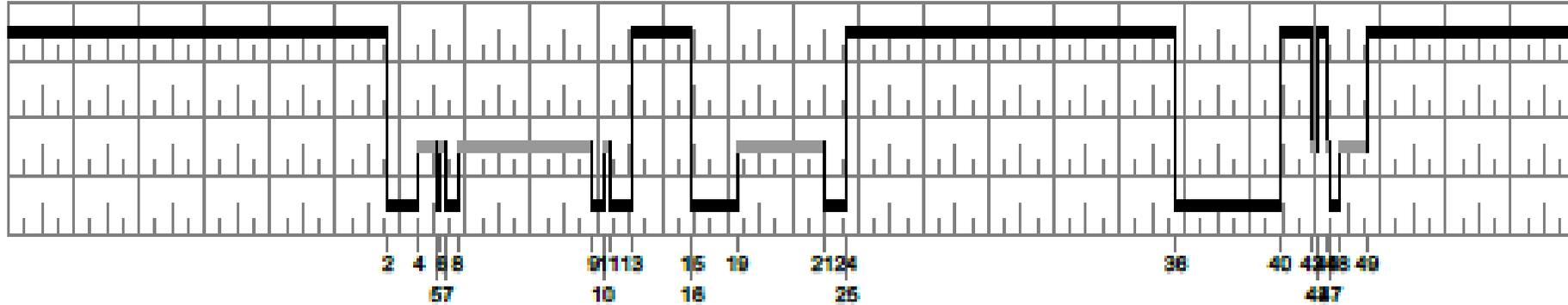
Driver ID	Joseph Richards III JOSRICORFL		
Co-Drivers			
Driver License	R263494813800, FL	Exempt Driver	No
Distance	195 mi	Engine Hours	36895.2 - 36908.1
Odometers	273,444 - 273,728	Shipping Docs	6641370
Current Location		24-Period Starting	Midnight
Data Diag. Indicators	No	ELD Malfn. Indicators	No
ELD ID	KFIELD		
Vehicles and VINs	11676 (4V4NC9TJ16N413325)		
Trailers			
Carrier and DOT#	ARL (186375)		
Main Office	1155 STOOPS FERRY RD, MOON TWP, PA, 15108		

M 1 2 3 4 5 6 7 8 9 10 11 N 1 2 3 4 5 6 7 8 9 10 11 M

15	Driving ELD	10:28:08 AM	20 sec	Ocala, FL	36901.1	273,557	
16	On Duty Driver	10:28:28 AM	41 min 28 sec	Ocala, FL	36901.1	273,557	
17	Engine Shutdown	10:37:40 AM	-	Ocala, FL	36901.1		
18	Engine Power Up	11:05:48 AM	-	Ocala, FL	36901.1		
19	Driving ELD	11:09:56 AM	1 hr 18 min 30 sec	Ocala, FL	36901.2	273,557	
20	Int Location	12:05:26 PM	-	11.9 mi S of Starke, FL	36902.1		
21	On Duty Driver	12:28:26 PM	21 min 2 sec	5.4 mi N of Starke, FL	36902.5	273,620	Accident
22	Engine Shutdown	12:43:08 PM	-	5.4 mi N of Starke, FL	36902.8		
23	Engine Power Up	12:48:43 PM	-	5.4 mi N of Starke, FL	36902.8		
24	Driving ELD	12:49:28 PM	35 sec	5.4 mi N of Starke, FL	36902.8	273,620	
25	Off Duty	12:50:03 PM	5 hr 1 min 57 sec	Jacksonville, FL	36902.8	273,620	Accident

M 1 2 3 4 5 6 7 8 9 10 11 N 1 2 3 4 5 6 7 8 9 10 11 M

OFF
SB
D
ON



15.60
00.00
04.45
03.96
24.00

8	Driving ELD	6:52:17 AM	2 hr 4 min 46 sec	Jacksonville, FL	36898.7	273,454	
9	On Duty Driver	8:57:03 AM	9 min 50 sec	Ocala, FL	36900.8	273,557	
10	Driving ELD	9:06:53 AM	5 min 21 sec	Ocala, FL	36900.9	273,557	
11	On Duty Driver	9:12:14 AM	19 min 46 sec	Ocala, FL	36901	273,557	
12	Engine Shutdown	9:16:49 AM	-	Ocala, FL	36901.1		
13	Off Duty Driver	9:32:00 AM	56 min 8 sec	Ocala, FL			Unload/rest break
14	Engine Power Up	10:27:14 AM	-	Ocala, FL	36901.1		

36	Off Duty Driver	5:52:00 PM	1 hr 36 min	Jacksonville, FL			Accident
37	Engine Shutdown	6:21:53 PM	-	Jacksonville, FL	36907.3		
38	Engine Power Up	6:46:51 PM	-	Jacksonville, FL	36907.3		
39	Engine Shutdown	6:53:30 PM	-	Jacksonville, FL	36907.3		
40	Off Duty Driver	7:28:00 PM	29 min 11 sec				
41	Engine Power Up	7:53:54 PM	-	Jacksonville, FL	36907.3		
42	Driving ELD	7:57:11 PM	5 min 21 sec	Jacksonville, FL	36907.3	273,709	

Date Range Dec 25, 2018 - Jan 9, 2019

11676

Date/Time	Location	Coordinates	Speed (mph)	Bearing (°)	Odometer (mi)	Total Fuel (gal)	Total Engine Hours	Type
1/9/2019 11:35 PM	Jacksonville, FL	30.2972989, -81.7548897		327.1 (NW)	273,728.8			Breadcrumb
1/9/2019 11:05 PM	Jacksonville, FL	30.2973089, -81.7549745		41.5 (NE)	273,728.8			Breadcrumb
1/9/2019 10:35 PM	Jacksonville, FL	30.2972893, -81.7548649		333.6 (NW)	273,728.8			Breadcrumb
1/9/2019 10:05 PM	Jacksonville, FL	30.2973375, -81.7549518		7.0 (N)	273,728.8			Breadcrumb
1/9/2019 9:35 PM	Jacksonville, FL	30.297338, -81.7549499		343.9 (N)	273,728.8			Breadcrumb
1/9/2019 9:05 PM	Jacksonville, FL	30.2973488, -81.7549561	0	346.3 (N)	273,728.8	181,448.28	36,908.12	Engine stop
1/9/2019 9:03 PM	Jacksonville, FL	30.2973488, -81.7549561		38.4 (NE)	273,728.8			Breadcrumb
1/9/2019 8:58 PM	Jacksonville, FL	30.2973488, -81.7549561		139.0 (SE)	273,728.8			Breadcrumb
1/9/2019 8:53 PM	Jacksonville, FL	30.2973487, -81.7549565		183.8 (S)	273,728.8			Breadcrumb
1/9/2019 8:48 PM	Jacksonville, FL	30.2973258, -81.7549643	0	268.5 (W)	273,728.8	181,448.24	36,908.05	Vehicle stopped
1/9/2019 8:48 PM	Jacksonville, FL	30.2968353, -81.7549274	3.7	57.8 (NE)	273,728.76			Breadcrumb
1/9/2019 8:48 PM	Jacksonville, FL	30.2967426, -81.7550942	9.6	55.8 (NE)	273,728.74	181,448.23	36,908.04	Breadcrumb
1/9/2019 8:47 PM	Jacksonville, FL	30.2961701, -81.7559911	5.6	52.9 (NE)	273,728.68			Breadcrumb
1/9/2019 8:47 PM	Jacksonville, FL	30.2954999, -81.7559001	9.8	327.8 (NW)	273,728.62			Breadcrumb
1/9/2019 8:47 PM	Jacksonville, FL	30.2951998, -81.755911	7.9	128.7 (SE)	273,728.59			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2952528, -81.7559681	2.6	146.9 (SE)	273,728.58			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.297151, -81.7573653	25.3	147.4 (SE)	273,728.43			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2973968, -81.7575518	20.0	145.6 (SE)	273,728.41			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2976371, -81.7577499	14.9	144.3 (SE)	273,728.39			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2977879, -81.7578505	13.0	166.7 (S)	273,728.38			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2978939, -81.7578528	12.1	201.5 (S)	273,728.38	181,448.19	36,908.01	Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2982292, -81.7574901	17.3	224.9 (SW)	273,728.34			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2983687, -81.7573538	9.9	198.3 (S)	273,728.33			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.2984705, -81.7573706	6.1	120.7 (SE)	273,728.33			Breadcrumb
1/9/2019 8:46 PM	Jacksonville, FL	30.298497, -81.7574769	12.8	88.4 (E)	273,728.32			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984945, -81.7576886	18.0	88.9 (E)	273,728.3			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984945, -81.758103	24.7	90.9 (E)	273,728.27			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984848, -81.7586105	31.3	89.7 (E)	273,728.24			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984819, -81.7597539	35.8	89.9 (E)	273,728.17			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984476, -81.7649967	38.3	89.2 (E)	273,727.86			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984424, -81.7656695	33.2	89.1 (E)	273,727.83			Breadcrumb
1/9/2019 8:45 PM	Jacksonville, FL	30.2984373, -81.7661035	28.2	89.6 (E)	273,727.8			Breadcrumb

10. All documents assessing preventability of and/or fault for the Crash.

– NONE



None

IN THE CIRCUIT COURT, TENTH JUDICIAL CIRCUIT,
IN AND FOR POLK COUNTY, FLORIDA

HARGIS CHADWICK,

Plaintiff,

CASE NO.: CASE NO.: 2016-CA-004139

v.

SUNCO CARRIERS, INC d/b/a WATKINS
REFRIGERATED. and PETER NAZARIO.

1. All files and records for PETER NAZARIO, including those contained in the COMPANY's electronic system (e.g. McLeod).
2. All hours of service and duty status record, audits, notes, reviews, counseling, instructions, training and notations for PETER NAZARIO.
3. All documents, forms, notes, memos and data relating to the COMPANY's preventability assessment for the crash that gives rise to the lawsuit.
4. All documents relating to inspections, violations, infractions and citations for PETER NAZARIO.
5. All of the COMPANY's driver qualification policies and standards in effect at the time PETER NAZARIO was first hired through the date of this inspection.

4. All documents relating to inspections, violations, infractions and citations for PETER NAZARIO.

5. All of the COMPANY's driver qualification policies and standards in effect at the time PETER NAZARIO was first hired through the date of this inspection.

Motor Vehicle Accidents - Sunco Carriers dba Watkins Refrigerated

Report number	201400208	Accident date	10/24/2014	Status	Open
Tractor	A142	Trailer	53556	Closed date	
Tractor fleet	06	Dispatcher		Order	
Driver	NAZPET NAZARIO, PETER	Driver manager	maria Maria Cruz		
Driver fleet	0	<input type="checkbox"/> Team			
Driver type	Owner				

Main	Details	Contacts	Policy Holder	Injuries	Damage	Witnesses	Description	Description Info	Costs	Comments(4)
------	---------	----------	---------------	----------	--------	-----------	-------------	------------------	-------	-------------

<input type="checkbox"/> Insurance responsible	<input type="checkbox"/> DOT reportable		
<input checked="" type="checkbox"/> Preventable	<input type="checkbox"/> Hazardous materials		
Vehicles towed: 0	<input type="checkbox"/> Hazmat release		
Vehicles involved: 0	<input type="checkbox"/> Loaded		
Trailer type	Injuries	Fatalities	0
Unit type	Driver's hire date	03/18/2014	5 yrs.
Location type	Service range	D121-1Y	121 days - 1 year
Road condition	Driver's birth date	08/10/1971	47 yrs.
Road type	Age range	41-45	41-45 years
Weather condition	Inspection report #		
Contributing factors			

Asset	Time	Hard Brake (Max)	Hard Brakes >10mph/s	Hard Brakes >5mph/s	Hard Brakes >7.5mph/s	Latitude	Longitude	Speed
455 (sold)	8/12/2018 12:57					27.07394	-80.2476	
455 (sold)	8/12/2018 12:58					27.08884	-80.25429	67
455 (sold)	8/12/2018 12:59					27.10287	-80.26311	67
455 (sold)	8/12/2018 13:00	7.7398	1	0	1	27.11593	-80.27354	65.5
455 (sold)	8/12/2018 13:01					27.12982	-80.2831	67
455 (sold)	8/12/2018 13:02					27.14372	-80.29252	67
455 (sold)	8/12/2018 13:01					30.31891	-81.68074	57
455 (sold)	8/12/2018 13:01					30.32221	-81.68099	54.5
455 (sold)	8/12/2018 13:02					30.33242	-81.6721	54
455 (sold)	8/12/2018 17:29					30.33728	-81.6685	55
455 (sold)	8/12/2018 17:29					30.35072	-81.66838	24
455 (sold)	8/12/2018 17:30					30.351	-81.66836	
455 (sold)	8/12/2018 17:30					30.35199	-81.6683	0
455 (sold)	8/12/2018 17:31					30.35199	-81.6683	
455 (sold)	8/12/2018 17:31					30.352	-81.6683	0
455 (sold)	8/12/2018 17:32					30.352	-81.6683	
455 (sold)	8/12/2018 17:32					30.352	-81.6683	
455 (sold)	8/12/2018 17:32					30.352	-81.6683	
455 (sold)	8/12/2018 17:32					30.352	-81.6683	
455 (sold)	8/12/2018 17:35					30.352	-81.6683	
455 (sold)	8/12/2018 17:42					30.352	-81.6683	
455 (sold)	8/12/2018 17:52					30.352	-81.6683	0
455 (sold)	8/12/2018 17:57					30.352	-81.6683	
455 (sold)	8/12/2018 18:02							
455 (sold)	8/12/2018 18:02							
455 (sold)	8/12/2018 18:05							

ProficientAutoTruck455August122

SENT DATE	SENT TIME	FROM	MACRO/MSG ID	PRIORITY	STATUS	RECEIVED DATE	RECEIVED TIME	
			905726550					NOT TO MENTION "WITHOUT" ANY HOLIDAY P AY!
7/02/2015	9:18:48	60481	FREE FORM 905736420	*NORMAL	READ	7/02/2015	9:18:53	SO, SATURDAY IS JUST ANOTHER FULL DAY LIKE A WEEKDAY? THAT SUCKS!
7/02/2015	9:19:23	ACT290	FREE FORM 905736975	*NORMAL	RECEIVED	7/02/2015	9:19:42	o
7/02/2015	9:19:28	ACT290	FREE FORM 905737048	*NORMAL	RECEIVED	7/02/2015	9:19:44	i'll be here too..
7/02/2015	9:23:11	60481	FREE FORM 905740827	*NORMAL	READ	7/02/2015	9:23:15	I FEEL SO MUCH BETTER NOW.ONLY AT WERN ER!
7/02/2015	10:37:15	ACT145	FREE FORM 905813652	*NORMAL	RECEIVED	7/02/2015	10:37:47	you have to call safety about that rol lover that your truck has triggered
7/02/2015	10:38:51	60481	FREE FORM 905815338	*NORMAL	READ	7/02/2015	10:38:53	NO SHIT,VICTIM OF ROAD RAGE.WAITING ON COPS
7/02/2015	10:39:42	ACT145	FREE FORM 905816121	*NORMAL	RECEIVED	7/02/2015	10:39:44	whats going on?????
7/02/2015	10:43:12	60481	FREE FORM 905819643	*NORMAL	READ	7/02/2015	10:43:14	SOMEONE FAILED TO YEILD THE RGT OF WA Y AND THEN SLAMED ON THEIR BRACKS IN F RONT OF ME.THEN THROUGH ROCK AT MY W/S HEILD.THEN I GOT OUT AND WAS ATTACKED, THEY PULLED A GUN.FHP IS HERE NOW.

Position Time	Mls	Dir Reference	Ign Type	Speed Latitude	Odometer Longitude	Trip (Mph)	Dir (Mls)
07/08/16 18:35:49 254,186.3	26.9	W Jacksonville, FL	OFF	Regular 30.291851	-82.083935	*OUT 0	N
07/08/16 18:35:32 254,186.3	26.9	W Jacksonville, FL	OFF	Regular 30.291851	-82.083888	*OUT 0	N
07/08/16 18:31:25 254,186.0	26.7	W Jacksonville, FL	ON	Regular 30.293425	-82.081666	*IN 0	N
07/08/16 17:37:12 254,143.9	49.7	NNW Gainesville, FL	ON	Regular 30.300787	-82.708796	*OUT 0	SW
07/08/16 16:57:58 254,124.4	40.0	NNW Gainesville, FL	ON	Regular 30.156435	-82.676481	*IN 62	NW
07/08/16 15:57:47 254,081.8		at Gainesville, FL	ON	Regular 29.626574	-82.376990	*OUT 0	N
07/08/16 15:56:46 254,081.8		at Gainesville, FL	OFF	Regular 29.626574	-82.376990	*OUT 0	N
07/08/16 15:56:32 254,081.8		at Gainesville, FL	OFF	Regular 29.626574	-82.376990	*OUT 0	N
07/08/16 15:44:05 254,081.8		at Gainesville, FL	OFF	Regular 29.626574	-82.376990	*OUT 0	N
07/08/16 15:43:37 254,081.8		at Gainesville, FL	OFF	Regular 29.626527	-82.376990	*OUT 0	N
07/08/16 15:27:42 254,075.2	7.2	S Gainesville, FL	ON	Regular 29.551064	-82.338657	*IN 63	NW
07/08/16 14:27:36 254,014.0	26.3	ENE Brooksville, FL	ON	Regular 28.714675	-82.118657	*IN 62	N

Bendix SafetyDirect® Web Portal Processor			
Vendor ID	Bendix CVS	Manufacture Date	Year 20, Week 47
Serial Number	20W474LV5	Application Software Version	SDP NA-39.8-21-14.0
Software Build Date	Apr 23 2018	System Name	SDP
Enable Radio Mute Discrete Output	Enabled	LDW Switch Type	CAN FF01
Alert Type	Audio	Audio Sound Type	Default
Left Side Alarm Volume Setting	27.00	Right Side Alarm Volume Setting	23.00
SafetyDirect Event Reporting	Enabled	Enable Startup Chirps	Enabled
Braking Trigger Minimum Speed	19.88	Excessive Turning Trigger Minimum Speed	19.88
Following Distance Minimum Speed	14.91	Transmit Time Before Event Trigger	5.00
Transmit Time After Event Trigger	5.00	TPMS Sampling Interval	25.00
Hard Braking Force	0.40	Severe Hard Braking Force	0.40
Excessive Turning Force	0.40	Severe Excessive Turning Force	0.40
Following Distance Time	2.00	Following Distance Duration	120.00
Severe Following Distance Duration	120.00	Vehicle Overspeed Limit Threshold	4.97
Severe Vehicle Overspeed Limit Threshold	9.94	SD Notification Beep Curve Speed	Disabled
SD Notification Beep Excessive Braking	Disabled	SD Notification Beep Distance Alert	Disabled
SD Notification Beep Forward Collision Warning	Disabled	SD Notification Beep Collision Mitigation Braking	Disabled
SD Notification Beep ESC	Disabled	SD Notification Beep RSC	Disabled
SD Video Recording Curve Speed	Enabled	SD Video Recording Excessive Braking	Enabled
SD Video Recording Distance Alert	Disabled	SD Video Recording Forward Collision Warning	Disabled
SD Video Recording Collision Mitigation Braking	Enabled	SD Video Recording ESC	Enabled
SD Video Recording RSC	Enabled	SD Notification Beep Over Speed Limit	Disabled
SD Video Recording Over Speed Limit	Enabled	SD Manual Event Video Length	90.00
SD Severe Lane Mark No. Track Time	120.00	Video Input Camera Type	FLC20
SD Overspeed Grace Threshold	79.54	SD Overspeed Video Snapshots OTA	5
ECU Input Voltage	11.97	Read SafetyDirect Log Entries in Storage	6420

19 You understand that PeopleNet has a
20 multitude of different functionalities and
21 applications within its system, correct?
22 A Correct.
23 Q It has tracking, correct?
24 A It has DPS tracking.
25 Q It has hours of service?

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1 A Yes.
2 Q It has communication between dispatch and
3 driver?
4 A It does have that. We've never used that.
5 Q It has maintenance reporting and logging
6 correct?
7 A It can -- it has the ability to alert you
8 when there's a potential engine problem.
9 Q Right. It's hooked up to the engine and
10 the electronic control monitor in a way that it
11 reads the codes coming out of the engine, cor
12 A Correct.
13 Q So it can alert the driver as well as
14 dispatch or maintenance departments of what
15 going on with the truck live, correct?
16 A Correct.
17 Q It also has the -- so to get back to the
18 question, when I mean by functionalities, I'm
19 talking about these different applications or
20 services that could be provided through that s
21 PeopleNet. What functionalities did Prologix
22 utilize of PeopleNet in December of 2013?
23 A July of 2013 we utilized the GPS
24 capability. That was actually the thing that we got
25 that for most, for our ability to track loads coming

1 out of print plants with high velocity delivery
2 schedules, overnight and on weekends. I mean, even
3 today I can track trucks on my cell phone.
4 Q What's a high velocity delivery --
5 A Well, like the weekly titles like People

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1 this way: If you would have accessed the PeopleNet
2 data for this truck back in 2013, you would have had
3 a report that tells you the speed, the location, and
4 the engine mode for this truck on a second-by-second

Page 132

1 A Yeah, so, basically, it gave the drivers
2 the ability to dispatch themselves after hours.
3 Q I see. So you didn't waste any time?
4 A Well, I didn't have to have admin people on
5 staff to work overnight.

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it's what I put by HR here, I guess,
wrote billing and HR. So it helped with
billing and you didn't need the staff
cause the drivers could dispatch
on their own?
ht. You know, at that point we were
ally, a start-up. So we couldn't throw
ney at a business to build it. We had to
business and then take the profits and
tore human resources. So it's a very
od of time for the company.
of those primary uses of telematics
e financial concerns, right?
act, the reason why you used Trillium
financial concern?

17 Q All of those primary uses of telematics

18 was -- were financial concerns, right?

19 A Yes.

20 Q In fact, the reason why you used Trillium

21 was also a financial concern?

22 A Correct. We are a for profit company.

22 title like that.
23 Q I see.
24 A So that's the primary purpose we've got
25 PeopleNet for. The other reason we got PeopleNet

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1 was for its compatibility with Accellos.

22 A Fair.
23 Q Number two was, it linked with Accellos?
24 A Accellos.
25 Q That's your billing system?

22 A Correct. We are a for profit company.



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November 1, 2017

For Information:

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Trucking Alliance Adopts AAA Foundation Truck Safety Recommendations

Washington DC – The Alliance for Driver Safety & Security, also known as the Trucking Alliance, has adopted four truck safety technologies that the AAA Foundation for Traffic Safety concludes are critical to reduce large truck crashes and saving lives.

A new AAA Foundation report, *Leveraging Large Truck Technology and Engineering to Realize Safety Gains*, examined the costs and safety benefits of installing four advanced safety technologies in large trucks:

- 1) **Lane Departure Warning Systems**, which detect when the vehicle drifts out of its lane and warn the driver;
- 2) **Video-based Onboard Safety Monitoring**, which utilizes in-vehicle video cameras and sensors;
- 3) **Automatic Emergency Braking Systems**, which detect when the truck is in danger of striking the vehicle in front of it and brake automatically if needed; and
- 4) **Air Disc Brakes**, which are superior to traditional drum brakes.

While the AAA Foundation's report acknowledges that "many large commercial fleets have begun equipping trucks with these advanced safety technologies," the Trucking Alliance is the first U.S. carrier based organization to adopt these technologies as conditions for membership.

"These technologies can make the highways safer for our drivers and the public and why the Trucking Alliance carriers are installing them on new trucks," said **Steve Williams, president of the Trucking Alliance and Chairman/CEO of Maverick USA in Little Rock, Arkansas**. "The AAA Foundation report shows how these automated technologies can help commercial drivers and motorists avoid accidents and return home safely to their families."

Core Safety Reforms:

Support the Development of Advanced Vehicle Technologies That Enable Commercial Drivers to Utilize Highly Automated Driving Systems:

Automated trucking technologies can help achieve safety performance levels that rival the commercial airline industry. But these automated systems should be directly engaged and monitored by commercial drivers, who also have the power and authority to override a truck's automated systems, as road, traffic or safety conditions warrant. Commercial drivers are integral to supply chain accountability, as well as managing unforeseen weather events, emergencies, detours, vehicle conditions, computer software programs, cybersecurity disruptions, cargo security, and in providing efficient customer services.”

Install Electronic Logging Devices (ELDs) in All Commercial Trucks: An ELD is a recording device, engaged to a truck's engine, that enables law enforcement to easily verify if a commercial truck driver has exceeded his on-duty hours. But currently, ELDs are only required in a small percentage of the industry's commercial trucks. If the driver must record his/her hours on duty, an ELD should verify the person's compliance. This requirement should be regardless of the commodity being transported, the length of haul, or whether the truck driver is engaged in intrastate or interstate commerce. *(2012 – Congress passed law to require ELDs in all interstate trucks; became operational in 2020)*

Support Advanced Truck Safety Technologies (AST's): AST's help truck drivers avoid large truck crashes that can save lives. AST's include automatic emergency braking systems, adaptive cruise control, in-cab lane departure warnings, externally mounted cameras, and roll stability controls. These technologies should be standard equipment on all new highway Class 7 and 8 trucks. *(2021 – Congress passed law to require automatic emergency braking systems; rule pending)*

Utilize Truck Speed Limiters: Truck speed limiters set the maximum speed a large truck may travel. The Federal Motor Carrier Safety Administration (FMCSA) should adopt a safety standard that requires all large trucks to not exceed a reasonable maximum speed. Intelligent Speed Assistance, an emerging technology that enables a driver to briefly override the speed limiter in order to more quickly pass another vehicle, should also be considered. *(2022 – FMCSA proposes regulation to require speed limiters in all large commercial trucks; rule pending)*

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"We saw a 40 percent reduction in overturn and rear-end crashes, and that's significant."

VICTOR MALCHESKY
Knight-Swift, Fleet Safety Manager

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Thank you!

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