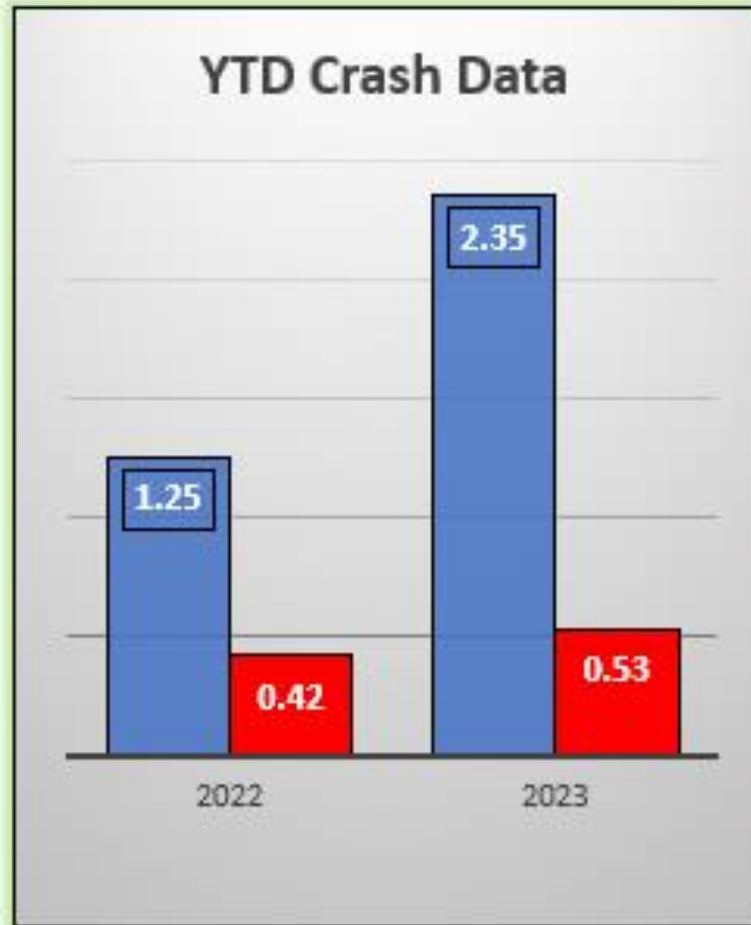




**Annual Membership Meeting  
April 20, 2023  
Safety Report**

# 2022/23 Crash Data Comparison



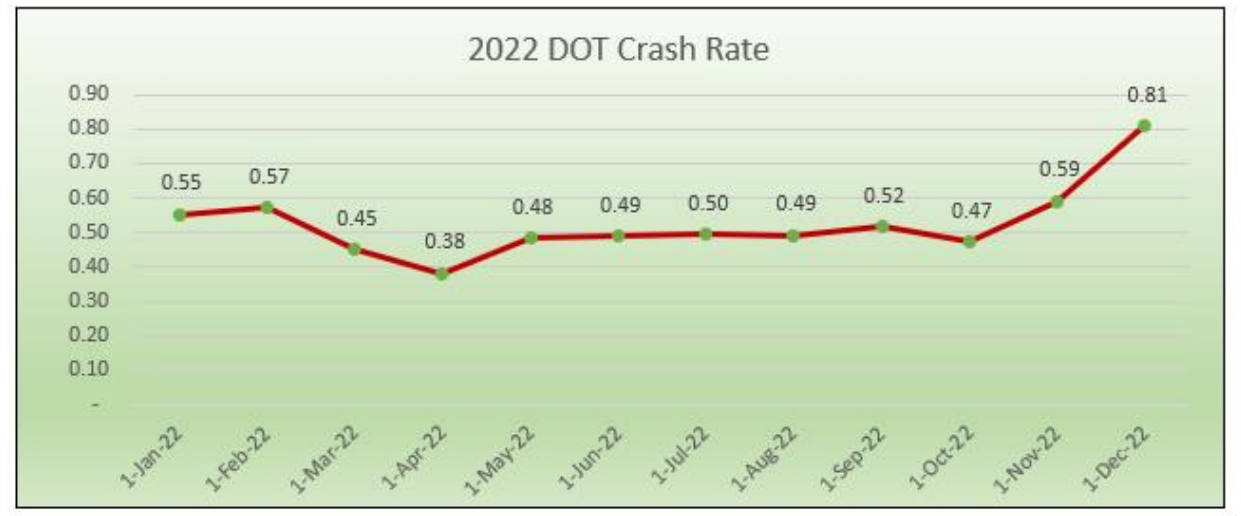
All crashes = 1.25 PMM in 2022  
2.35 PMM in 2023

DOT crashes = .42 PMM in 2022  
.53 PMM in 2023

❖ *NOTE: A DOT-recordable accident is one involving a commercial motor vehicle that results in either a fatality, personal injury to any person that requires immediate medical attention away from the scene of the accident, or disabling damage to any vehicle that requires it to be towed from the scene.*

# DOT Reportable Crash Rates

Our goal for 2023 is to have a DOT Crash Rate under .38



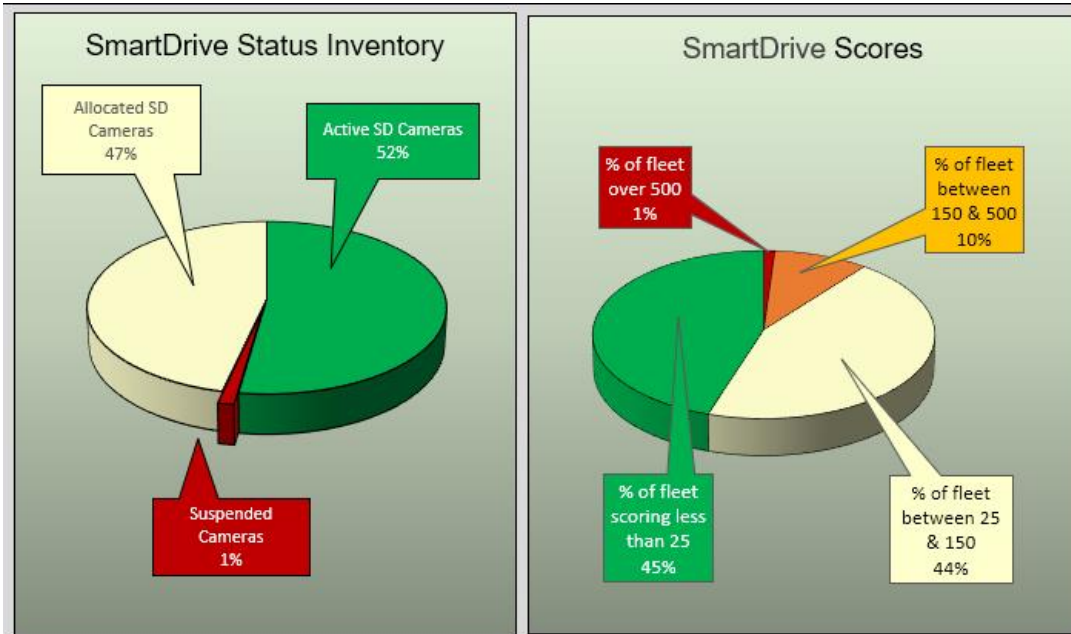
# SmartDrive Safety Scores

2022

SmartDrive Safety Score	58	
Active SD Cameras	2507	
Uninstalled SD Cameras	7426	
SD Fleet Count over 500	25	1.96%
SD Fleet Count over 150	146	11.42%
SD Fleet Count under 50	845	66.12%
<b>SD Total Fleet Count</b>	<b>1278</b>	

2023

SmartDrive Safety Score	54	
Active SD Cameras	10714	
Uninstalled SD Cameras	9511	
SD Fleet Count over 500	50	1.10%
SD Fleet Count under 150	480	10.55%
SD Fleet Count 25-150	2021	44.42%
SD Fleet Count under 25	2049	45.03%
<b>SD Total Fleet Count</b>	<b>4550</b>	



- *Of the 50 members with scores over 500, 22 are new members having active cameras for less than 4 weeks*
- *Camera installation has progressed at a good pace to over 300 per week.*

# How you can help improve safety

## Manage

### Proactively manage your fleet safety

- Establish clear and reasonable expectations for your drivers - focus on:
- Use SmartDrive to manage those expectations

## Explain

### Explain to your drivers what triggers events & points

- Have drivers use the SmartDrive driver app, know their safety scores and review videos

## Train

### Train your drivers how to report accidents

- Always use the Green Button to save video
- Report promptly from the scene - this can reduce your claim cost by thousands of dollars
- Be sure every driver has the 24/7 claim number for reporting - 800-490-8421 ext#1

## Consultants Will Increase Member Engagement in 2023

Consultants will reach out to members with the highest safety scores weekly and help them understand how the program works, how points are accrued, and ways to improve their safety scores.

Consultants will also offer advice on how to use FirstGear training courses to help improve safety scores and reduce risk.

Increase focus on distracted driving training & policy.

Webinars on driver coaching and effective use of event recorders

Weekly video postings - How could you have avoided this crash?

Create texting access where safety can get out important warnings to the entire fleet quickly.

Focus on getting all drivers to sign up for newsletters and text messages

Be sure every driver has the claim number for reporting 800-490-8421 ext#1 24x7