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Happy New Year!

Want to sign yourself or someone else up to receive this newsletter? Send an email to lnugen@mjai.com and Les will get you added to our list

Websites of Interest:

www.internettraining.com
Click the "Links and Resources" link on the page to be taken to a list of programs that can be used to create quizzes, tests, crossword puzzles, etc. Most are free programs and you can come up with creative ways to train your drivers.

www.onlinedmv.com
Do you need to contact the DMV in another state but don't know how to get their contact information? This website has links to all of the state DMVs all in one place – just click and go.

Transporttopicsbuyersguide.com
Contains a listing of hundreds of vendors for various trucking related goods and services.

<https://dataqs.fmcsa.dot.gov>
DataQ is used to challenge inaccurate data on your Safestat reports. Register to use the system and login here.

New PowerPoint Presentations Added Online

We recently updated our Online Safety Resource Center with three new driver training presentations. To access these presentations login to the MJAI safety training website using your username and password (note – this is for clients only) and go to the "Safety Management" portion of the site. From there go into the "Driver Training" page.

There you will find an updated presentation on how to handle an accident scene. **How to Handle the Chaos at an Accident Scene** will help drivers be prepared before an accident happens. It also gives guidance on what the drivers should and should not do at the scene. From securing the scene by placing their warning triangles correctly to documenting the scene and taking photographs this presentation has everything you need.

Rear-end Collision Prevention is a new presentation that provides drivers with information on proper following distance, stopping distance of cars vs. trucks, the impact of serious accidents on both the company and the driver, and other vital information to avoid having one of these serious incidents.

The last new presentation is titled **Speed and Space Management**. The presentation contains insights and strategies to help drivers control the space around their vehicle by practicing defensive driving. Scanning techniques, blind spots, and following distance are just a few of the topics covered here.

Each presentation can be viewed online and/or downloaded as a PDF if you want to print off a copy of the slides. If you are looking for a particular topic for driver training and you do not see it available on the website let us know and we may have one available or we can develop a custom presentation for you.

Are Your Drivers Staying Safe & Warm This Winter?



With all of the snow and ice that has been falling this winter we hope that you and all of your drivers have been staying "safe and warm". We have received driver names from many of our clients already and hope that more of you send your drivers names in to get them entered into the drawing for the \$250 Pilot Travel Centers gift cards.

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We will be drawing the names for the winners on April 20, 2009. To quickly recap the rules:

To be eligible to win, your drivers must:

- 1) Sign and return to you their pledge committing to Winter Driving Safety. (retain this for your records)
- 2) Be a current client or be employed by or leased to a current MJAI client on April 20, 2009.
- 3) Be accident free from November 1, 2008 through March 31, 2009.

If you have questions about the *Safe and Warm Program* or need additional information please contact Michelle Fouch in the Safety and Loss Prevention department.

Where Do You Go From Here?



Are you satisfied with the results that you are getting from your safety program? If you said yes then shame on you. I'm not saying that you are not getting good results from your safety program, but becoming satisfied with those results is a dangerous place to be. When you become satisfied you can easily become complacent. Albert Einstein once said that doing the same thing over and over again and expecting different results is truly the definition of insanity. If you become complacent and continue to do the same old things in your safety program you will continue to get the same results, but usually only for a short time. People have a tendency to begin to tune out and ignore things that they see over and over, and drivers are no different.

So my question to you is this...where do you go from here? Have you done your homework and analyzed your accidents, moving violations, out of services violations, etc. to see where you have room for improvement? If you are like most carriers, trying to stay on top of all of the issues that pop up is like playing a game of whack a mole. As soon as you think you have all of the little suckers beat back down there is always another one just waiting to pop up. Many times while we focus on one area that needs improvement another area has crept up while we were not looking. So you must constantly be on the lookout for new issues that need to be addressed.

Safety directors have to be leaders and forward thinkers. What do you want your drivers and others at your company to focus on? We have found that in most cases people, including drivers, will focus on what you tell them to focus on and ignore what you do not mention. If you aren't talking about it then they assume that it is either going well or is not a big deal if it isn't going well. Leaders lead us from where we are to a place we want to be. So I ask the question again, where do you go from here?

If you have not put your plan together for 2009 then you are quickly starting to fall behind. If you need some assistance analyzing the data to put your plan together give one of our safety specialists a call and we will be happy to help you lay out the trip plan to your destination.