

MCIEF

Motor Carrier Insurance
Education Foundation

WELCOME TO THE MONTHLY “TRUCK STOP” WEBINAR

TRUCK STOPS ARE PRESENTED THE SECOND
THURSDAY OF EACH MONTH AT 2:00 P.M. ET

THESE WEBINARS ARE OPEN TO MEMBERS OF MCIEF

**THESE WEBINARS ARE PRESENTED AS INDUSTRY UPDATES
FOR INFORMATIONAL PURPOSES ONLY
AND DO NOT QUALIFY FOR STATE CE CREDITS**

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in the “chat” window.**

**They will be answered as time allows
or responded to after the webinar via email.**

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please send us a note
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**We will attempt to correct the problem
as soon as possible.**

CLAIM ISSUES AND TOOLS TO MAKE A BETTER INSURED

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MCIEF TRUCKSTOP CLAIM ISSUES AND TOOLS TO MAKE A BETTER INSURED



MCIEF

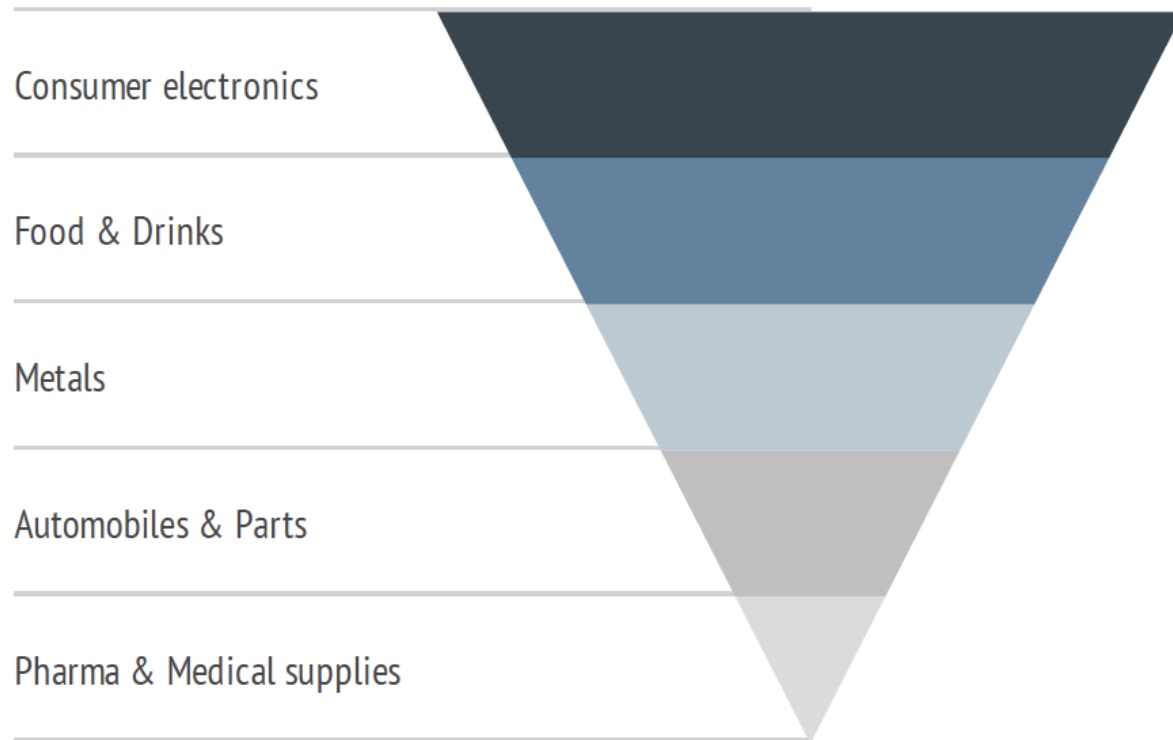


CARGO THEFT RISK IN 2020

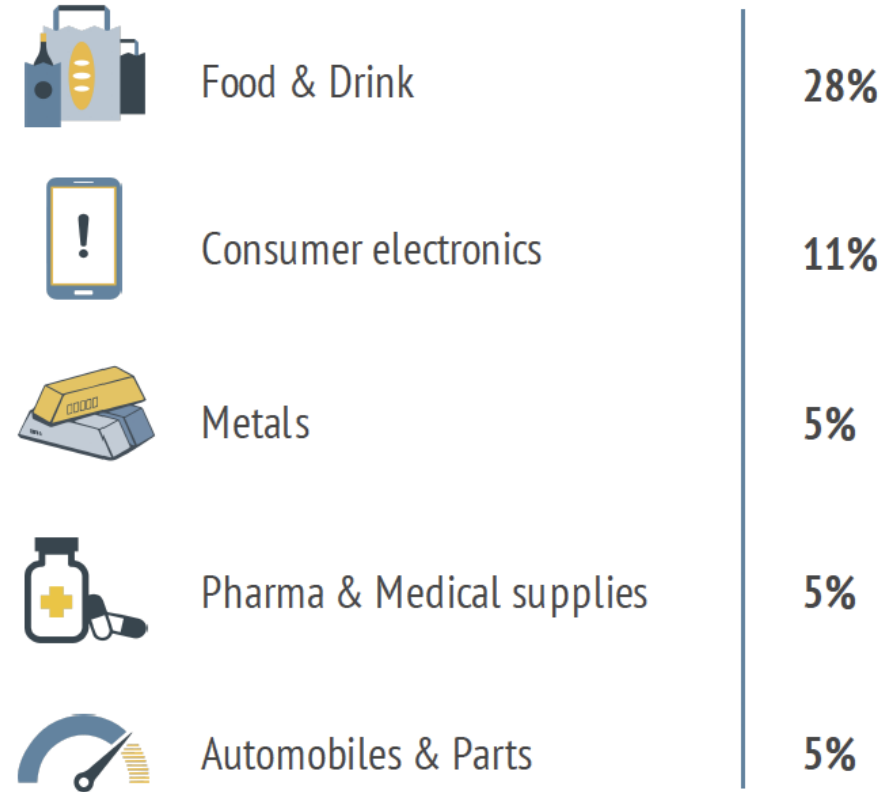
- The rate of high-value load thefts in North America has increased significantly over recent months.
- Four high-value cargo thefts, with an average value of \$3.4M, have been reported stolen in the past four months.
- In all of 2019, only six thefts over \$1M were reported.

CARGO THEFT INDUSTRY STATS

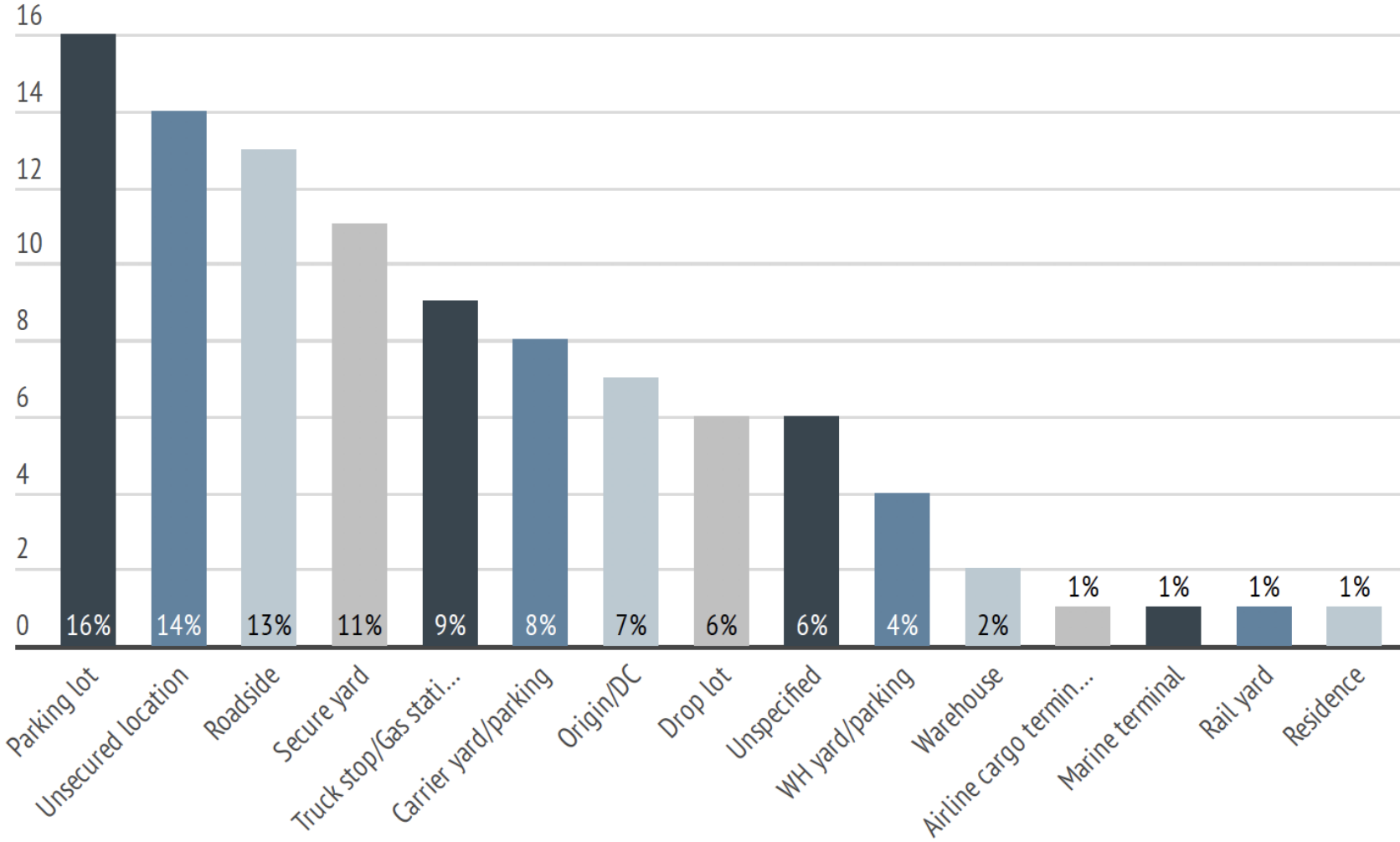
Cargo Theft By Value



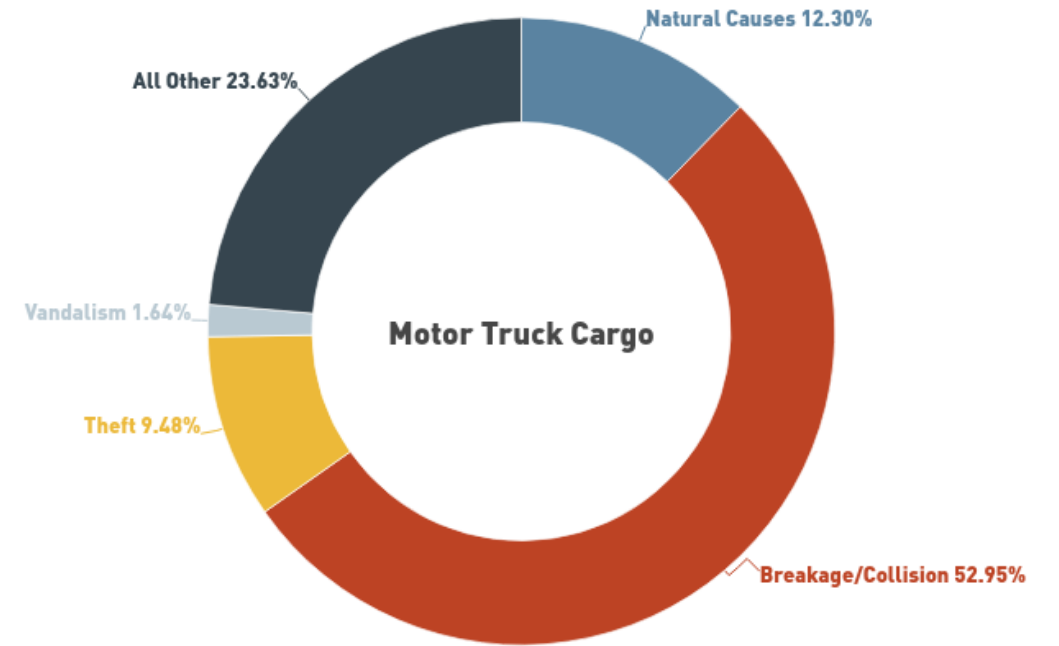
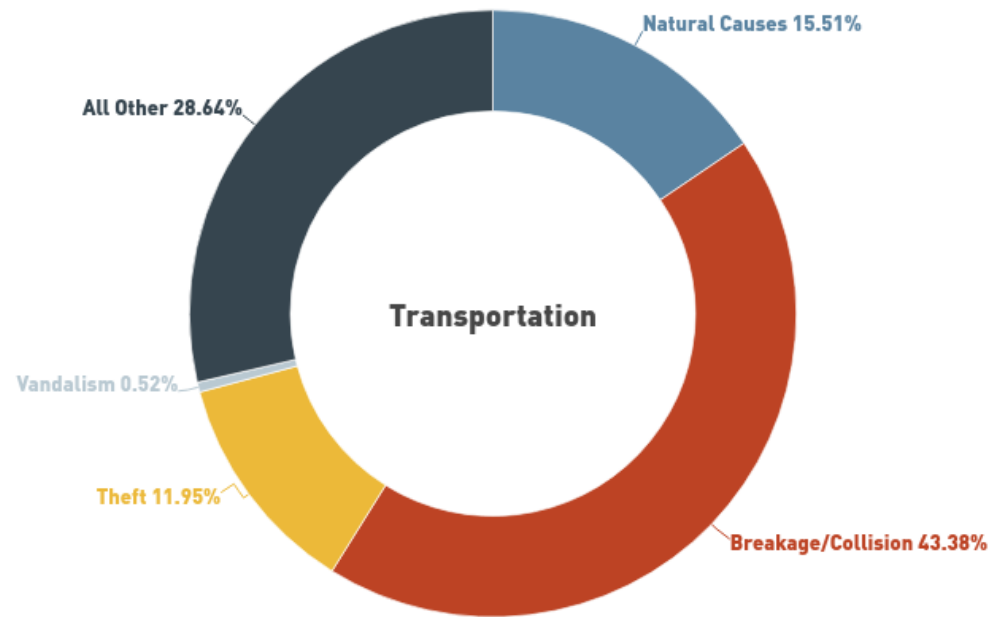
Cargo Theft By Category



CARGO THEFT BY LOCATION



CAUSE OF LOSS



Source: Insurance Services Office (ISO) 2013-2017

RISKS IN TRUCKING

REPTILE THEORY

1.4%

The Bureau of Labor Statistics report said the tally included 843 trucker deaths in 2019, the latest period the data cover. That was a 1.4 percent increase, topping the 831 of the prior year.

Plaintiff attorneys using 'reptile theory' to win nuclear trucking jury verdicts

'Reptile Theory' is a strategy that aims to stoke fear and anger in the minds of jurors and compel them to hand down massive verdicts in civil lawsuits.

\$10M

"The reptile theory is a tactic developed by plaintiffs to take the focus away from the accident itself — and the actual damages that were incurred by plaintiffs and what they suffered — and then turn it around to increase the jury award." - Douglas Marcello, trucking defense attorney at Marcello and Kivisto Law Firm

Plaintiff lawyers have deployed 'reptile theory' in pursuit of so-called "nuclear" jury verdicts, those **resulting in judgments of \$10 million or more** against motor carriers.

30%

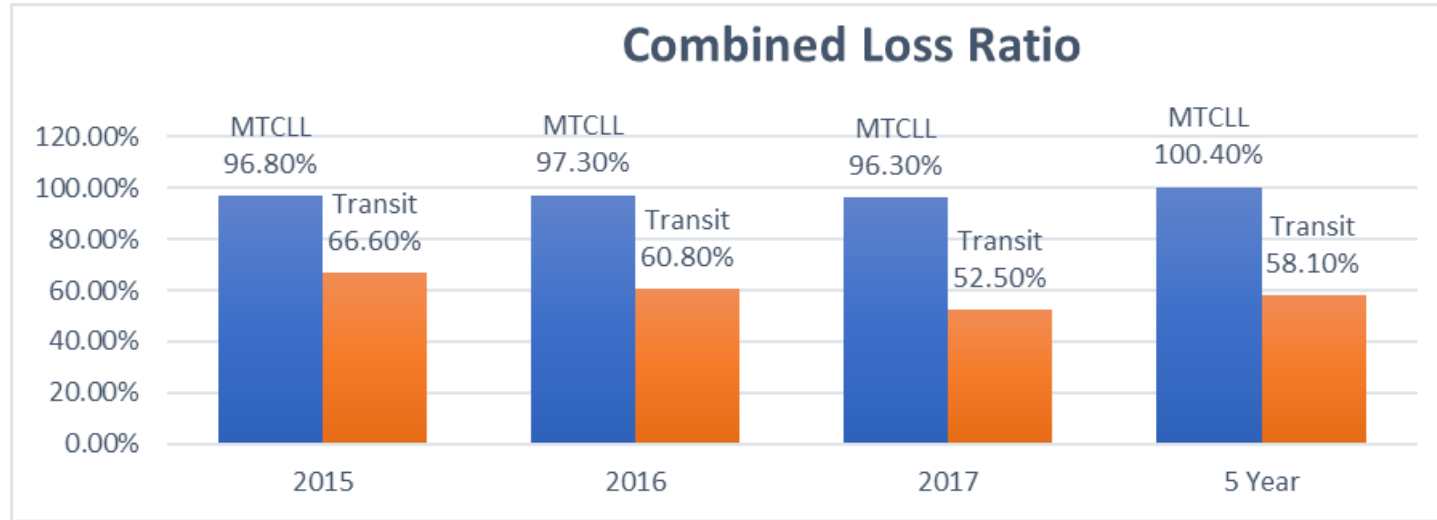
Magna's nationwide surveys found that 30% of juries believe it takes billions of dollars to send a message to large corporations that they perceive exhibit bad or risky behavior.

"They believe they need to award large verdicts to get the attention of a company."

- Rachel York Colangelo, National Managing Director of Jury Consulting for Magna Legal Services

Source: [Transport Topics](#)

TRANSPORTATION-RELATED LOSSES



10 STEPS TO REDUCING INSURANCE COSTS:

- Reduce frequency and severity of accidents
- Reducing accidents requires a safety action plan
- Invest in safety technologies
- Know your company's story, then build it and make sure everyone knows it
- Build a relationship with your underwriter
- Utilize valued-added services provided by your insurer
- Focus on subrogation efforts
- Educate employees on the importance of workplace safety
- Investigate losses – accidents can and do occur
- Retain more risk

Source: [Great West Casualty Company](#)

UNDERWRITING THOUGHT PROCESS

- Having a “safety program” in place doesn’t guarantee a lower premium
 - Actual performance and results matter
 - Proving downward trends and consistency is what will affect any potential improvement in your premium
- What are they assessing?
 - Snapshot/high-level view
 - Decrease in number of accidents and claims
- What influences those numbers?
 - ISS Score (Inspection Selection System) – number of roadside inspection results and number of violations
 - Basic Score - safe driving habits, crash reports, service compliance, vehicle maintenance, driver training
 - Everything from dangerous routes to driver incentives for safe driving and adherence to a superior maintenance program
- Increased loss minimums potentially being raised
 - Indications of auto liability minimums raising from &750k to \$2M could be catastrophic for the industry

TruckShield is the trucking industry's first and only app-based risk management technology that uses hardware you already own to identify and correct costly behavior.



**DRIVER RISK
MONITORING**



CLAIMS BUDDY



DRIVER E-TRAINING



LOADLOCK

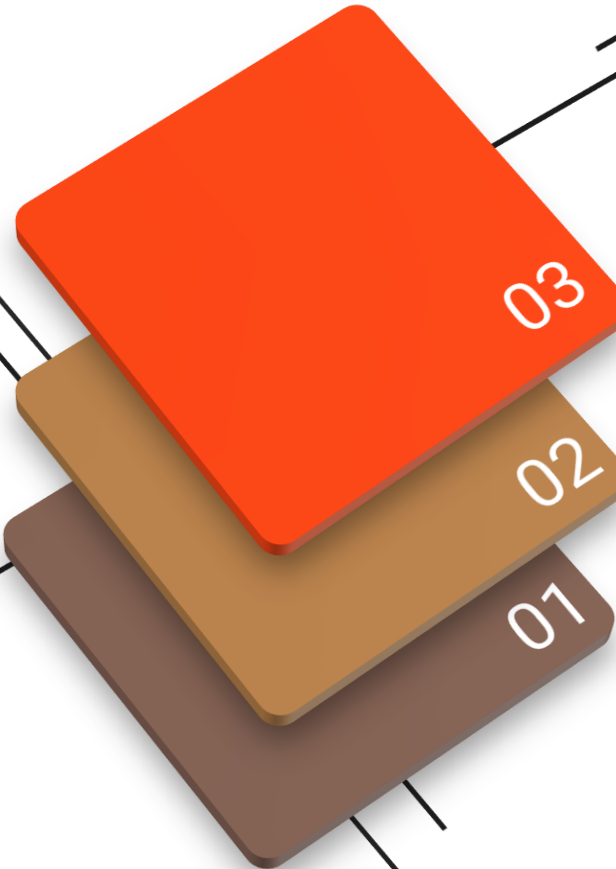


LE CONNECT

WHY WE DEVELOPED TRUCKSHIELD



TRUCKSHIELD



Insurers are paying out claims between 105% and 115% of gross written premium

Insurance premiums continue to rise, squeezing margins for motor carriers

The threat of “nuclear verdicts” is ever present

HOW WE'RE SOLVING THE PROBLEM

TruckShield
provides data

Transparency -->
corrective actioning

Reduce risk --> fewer claims



Data --> transparency

Corrective actions
--> reduce risk

Fewer claims --> savings for
both motor carriers and insurers



HOW TRUCKSHIELD HELPS MOTOR CARRIERS AND SHIPPERS

Motor Carriers:

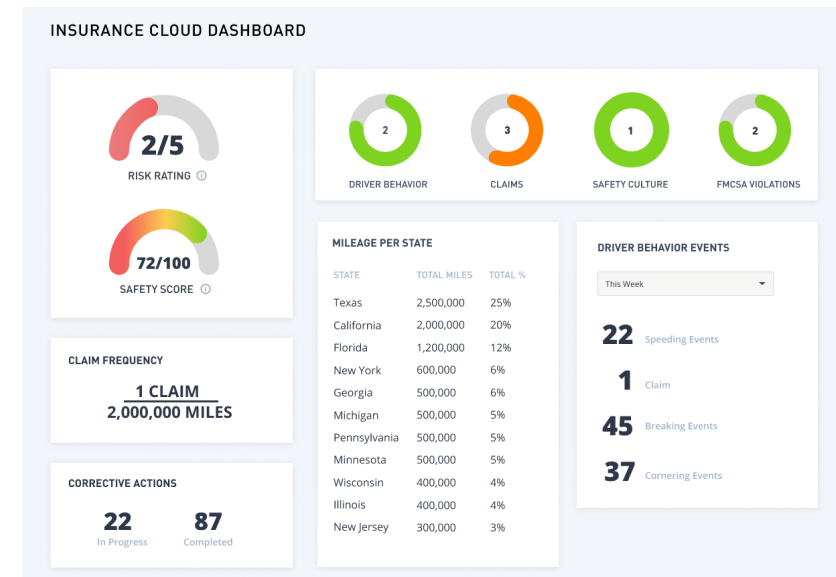
- Low-cost & quick and easy to get set up
- No additional equipment needed
- Protection of all assets, driver, and cargo
- Demonstrates safety and quality culture
- **A path to lower insurance costs**

Shippers:

- **Low-cost solution for motor carriers to meet security requirements**
- Increasing the security, quality, and compliance of subcontracted parties
- Reduce risk of unattended truck thefts

OVERHAUL'S TRUCKSHIELD SOLUTION

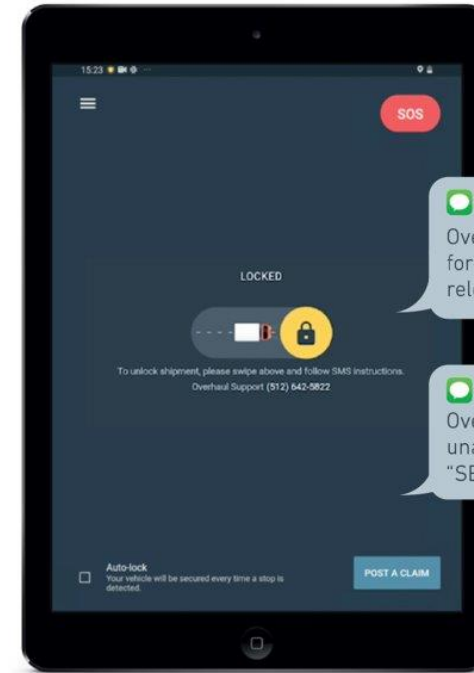
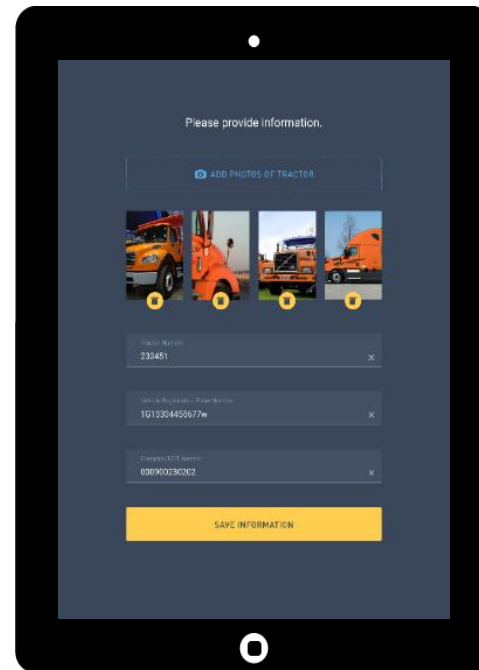
- Turnkey solution deployable on existing in cab technology
- Provides a demonstratable and documented driver safety monitoring program
- Provides carriers the tools to ensure drivers are adhering to safety guidelines



LOADLOCK:

Equipment and cargo protection

- Protects equipment and cargo in-transit, during rest breaks, and when unattended
- Electronically links to law enforcement
- Gives drivers peace of mind
- Shields company assets
- Links to smartphone



MESSAGES now
Overhaul LoadLock has been enabled for Tractor 12345679. Text "UNLOCK" to release your equipment.

MESSAGES now
Overhaul LoadLock has detected unauthorized movement. Reply "SECURE" if you are with your unit.

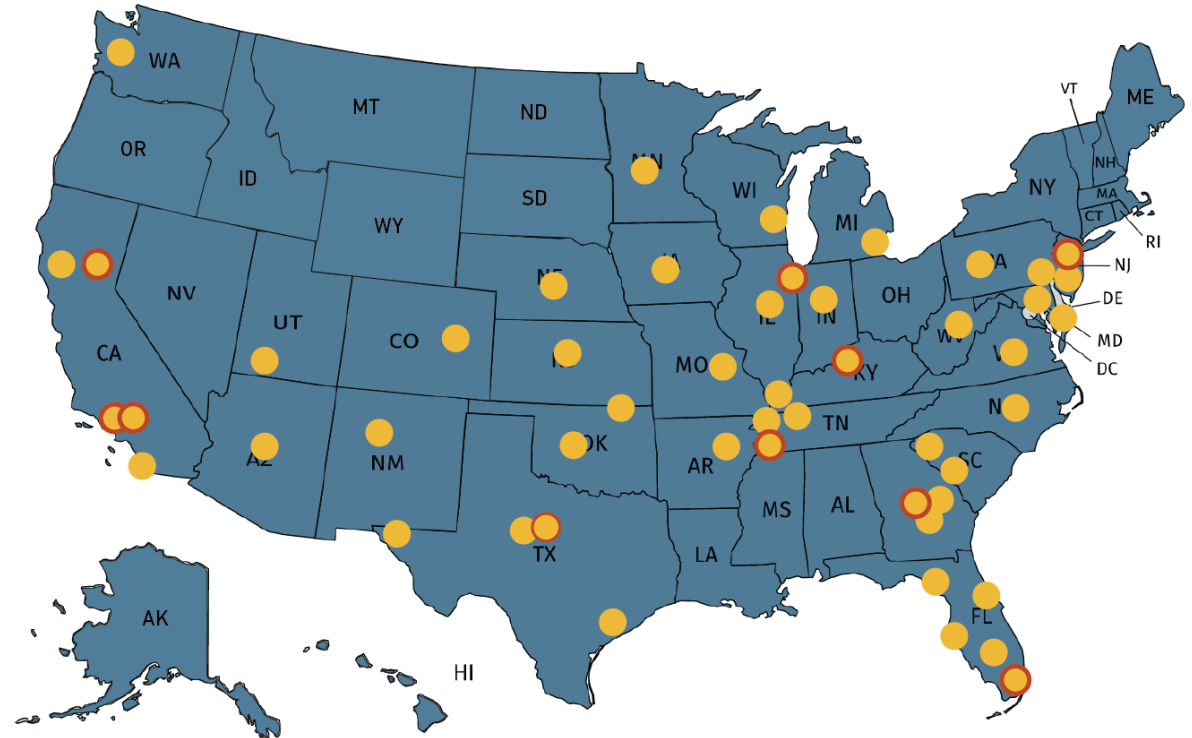
LE CONNECT:

Market-leading network

- Digitized law enforcement response
- Instant and secure transfer of all pertinent information to law enforcement
- Large and growing network of aligned and committed officers
- Active theft recovery
- 24/7/365 Fusion Hub support



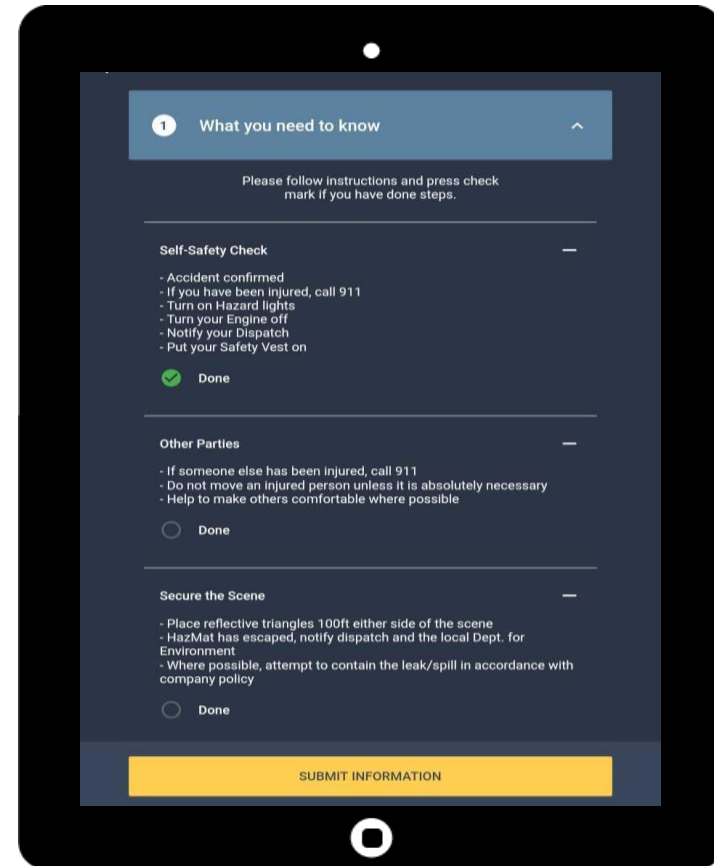
State coverage	●
Local Coverage (City, County)	●
Cargo theft task force	●



CLAIMS BUDDY:

On-scene support

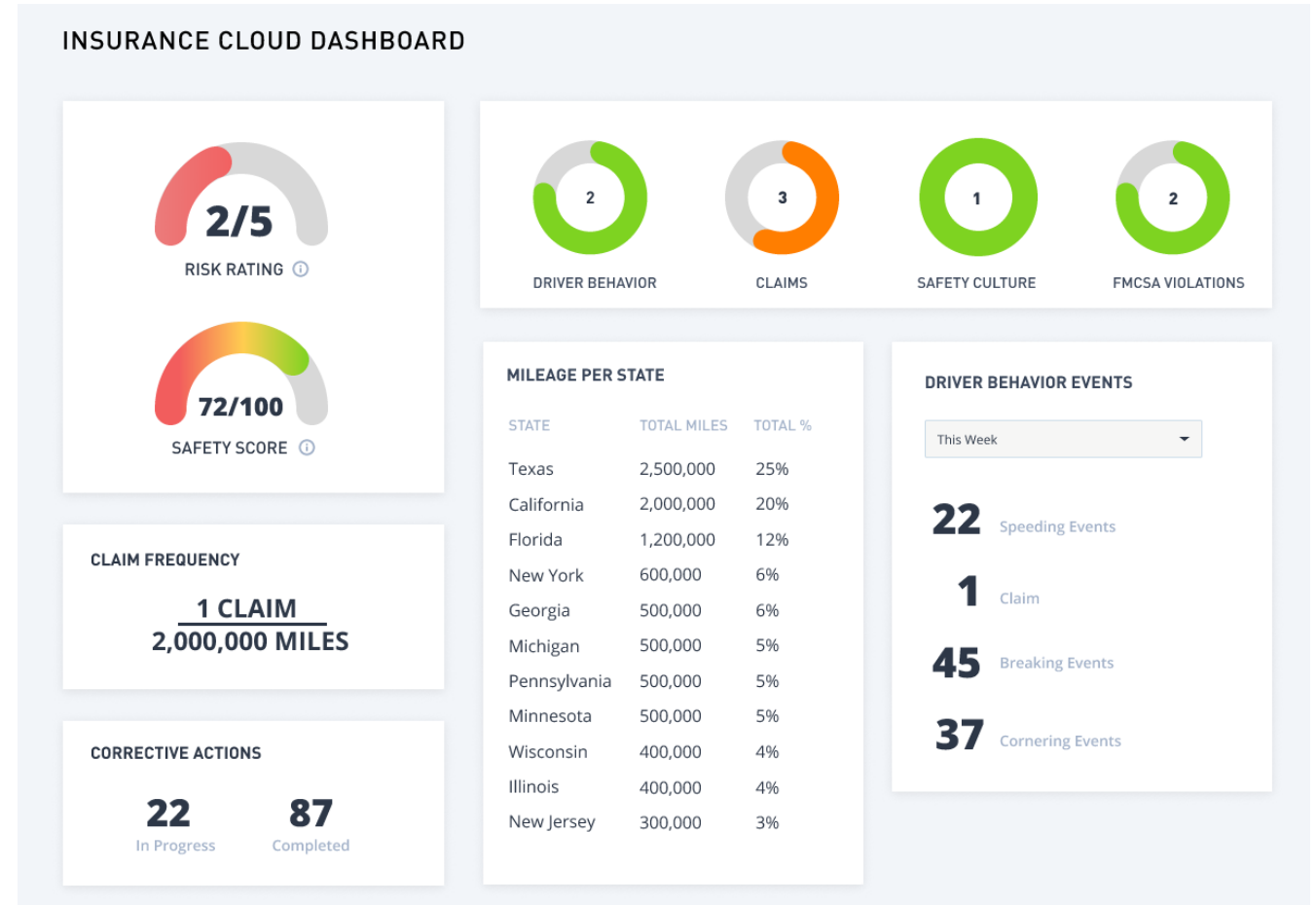
- Becomes a virtual risk manager at the scene of accident or incident
- Gathers evidence and stores in cloud
- Protects your company and driver
- Customizable process



INSURANCE CLOUD

Workspace for a carrier to:

- Digitize the paper-based process into cloud-based
- Manage risks that can impact insurance costs
- Access a single unified view of all data relating to insurance
- Obtain evidence of the data, enabling actionable processes and safety improvements



REAL-TIME DRIVER RISK MONITORING

- Issues corrective actions for drivers via online training videos
- Improves driver behavior and compliance
- Rewards good driving behavior
- Collates data to create a safety record
- Enables drivers to differentiate skillset
- Builds data profile

DRIVER BEHAVIOR

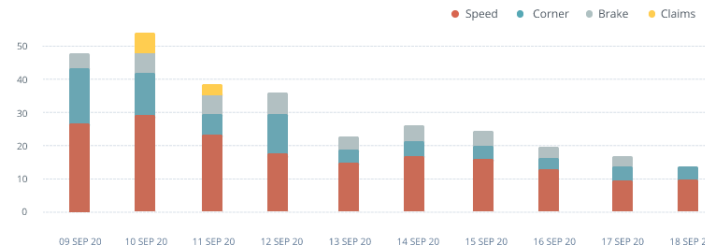
Search Drivers

ASSIGN TASK

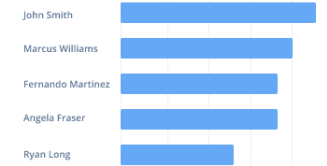
TOTAL DRIVER RISK EVENTS

ALL SPEED CORNER BRAKE CLAIMS

09 SEP 20 - 18 SEP 20



TOP OFFENDERS



DRIVER RISK WATCH

John Smith	RISK SCORE 5
Marcus Williams	RISK SCORE 5
Fernando Martinez	RISK SCORE 5
Angela Fraser	RISK SCORE 4
Ryan Long	RISK SCORE 4

DRIVER STATUS

35 Compliant
14 Improvement Plan
2 Suggested for Removal
0 Suspended

SAFETY LEADERBOARD

Raul Garcia	RISK SCORE 1
Ricardo Hernandez	RISK SCORE 1
Issac Douglas	RISK SCORE 1
Ted Johnson	RISK SCORE 1
Joe Davis	RISK SCORE 2

DRIVER BEHAVIOR • JOHN SMITH

Search Drivers

ASSIGN TASK

RISK SCORE 5 - SUGGESTED REMOVAL

JOHN SMITH
 Driver ID: 74342
 Start Date: Jan 20, 2020
 912-251-4378 ussty@gmail.com



CORRECTIVE ACTIONS

3 Assigned
1 In Progress
12 Completed
2 Overdue

EXPIRING DOCUMENTATION

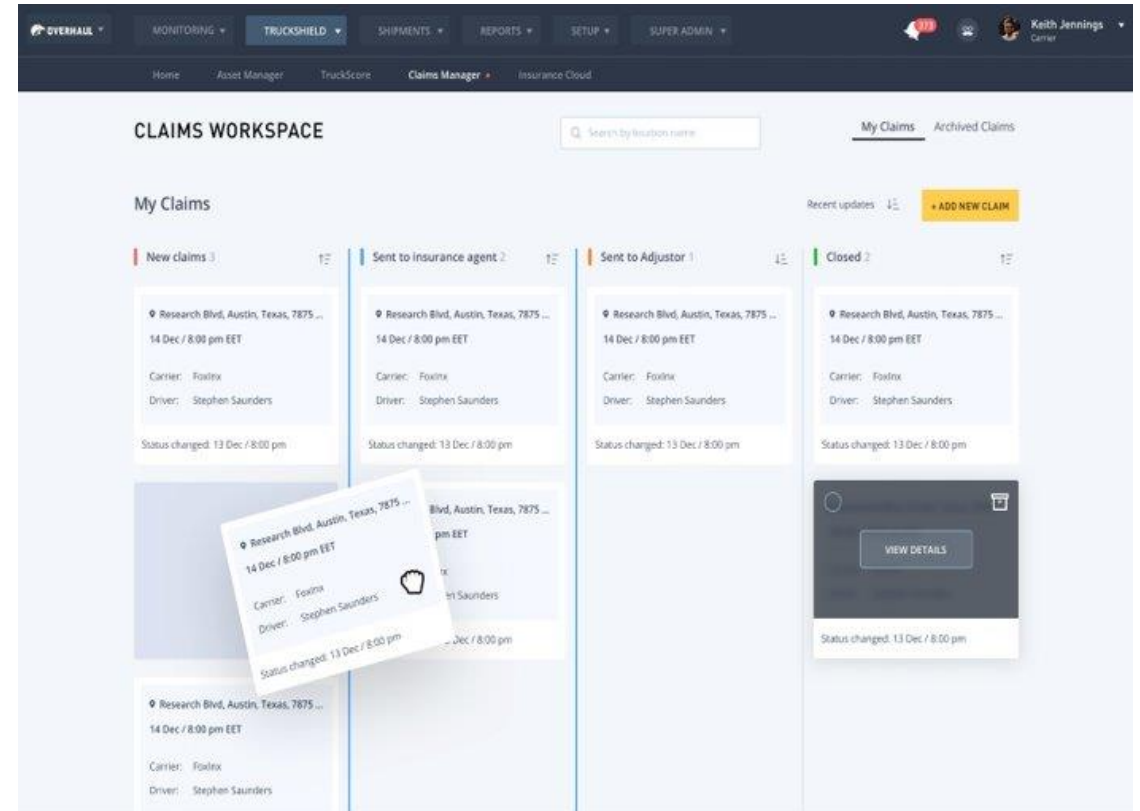
4 Expired
5 Expiring within 7 Days
8 Expiring within 30 Days

EVENT	SEVERITY	DATE	LOCATION
Speed Events			
Speed Event 4376	5	02/9/2021	Latitude: -18.58605, Longitude: -57.20019
Speed Event 4377	10	01/30/2021	Latitude: -18.58605, Longitude: -57.20019
Speed Event 4378	7	01/17/2021	Latitude: -18.58605, Longitude: -57.20019
Speed Event 4379	6	01/14/2021	Latitude: -18.58605, Longitude: -57.20019
Speed Event 4380	5	01/7/2021	Latitude: -18.58605, Longitude: -57.20019
Corner Events			
Brake Events			
Claims			

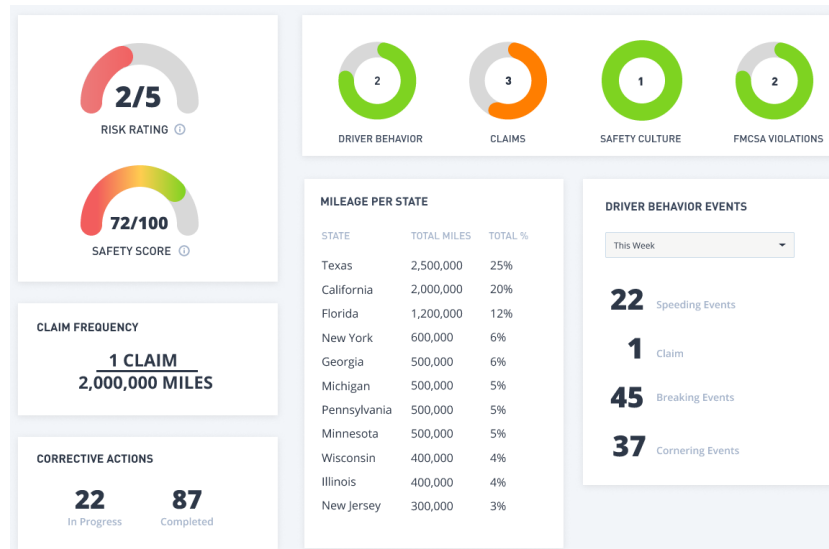
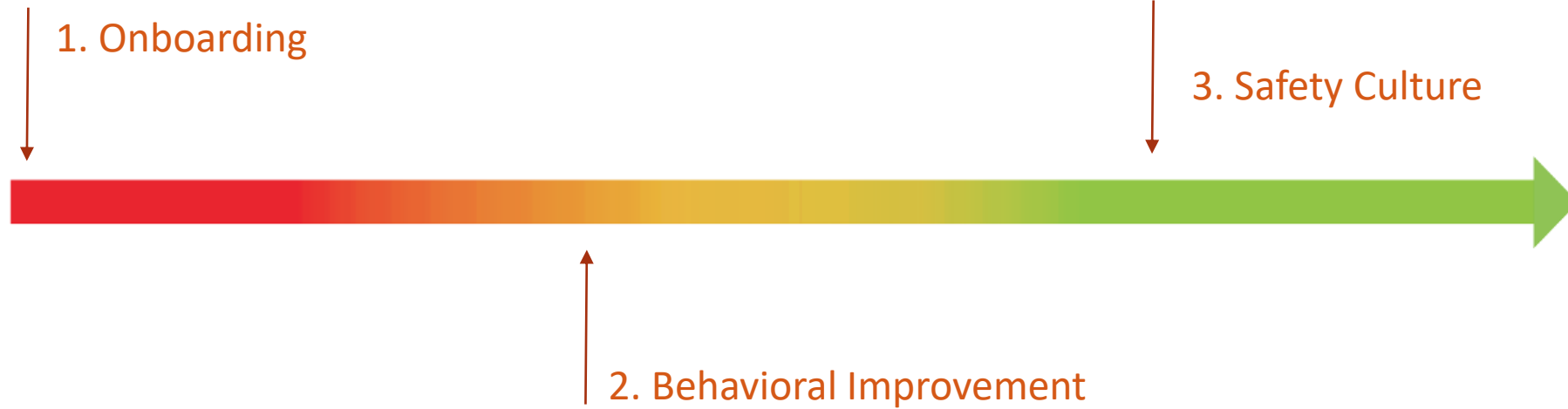
CLAIMS MANAGER:

Managing the claim lifecycle

- Workspace to collate, store, and manage all your claims
- Speeds up your claims processes and ensures your company has all information in one single unified view



TRUCKSHIELD IMPLEMENTATION





THANK YOU

CONTACT US:

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over-haul.com/truckshield

**For Information on all MCIEF offerings
including Membership, TRS Designation, Trucking U or Classes
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