

Newsletter ~ Fall 2009

Transportation Safety and Compliance Solutions

New Service Provided By TS&CS

Transportation Safety & Compliance Solutions has been operating as a company for almost 18 months. During that time I have been promoting the services that I offer and looking for new services to deliver to the market.

In past newsletters I have touched on the topic of Commercial Motor Vehicle Operators Registrations (CVOR) Abstracts. When properly managed this is something that can keep you out of court **and in good standing with MTO and your insurance.**

TS&CS will run your abstracts for you at whatever the frequency you feel is required. Included will be a complete report of new violations and violations that will be deleted. We will look for items that should not be on your CVOR, trends and offer suggestions to change the trends. Call today and we can setup a plan that is right for you and your company.

NEWS FLASH! Retreads are not the sole cause of tire debris on our highways.

Why then does our industry continue to fight an uphill battle to convince non-believers that retreads really will perform and can be as trouble-free as new tires? The answer is tire debris, also known road alligators; strips of rubber from blown tires on the road that have the potential to be very dangerous. Unfortunately, we see too much tire debris all over our highways which causes a huge headache for the retread industry.

The reality is that a retreaded tire produced by a top quality retreader will perform as well as a comparable new tire, and at a far lower price. For example: A top-of-the-line major brand 11R22.5 new tire is selling for approximately \$450. (new tire prices are on the rise!). That same size tire can be retreaded for less than \$150, and even much less in some areas of the U.S. The retread will often deliver the same or more mileage than the original tire. Multiply these savings by the number of tires in your fleet and we are talking about a sizable amount of money at the end of the year. With proper tire maintenance programs, tires can often be retreaded more than once, extending your cost savings. While we are on the topic of savings, retreading your tires is also an environmentally friendly option.

In fact, on any day on any highway, much of the tire debris is from tires that have never been retreaded. The evidence to back up this claim is overwhelming. In fact, The National Highway Traffic Safety Administration (NHTSA) recently published a study with a summary stating that retreaded tires were NOT the cause of tire debris on the road.

Commercial Medium Tire Debris Study

The National Highway Traffic Safety Administration (NHTSA) recently published a study with a summary stating that retreaded tires were NOT the cause of rubber on the road. The Commercial Medium Tire Debris Study was published in December of 2008.

For a PDF copy of the study send an email to harvey@retread.org.

TRIB is an organization that supports the retreading of tires. Check out their website at www.retread.org

In this issue:

Causes of tire failure

WSIB Audits

Fraudulent Letters of Reference

GPS Usage

Fork Lift Training

The main cause for tire failure is improper maintenance!

The biggest culprit for causing a tire to fail is under-inflation. Additional causes are mismatched tires in dual wheel positions, running one tire flat on a dual wheel assembly, misalignment, improper tire repairs, etc. And when they fail they leave a trail of rubber debris on the highway, regardless of whether the tire was a retread or one that had never been retreaded.

Here are a few simple rules to guarantee you are getting the best retreads for your fleet:

1. Don't be fooled into buying solely on price. If you do you will get what you pay for, which isn't always pretty. Lifecycle costing is far more effective than the initial price. You are better off paying a little more up front for the highest quality product produced by the best retreader in your area.
2. Visit more than one prospective retreader before you decide on the best one for you. Insist on reviewing their product failure adjustment records (excluding road hazards, which are NOT the fault of the retreader). A top quality retreader's product failure adjustments for his retreads will parallel – and often be lower – than his new tire adjustments. Any retreader who won't share his adjustment records is a retreader to stay away from.
3. During your visit, ask to see the retreader's non-destructive testing equipment. It may be shearography, X-ray or some variant. It is important that your tires are subjected to non-destructive testing BEFORE they begin the retread process. The best visual inspector cannot see damage that may exist between the inside and the outside of the tire. Non-destructive testing is the single most important development in the retread industry in years. Insist on it!
4. Have your tire department people visit the retread plant with you, and once you have selected a retreader, have your tire people (and others, INCLUDING drivers) revisit the retreader at least once every few months. This will aid in establishing a great relationship with your retreader.
5. Last but not least, ask for the names of a few happy customers and call them. Ask if they would use the same retreader if they had to do it all over again, plus any other questions you think will give you the information you really need before making a commitment.

By following these few simple rules you will see with your own eyes how retreads can save your fleet important money, without sacrificing safety, reliability or performance. Whether your fleet is one truck or ten thousand, by using top quality retreads you will keep your money where it belongs – in your pocket!

WSIB Audits

I have heard different stories after the fact. I guess you have to take each of them with a grain of salt and consider the source. I know of one organization that after the audit revised the training plan for the year the safety supervisor had some very heavy demands placed on him by his supervisor to correct the problems.

Another person who I spoke with said that they created an action plan and on a regular basis WSIB is in to monitor their progress with respect to the implementation of the plan.

At the September meeting of the Fleet Safety Council there was an open forum based on the topic of WSIB Audits. Some of the items they may be looking for on an audit are with respect to clearance certificates for contractors, and payroll records.

I want to discuss Clearance Certificates. I am sure that you have all had the request from one of your interline carriers to provide your current and valid certificate of insurance. I am sure that this document has multiple purposes. However, one reason these carriers are requesting the certificate is to protect themselves should you not have WSIB coverage (most likely a result of not paying the premium). This makes very good business sense especially in today's economy. Our own WSIB costs are too much even if we have a good experience rating so why pay for the carriers that do not have a good experience rating. That brings me to the question, are you requesting clearance certificates of contractors that are working for you or on your behalf? These could be people coming onto your premises or doing work on your behalf. A few examples are the people that deliver the water for the water cooler, the people that do your tire repairs on the road or in the shop and possibly the place that you send the trucks to for an E test. Don't forget about the people that do your lift truck repairs or the people that come in once a year to inspect your fire extinguishers. Yes you should even be asking your safety consultant if they are covered.

It is a time consuming task to keep this up to date, but I strongly suggest that you start implementing a review process before you get burnt.

Fraudulent Letters of Reference

In conversation a few weeks back with a Loss Prevention Specialist for one of the big 3 insuring fleets I was told that the company had instructed them to watch and advise fleets to be careful of fraudulent letters of reference.

Do a reference check and don't settle or be satisfied with only reviewing the documents a driver presents you. Anyone can turn a computer on, conduct a bit of research on the internet, and experiment with cutting and pasting to design a very impressive letter head. If they can do that they can then write up a very impressive letter about themselves which is not true.

Most of the good drivers are working. Therefore, you have limited options, wait for the right driver to come along, Or you can hire the driver that is not your number one choice. If you hire the one that is not the stellar person that you would normally hire you WILL have to invest some training into this person and maybe you can direct them to be one of your better drivers. It is your choice but maybe you should advise the driver that you found some discrepancies in a reference check, and will hire but extending the probation with monthly reviews. Again I will stress to do some reference checking.

Visual Distractions

GPS systems have become a wildly popular "passenger" in vehicles as a helpful voice that keeps drivers from getting lost. They are expected to be big gifts again this holiday season. This does bring up an interesting topic on things that are mounted on the windshield besides the GPS. Transponders are another item that to work properly are mounted to the windshield (407 and the NY State Thruway).



At the September Fleet Safety Council meeting there was an interesting table conversation that some states do not permit GPS to be mounted to the windshield. Check the jurisdictions that your trucks travel to make sure that they can mount these on the windshield. In addition please make sure that they are installed so they will not create a vision/collision producing situation.

Proactive Safety

Waiting for the rain before having a plan is a downfall for many companies.

It was not raining when Noah started building the ark. So don't wait for a major crisis before starting change or implementing policy.

They are not proactive enough with regard to safety. They ignore signs of problems ahead and

Author Unknown

wait until it is too late and there is an injury or a charge lay against the company. TS&CS will be happy to come in and assist you to determine which proactive solutions are suitable for your potential safety problems.

Fall & Winter Safety Talks

If you have not yet planned a safety talk for the upcoming fall and winter there are still a few dates available for TS&CS to come in and deliver that important safety message to your drivers.

Fork Lift Training and Records

Classroom training is a very important aspect of lift truck safety. It is also equally important that there is a record of training for the classroom portion as well as a record that an evaluation was done. This includes both the theory and the practical portion.

When selecting a company to provide your training never base it on the price of the course or the price of wages to attend. Make sure you are getting a quality product that suits your requirements.

**E mail your comments to mike@transportationsafetycs.ca
www.transportationsafetycs.ca**