

# TRUCK TALK

A Publication of  
Continental Western Group<sup>SM</sup>



JANUARY 2008

## COMPLIANCE IS GOOD BUSINESS!

Regulatory compliance with all DOT and FMCSA regulations is truly just plain GOOD BUSINESS in the 'regulated' world of 'deregulation' that we run our business in today. With increased enforcement both on the road and from the administrative side, it's truly hard NOT to be in compliance and remain in business. Let's take a few minutes to look at some of the day to day benefits of compliance.

## SAFESTAT – THE PRACTICAL SIDE!

SAFESTAT has been with us for many years – it's something that a carrier desiring to be compliant should pay a LOT of attention to and can be the difference between being on the 'hot sheet' and having every truck inspected at every opportunity or being in the 'PASS' mode where very few on road inspections are conducted. Since the ISS (Inspection Selection System) number is a composite number drawn from all of the areas of SAFESTAT, a reduction in inspections where violations are found (along with a low number of accidents) will certainly result in a reduction of the ISS number which will in turn result in fewer inspections. Looks like a win/win situation, doesn't it?

## DRIVER CONTENTMENT

In many cases, a content driver is a retained driver who speaks highly of his company and more than likely will help 'spread the word' about his employer and how they run a first rate operation with equipment in good condition and a good relationship with authorities. With this thought

in mind, it's also VERY hard to hire top quality drivers if trucks are constantly being stopped, checked and placed out of service by authorities. The concept of 'birds of a feather flock together' certainly applies to top quality drivers – and people who are content spread the word among their friends!

## FEWER ON ROAD DELAYS

With congestion in many areas of the country the norm rather than the exception, it truly makes good business sense for a carrier to ensure that drivers and equipment are compliant with all applicable rules and regulations and therefore experience fewer on road inspections (and therefore delays!). A forty five minute 'side of the road' check of a driver who has been pulled over for 'speeding' can spell the difference between making an on time delivery and having a satisfied customer or being late and placing your company among those who are 'less reliable'. And as we all know, the customer is truly the BOSS in this competitive world that we live in!

## THE BOTTOM LINE

The bottom line to all of this is that compliance is good business NOT just from the standpoint that you are not paying unnecessary (and NON budgeted fines) to Federal and State authorities BUT it can be the 'grease' that smoothes MANY aspects of motor carrier day to day operation!