

Trucking Industry Benchmarking Program

Partners in Safety

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What is TIBP?

- Part of the Sloan Foundation's Trucking Industry Program
- One of 22 University Centers focusing on industries and cross-cutting field research
- Goals:
 - Educate academic faculty about the real problems and processes of these industries
 - Develop research agendas examining operational and workforce issues
 - Train graduate students to take an interdisciplinary approach to their study of industry issues
 - Plan an active role in industry policy development
 - Play an active role in government policy development



Objectives of TIBP

- Develop intensive understanding of the trucking industry
- Develop a research agenda that address pressing industry issues while maintaining academic objectivity
- Dual focus:
 - Improve industry competitiveness
 - Help develop and support good jobs



TIBP Projects

- Truck safety, including the relationship between driver compensation and safety
- Human capital, driver and firm turnover, and skill development
- Broad research agenda on truck driver OSH involving trucking industry, driver representatives, scholars, and government
- Owner-operator cost-of-operations on-line survey
- Safety benchmarking, continuous improvement (*kaizen*), and safety self-regulation on-line survey



Trucking Industry Safety Benchmarking

- Partnership with California Trucking Association
- Cost: \$500 per CTA carrier, sharing revenue with CTA
- Funds support recruiting carriers and training personnel, data collection and software development, data analysis by faculty, and regular reports to carriers
- Additional funds will support auditors to ensure data integrity
- University base means it is non-profit
- **Bottom Line**
 - Definition of Best Practice based on sound science
 - CTA Safety Certification



Benchmarking Features

- Flexibility
 - Easy to reconfigure to meet carriers' needs
 - Customer-driven because survey is customizable
 - Allows carrier associations to add modules as needed or change the questions when appropriate
- Ease of use
 - No special software needed; just use your browser
 - No special training needed
 - Anyone who can fill out a form can fill it out.
- Low cost

Benchmarking Benefits

- Just click a button to download your data
- Secure information entry and retrieval
- Benchmark results available 24/7
- Annual reports for each carrier
- Annual meetings of participating carriers allow interaction among carriers under the TIBP academic umbrella
- Certification by TIBP-CTA as a safe carrier
- **Lower PL & PD and workers' compensation insurance**
- **Gain a marketing edge**
 - **Shippers that use safe carriers have done due diligence**
 - **Safer carriers are premium carriers**



The Value of Information

If you can't measure it, you can't manage it.

The Trucking Industry Benchmarking Program will give you the ability to collect, compare, and analyze safety performance data on all kinds of carriers

For the same cost we can modify this survey or create new modules as you need them

This new partnership between academia and industry is designed to allow you to become more efficient and professional while educating scholars and policy-makers about trucking industry issues.



Safety and Sound Science

- Multivariate analysis allows us to use these data to predict safety outcomes based on best practices
- Overcomes the weakness of experience ratings for small firms that enter and exit the market frequently
- Scientists will work with carriers to identify the weaknesses they can remedy most efficiently
- Insurance companies – for both PL and PD insurance and for workers' comp – can develop realistic ratings
- Economic efficiency:
 - Accurate ratings will shift the cost of unsafe operations to the carriers that create the problem



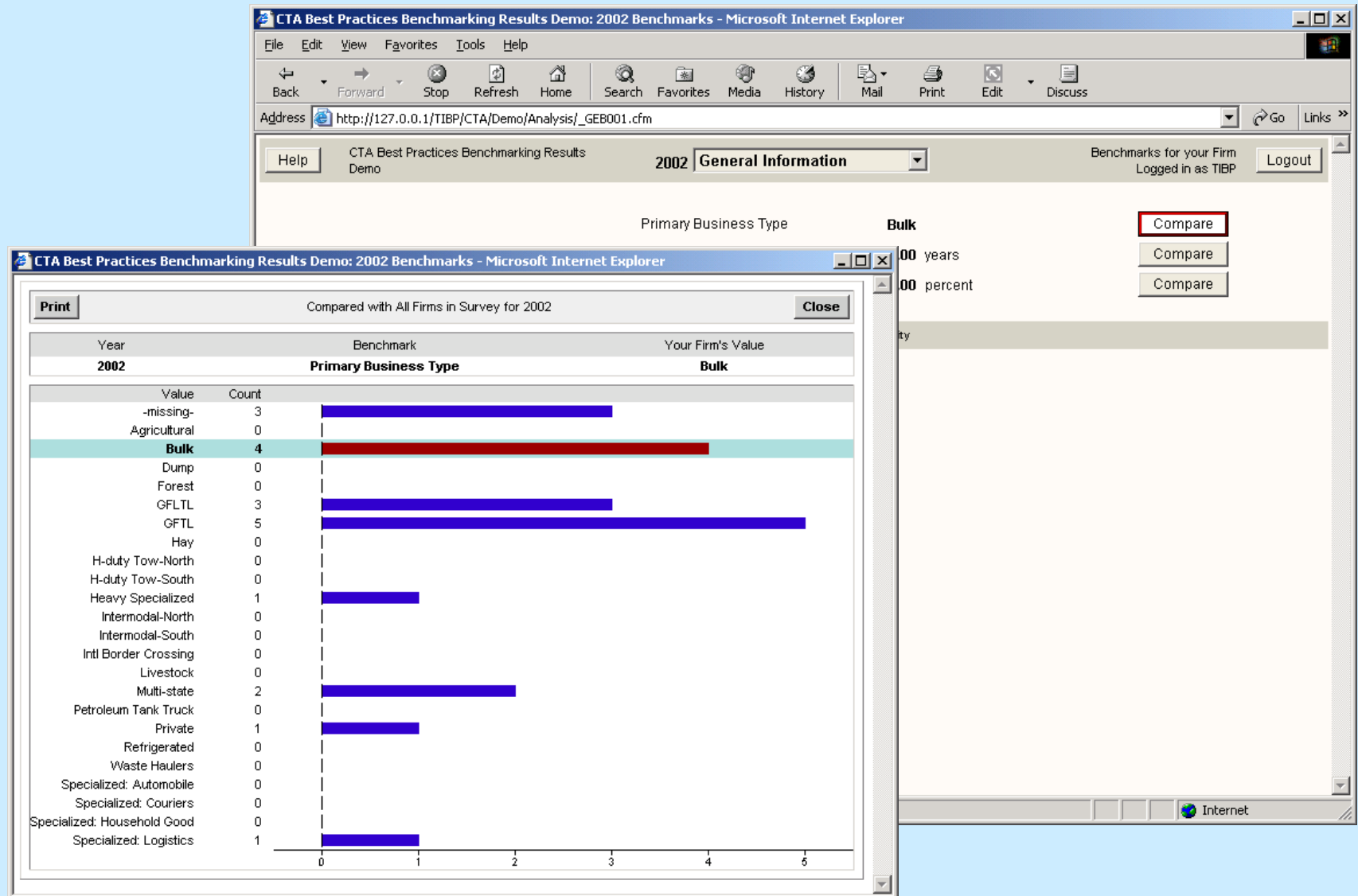
Benchmarks

Primary Business Type

Statistics

Graphical Display





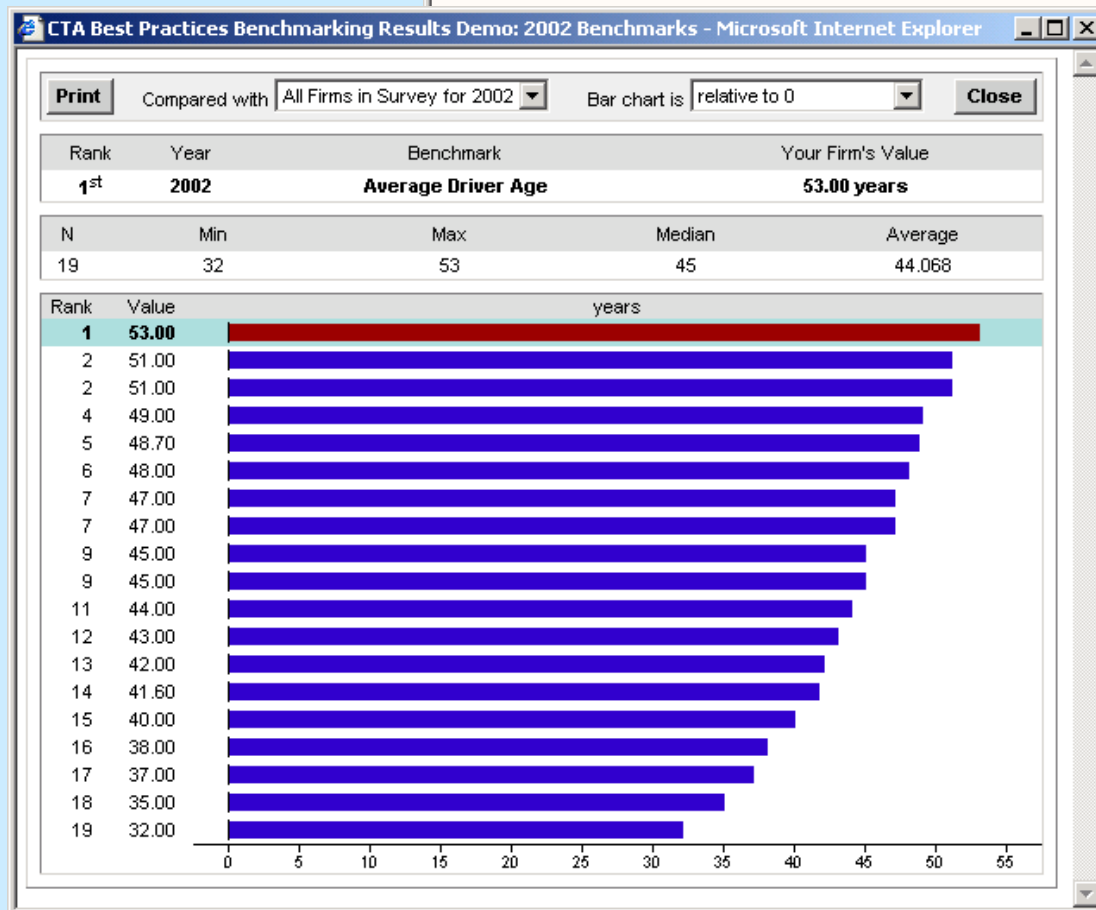
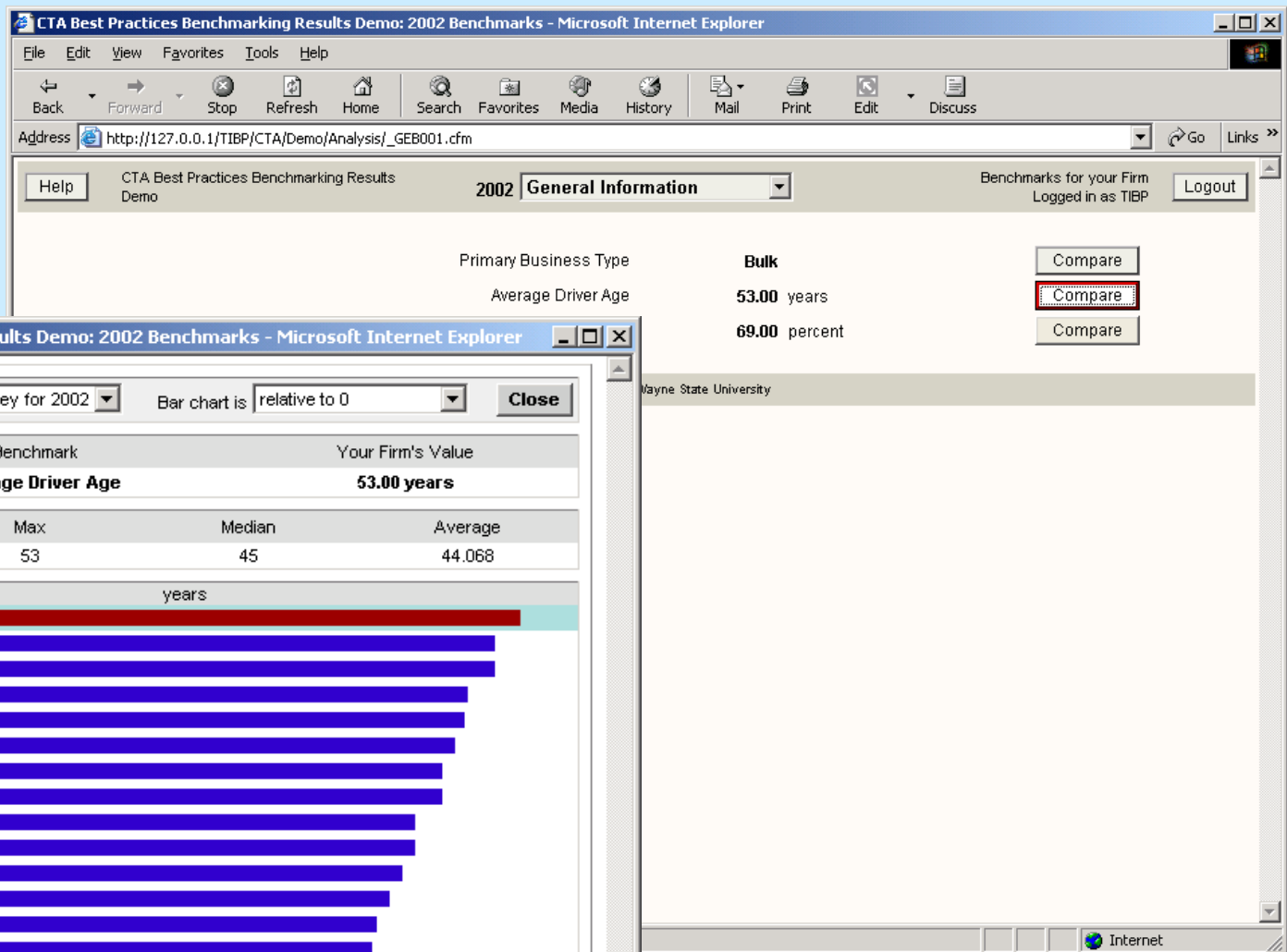
Benchmarks

Average Age of Drivers

Statistics - relative to zero

Graphical Display - relative to zero





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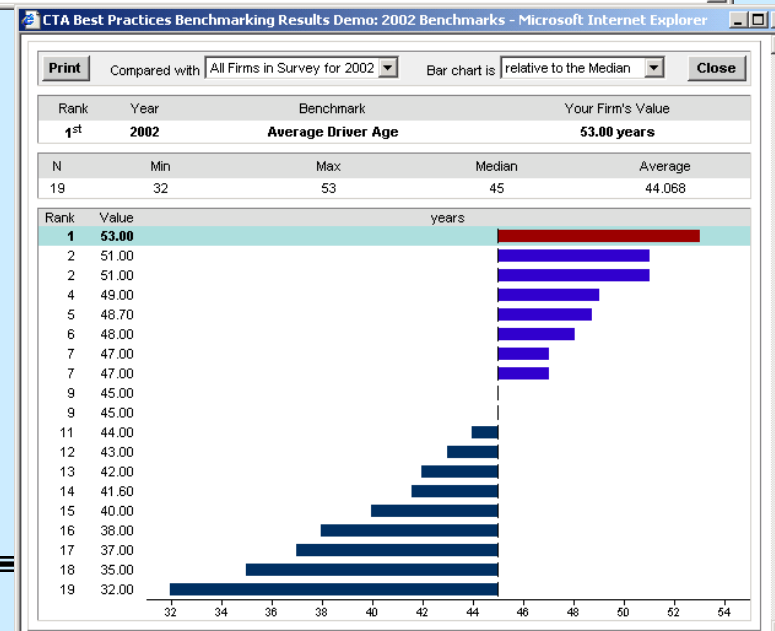
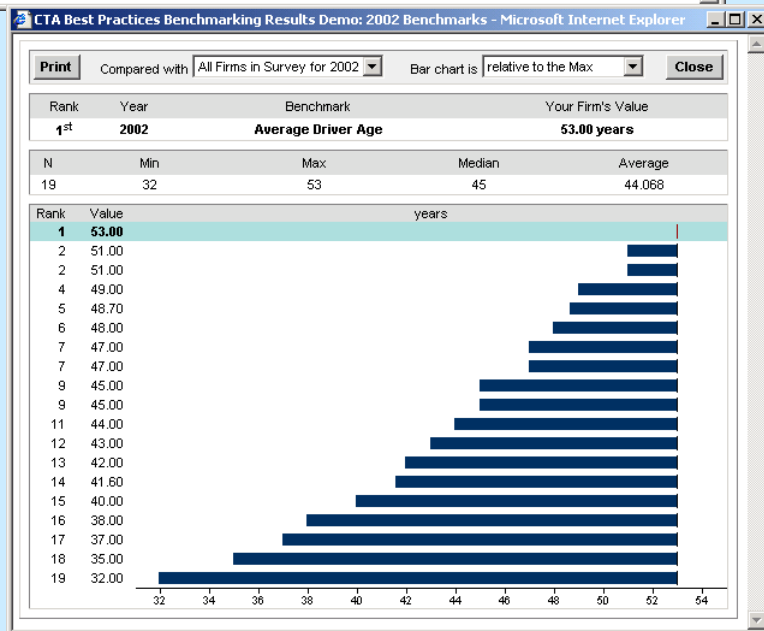
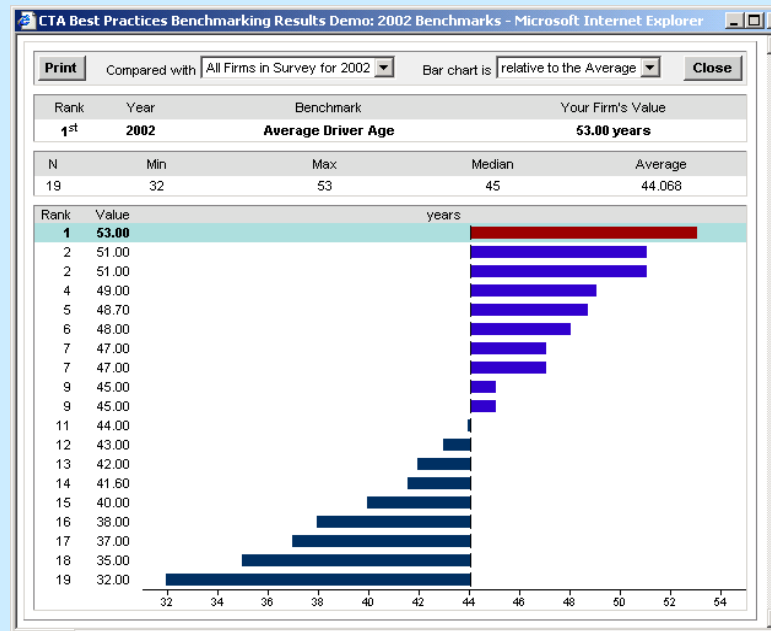
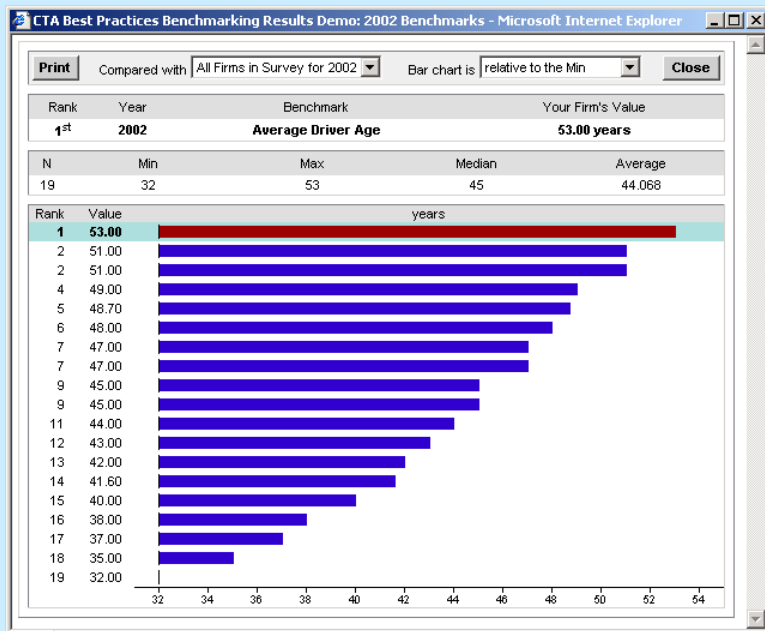
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Benchmarks

Average Driver Age - Graphical Display Options

Relative to the minimum	Relative to the average
Relative to the maximum	Relative to the median



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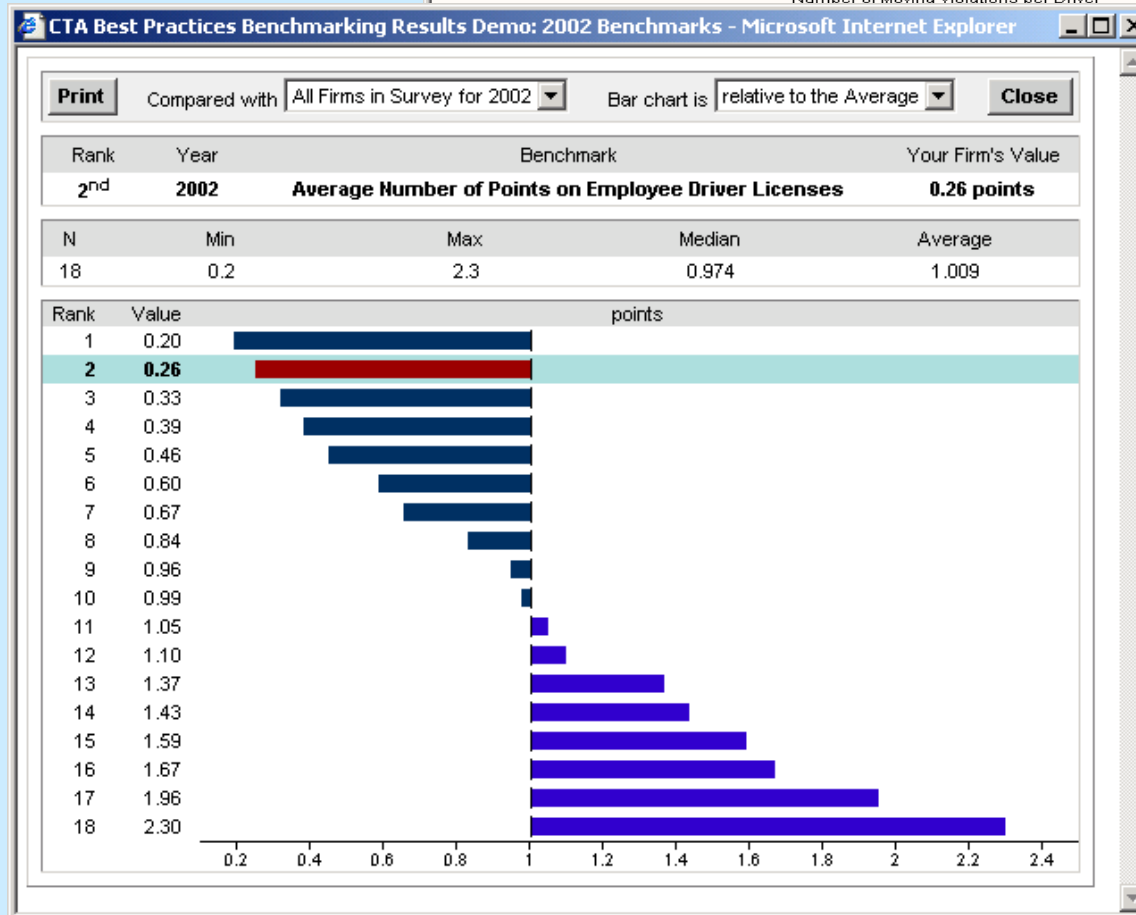
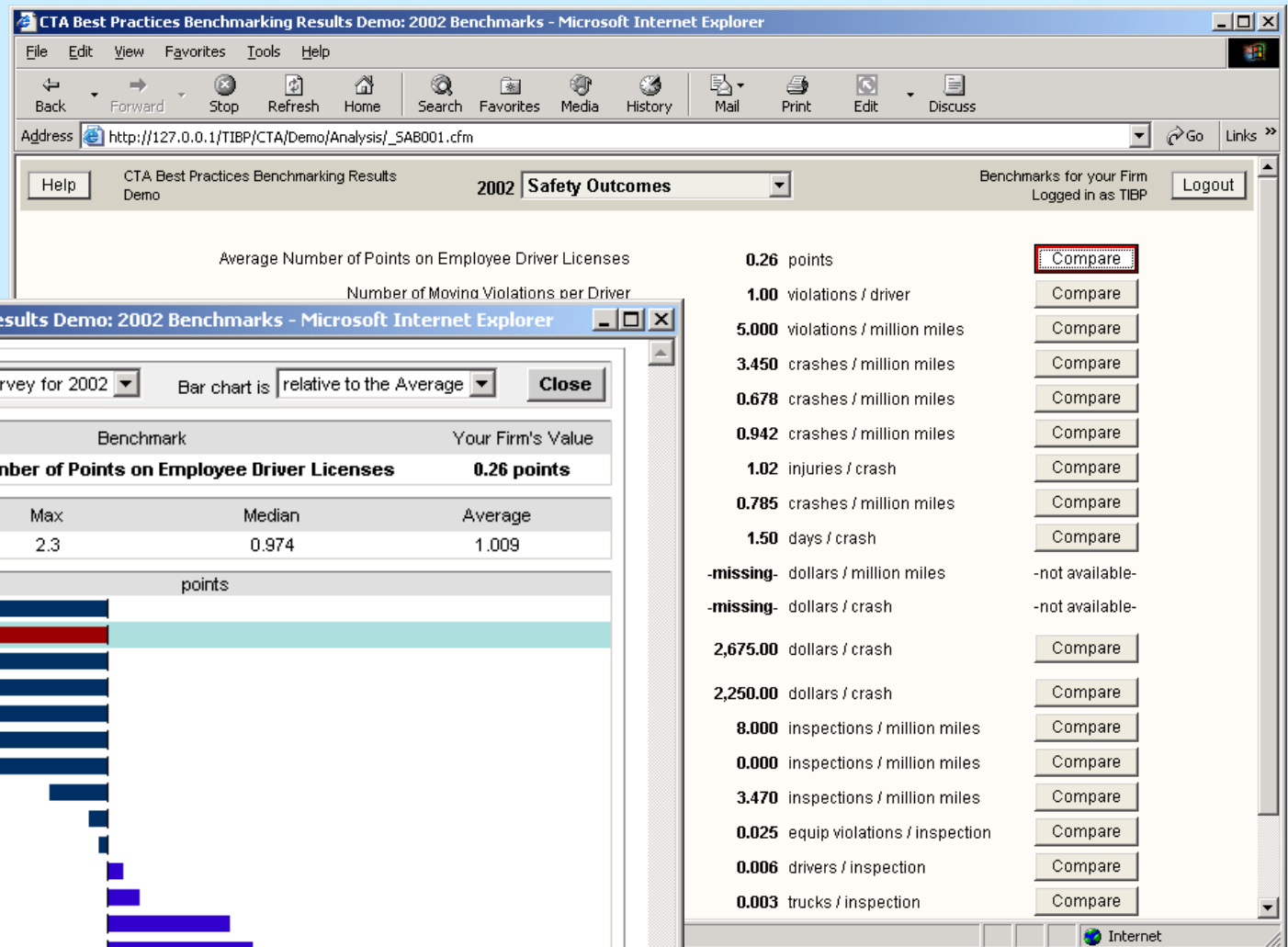
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Benchmarks

Average Number of Points on Employee Drivers' Licenses Relative to the average





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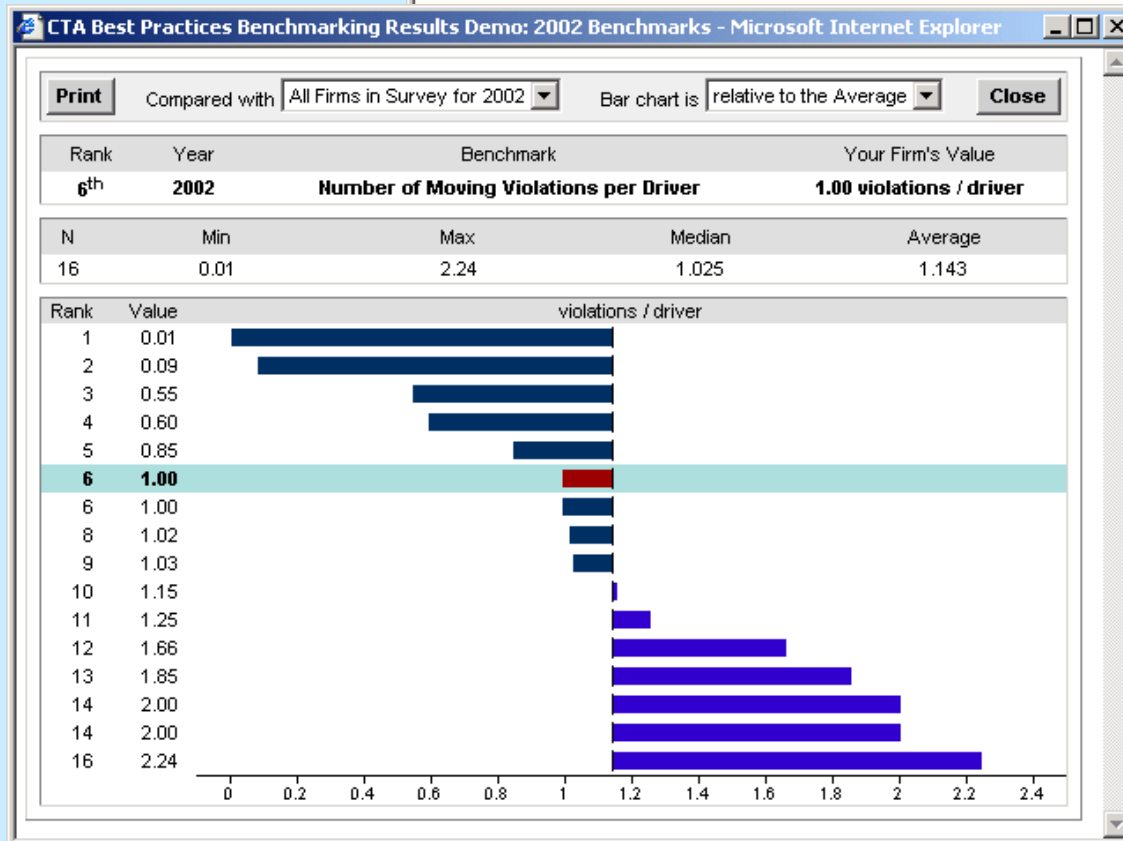
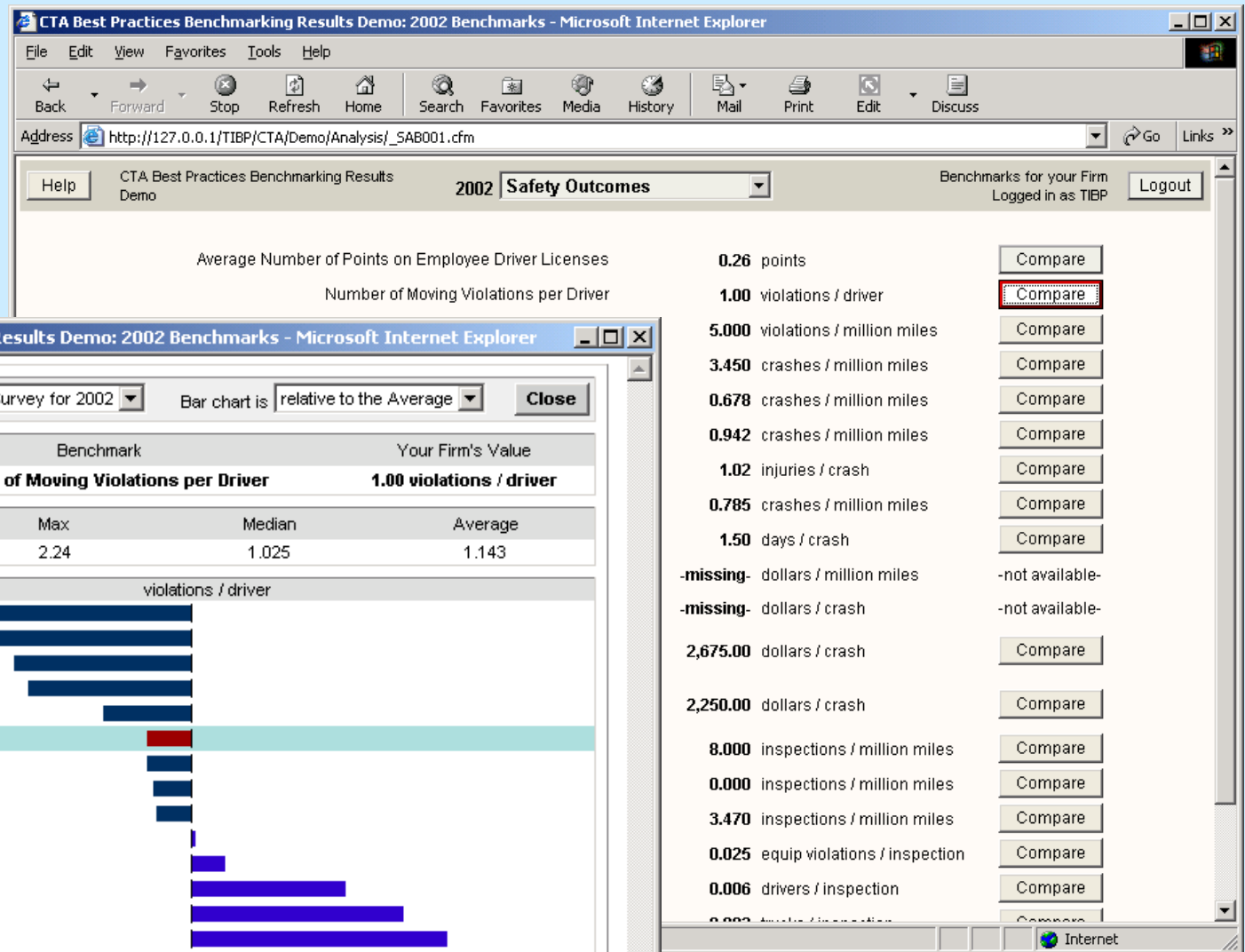
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Benchmarks

Number of Moving Violations per Driver Relative to the average

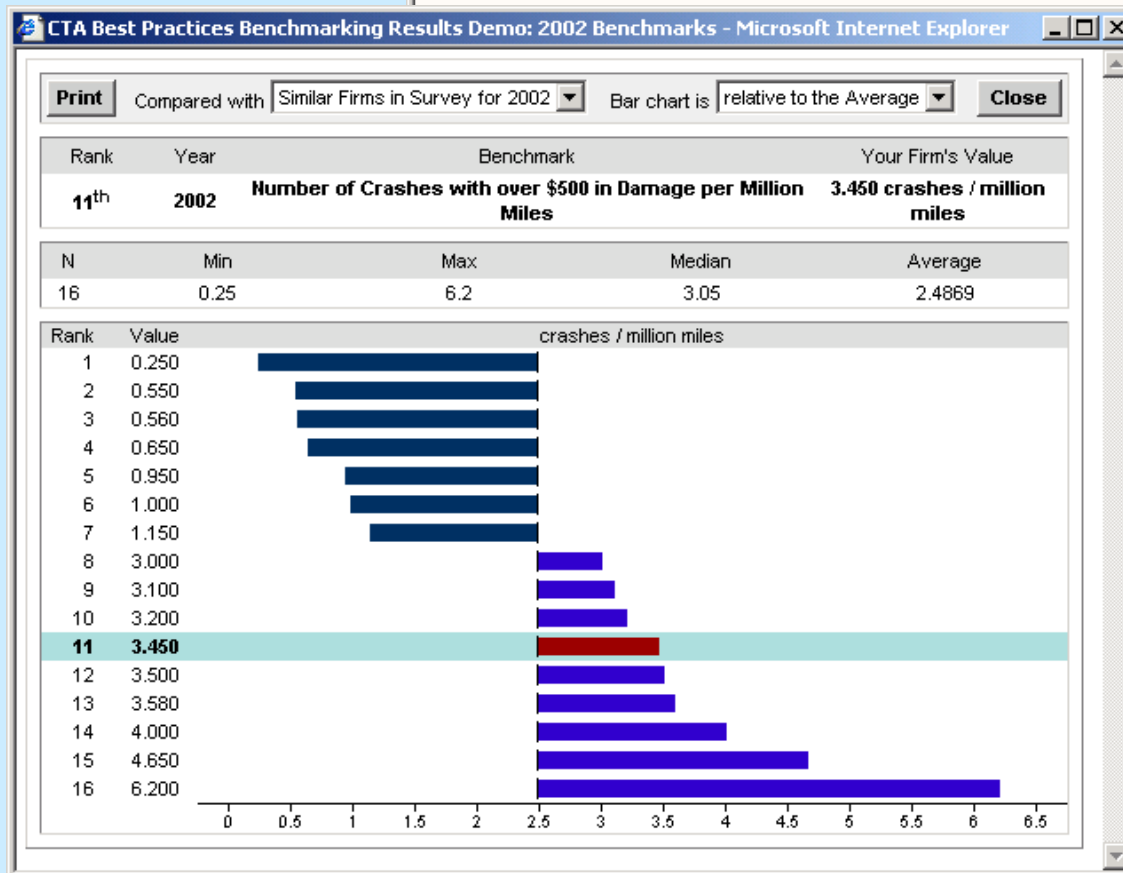
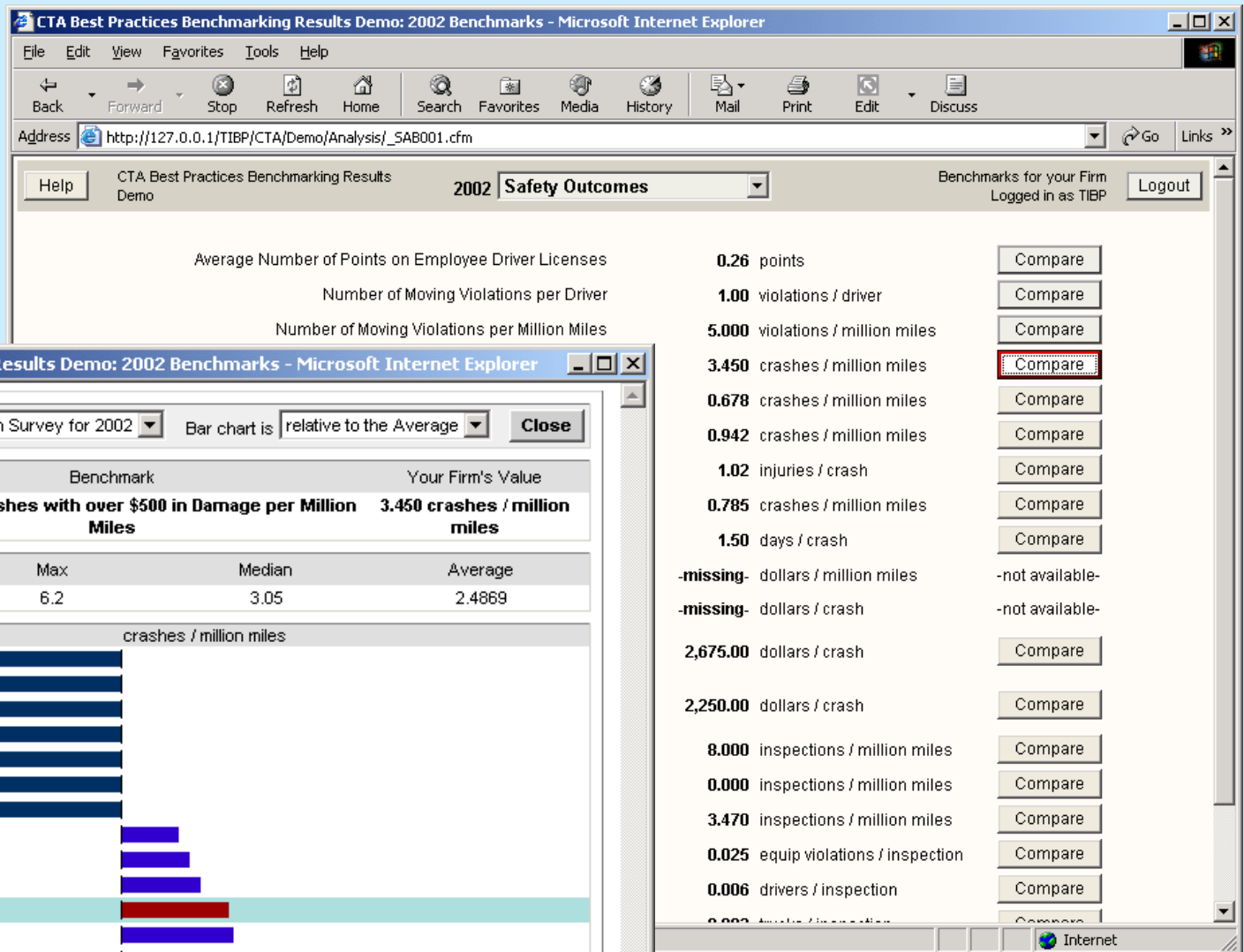




Benchmarks

**Number of Crashes with over \$500
in Damage per Million Miles**
Relative to the average





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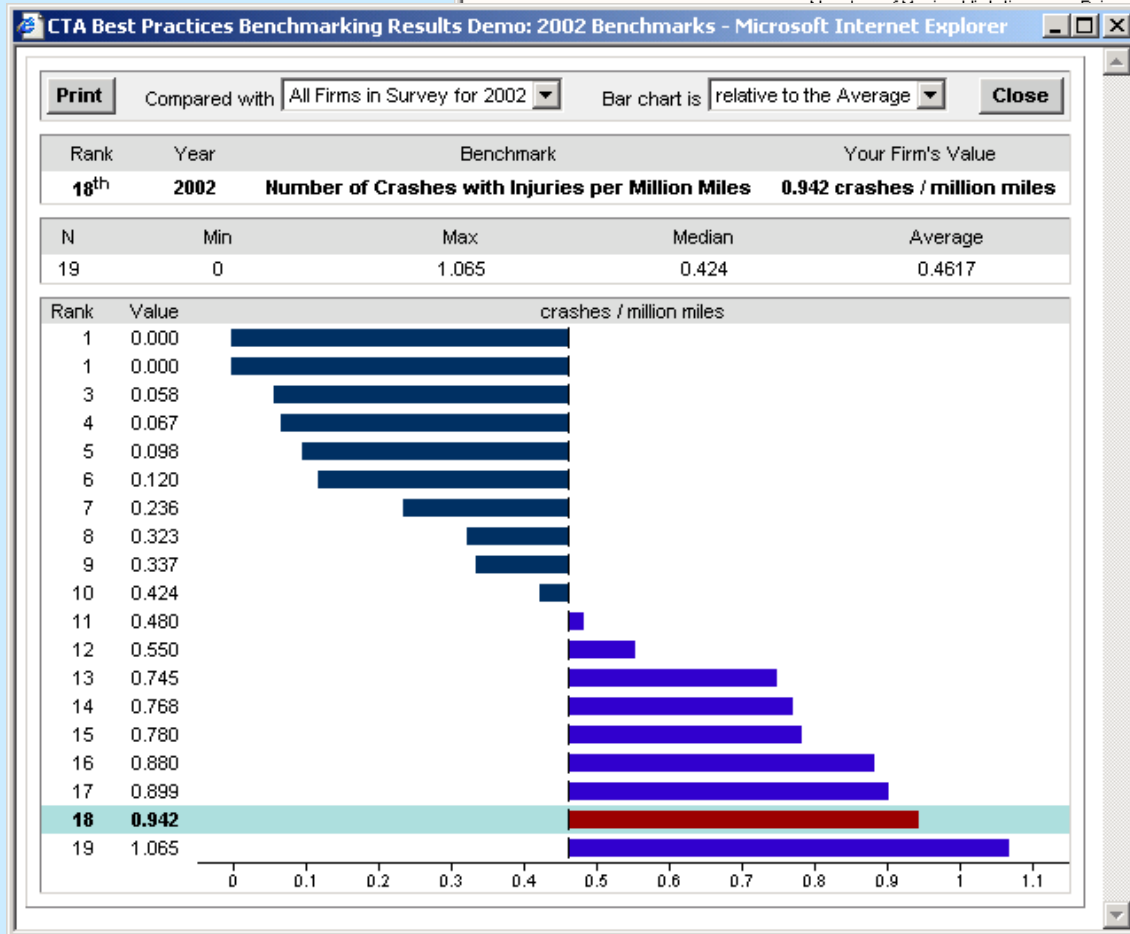
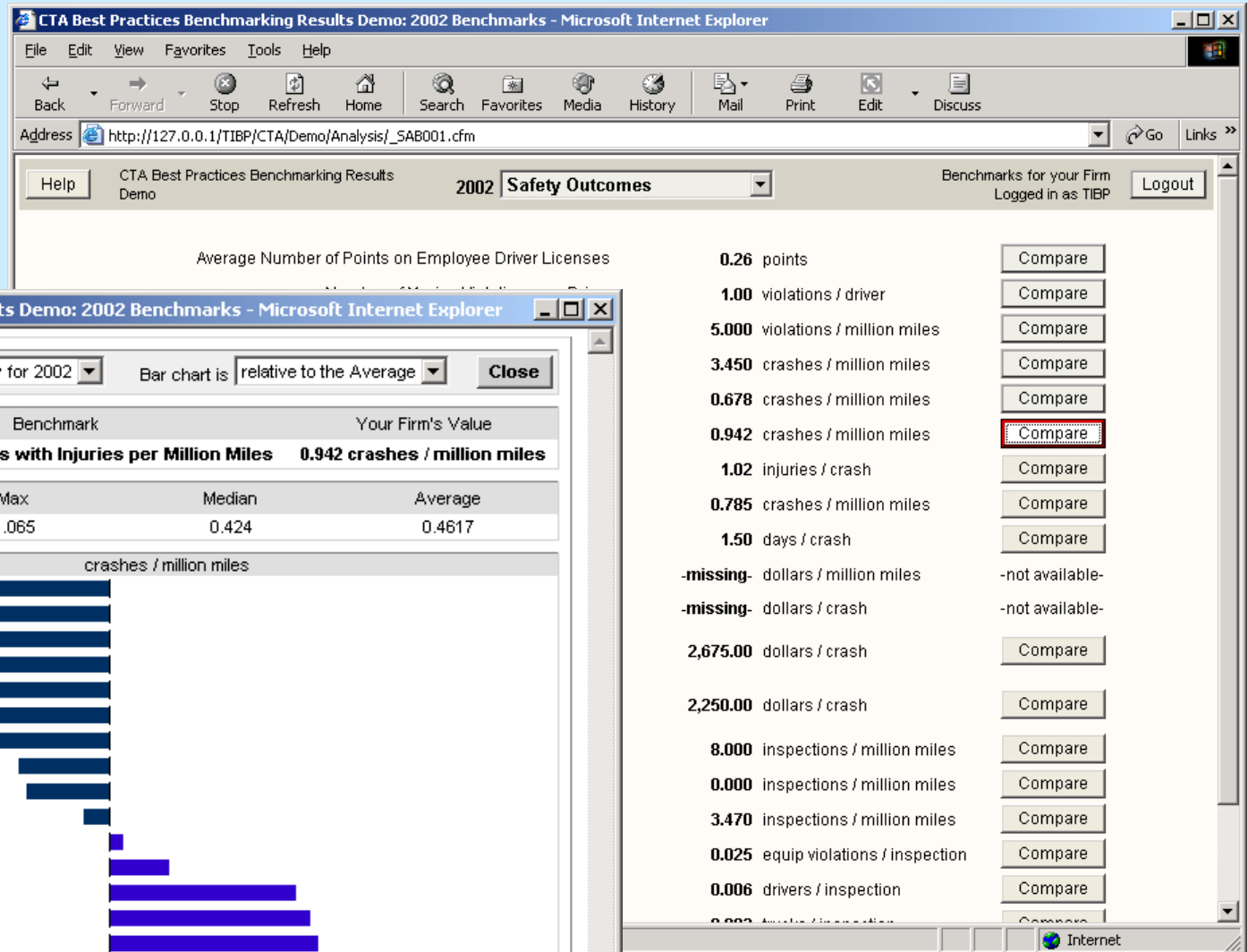
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Benchmarks

**Number of Crashes with Injuries
per Million Miles**
Relative to average





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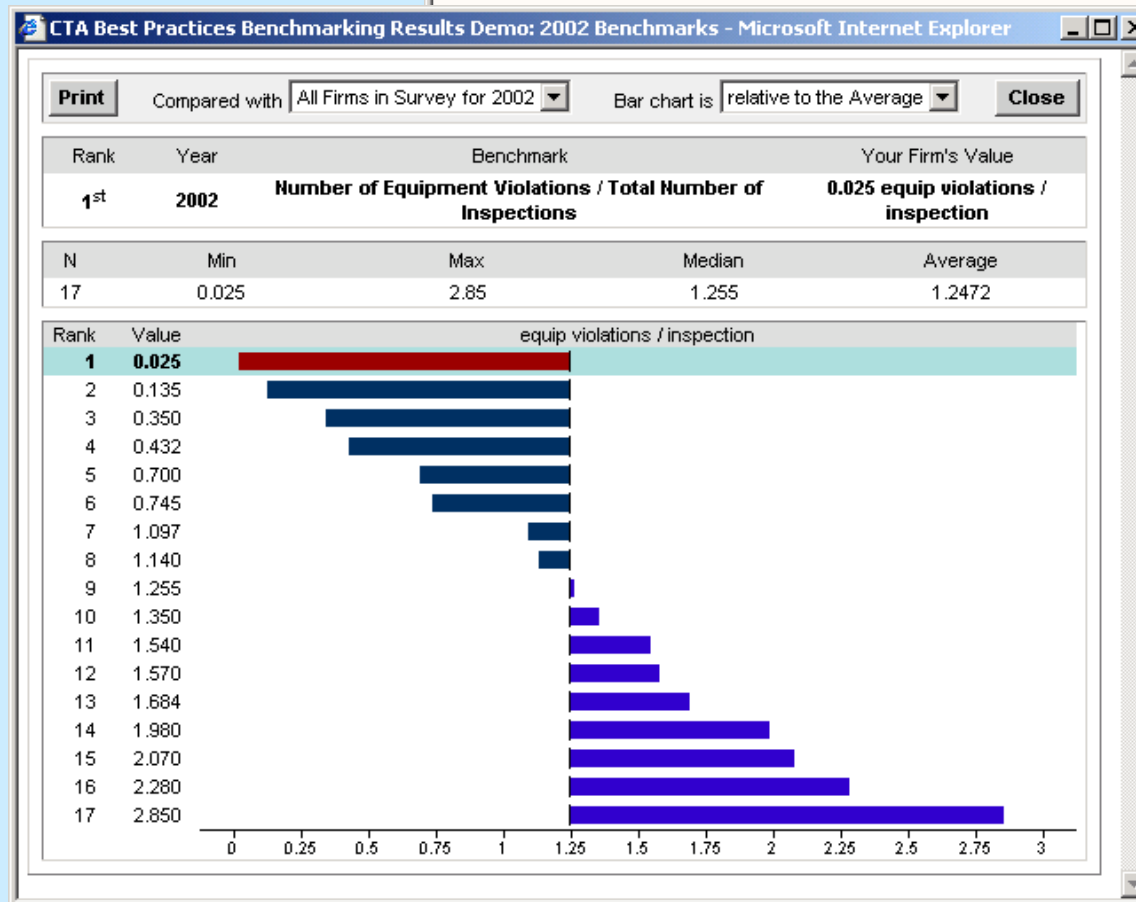
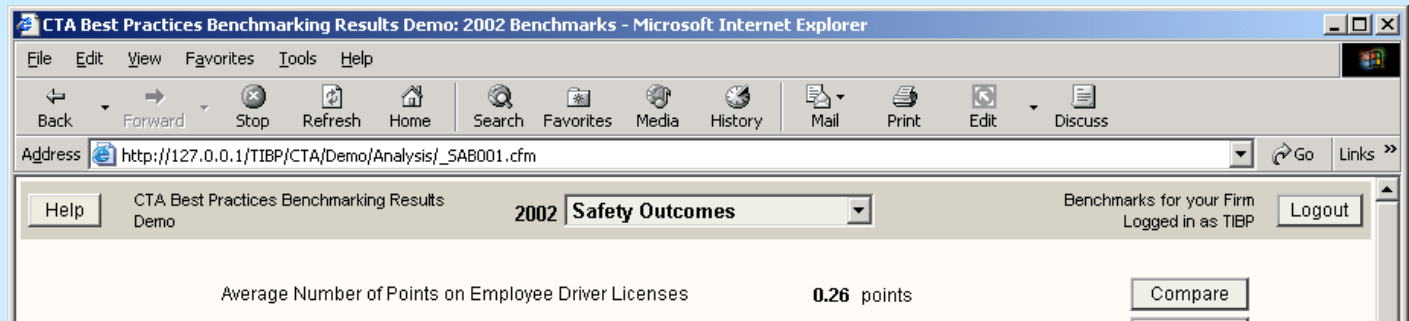
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Benchmarks

**Number of Equipment Violations
per Inspection**
Relative to average





0.26 points	Compare
1.00 violations / driver	Compare
5.000 violations / million miles	Compare
3.450 crashes / million miles	Compare
0.678 crashes / million miles	Compare
0.942 crashes / million miles	Compare
1.02 injuries / crash	Compare
0.785 crashes / million miles	Compare
1.50 days / crash	Compare
-missing- dollars / million miles	-not available-
-missing- dollars / crash	-not available-
2,675.00 dollars / crash	Compare
2,250.00 dollars / crash	Compare
8.000 inspections / million miles	Compare
0.000 inspections / million miles	Compare
3.470 inspections / million miles	Compare
0.025 equip violations / inspection	Compare
0.006 drivers / inspection	Compare
0.000 trucks / inspection	Compare

Internet

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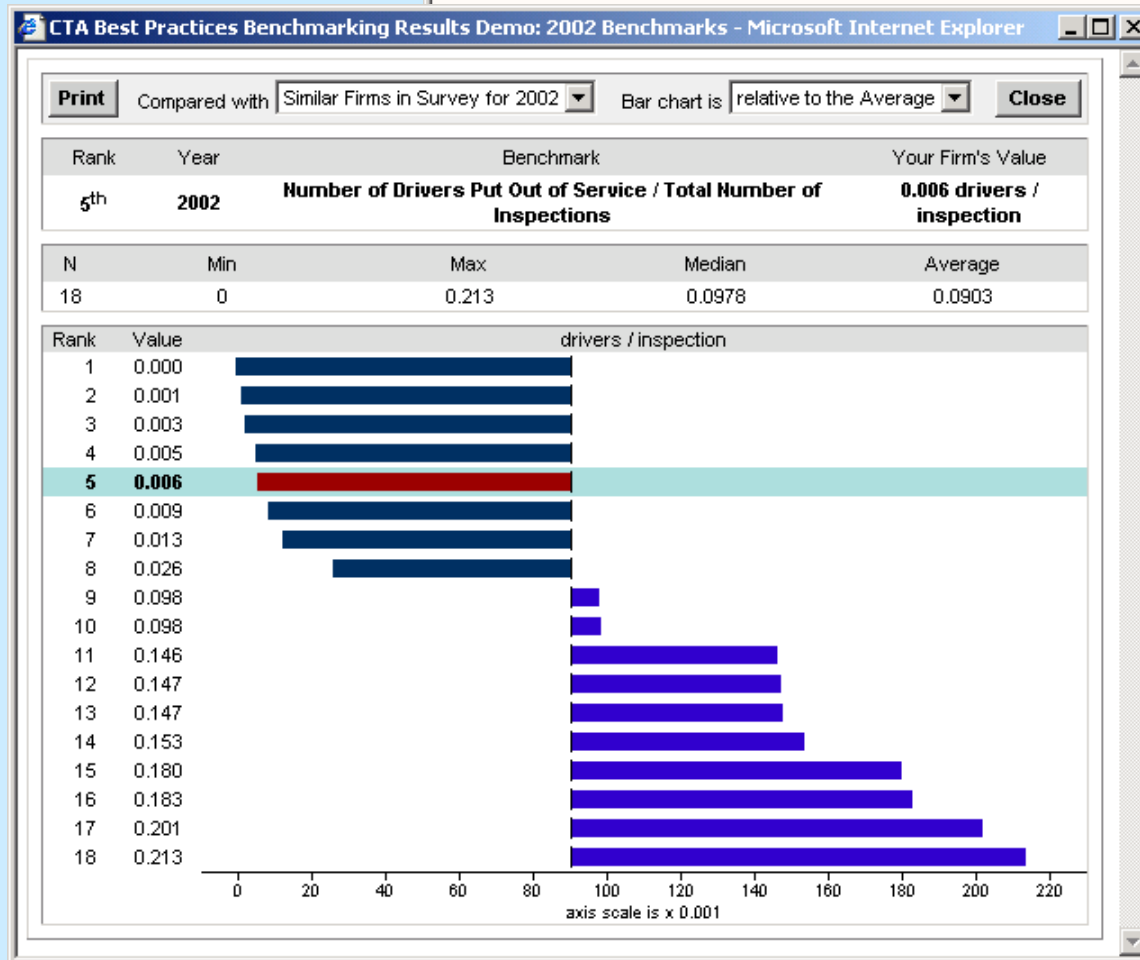
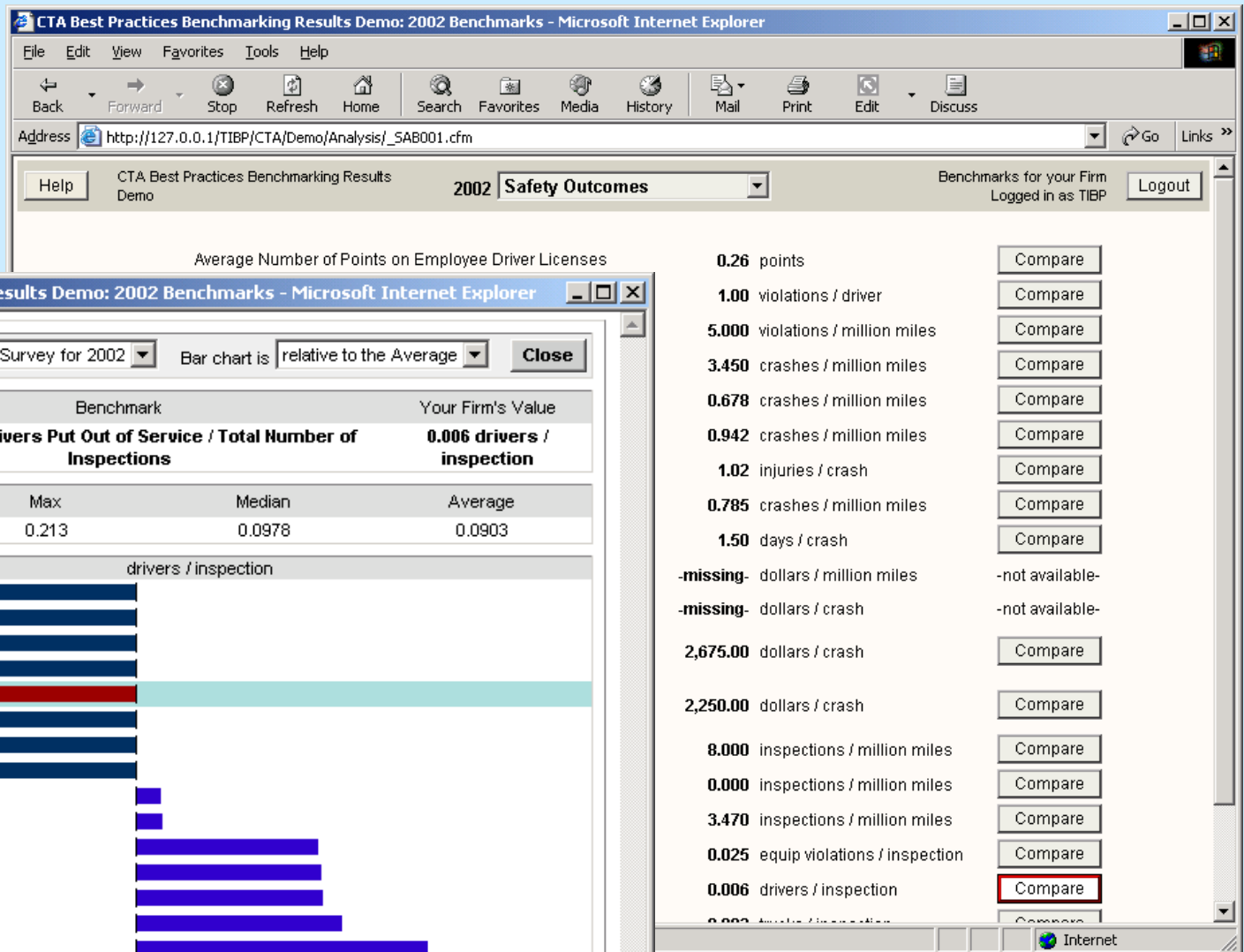
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Benchmarks

**Number of Drivers Put Out of
Service per Inspection**
Relative to average





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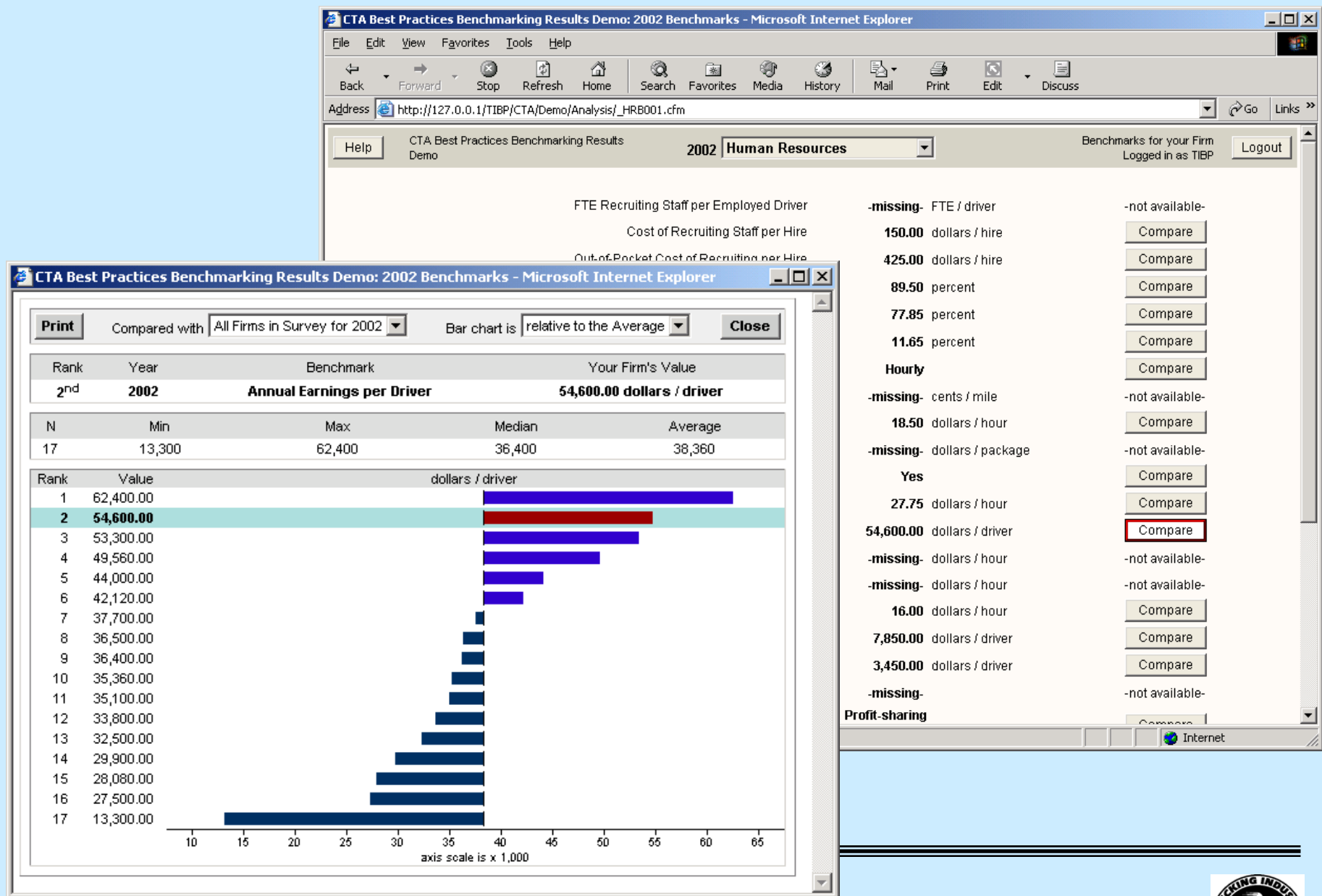
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Benchmarks

Average Earnings per Driver Relative to average





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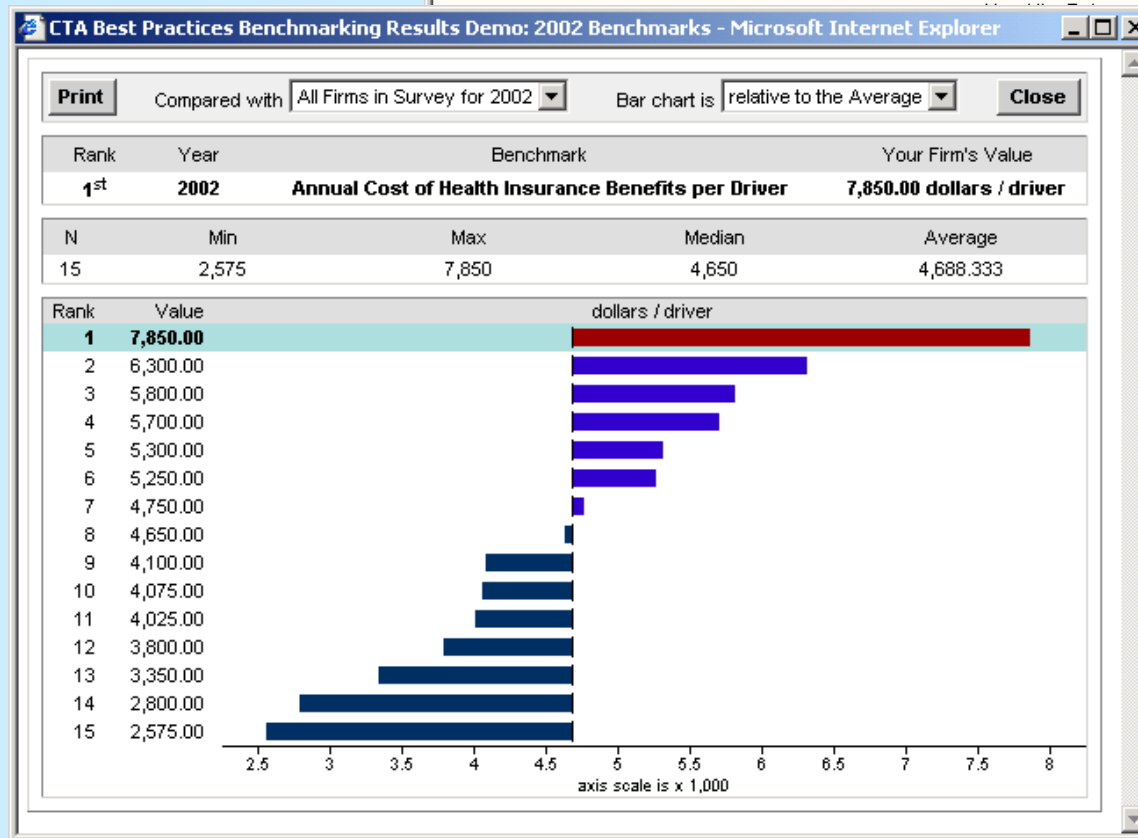
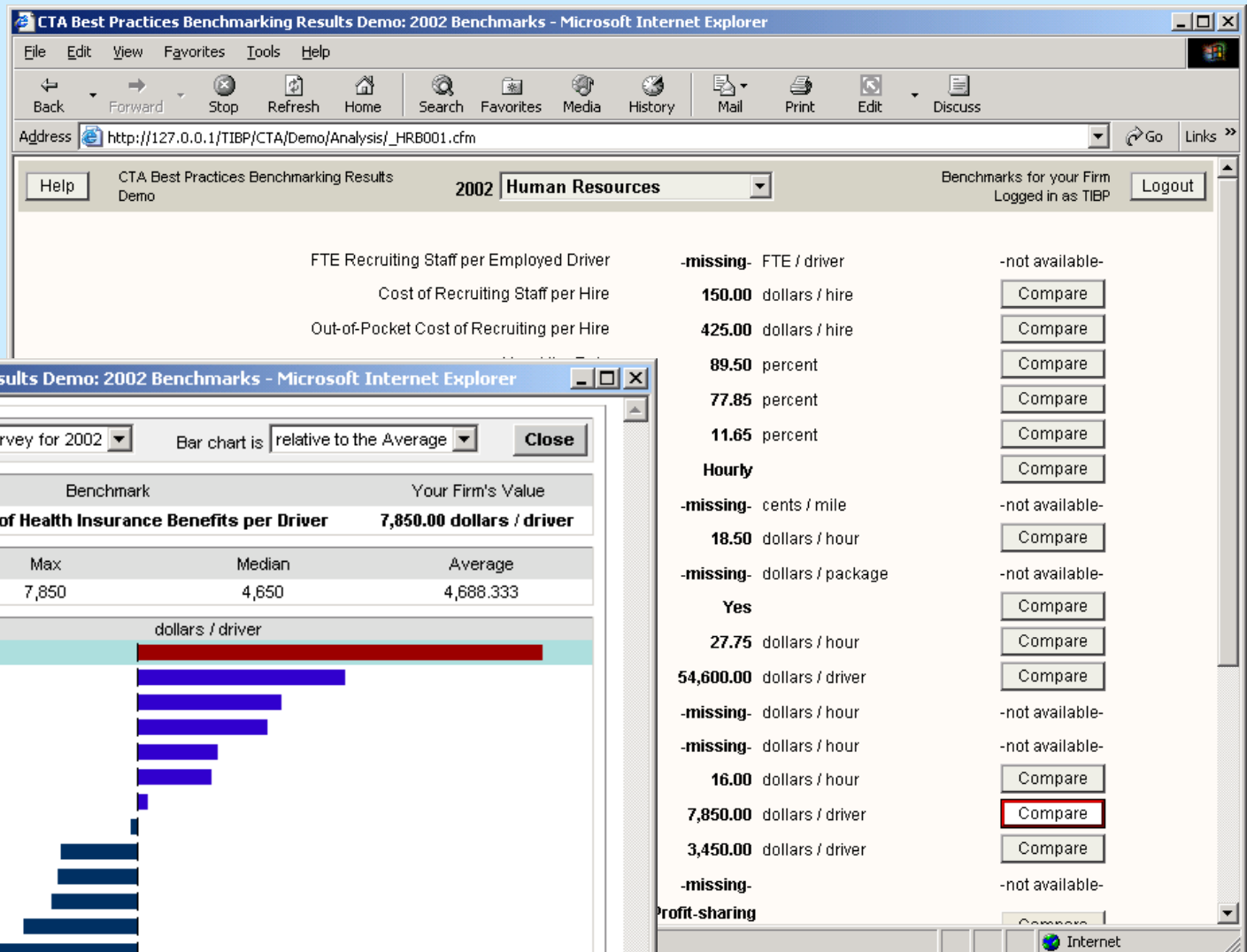


Benchmarks

Average Cost of Health Insurance per Driver

Relative to average





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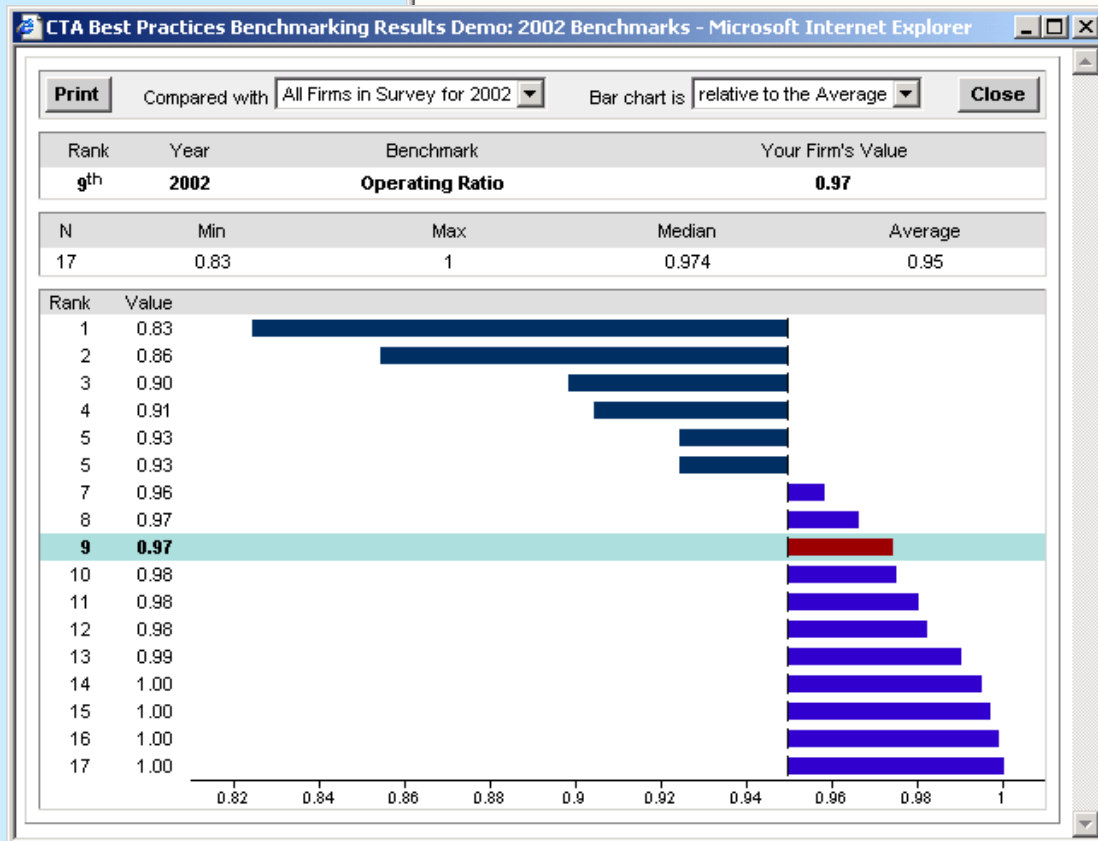
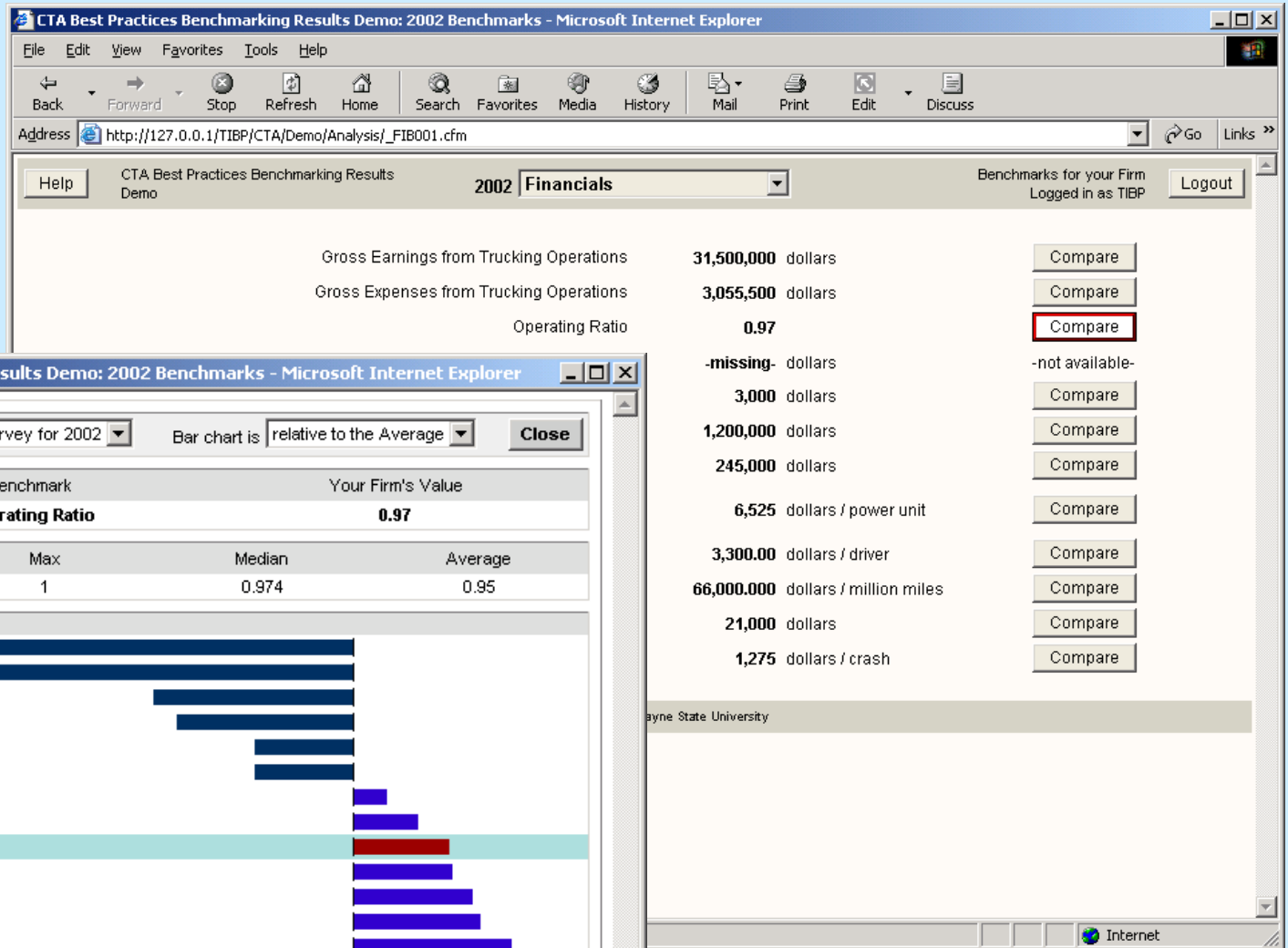
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Benchmarks

Operating Ratio
Relative to average





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Benchmarks

**Annual Company Payment for PL and PD
Insurance per Company-Owned Power Unit**
Relative to the average



CTA Best Practices Benchmarking Results Demo: 2002 Benchmarks - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss

Address http://127.0.0.1/TIBP/CTA/Demo/Analysis/_FIB001.cfm Go Links »

Help CTA Best Practices Benchmarking Results Demo 2002 Financials Benchmarks for your Firm Logged in as TIBP Logout

Gross Earnings from Trucking Operations	31,500,000 dollars	Compare
Gross Expenses from Trucking Operations	3,055,500 dollars	Compare
Operating Ratio	0.97	Compare
Annual Company Payment for Workers Compensation Insurance	-missing- dollars	-not available-
Annual PL and PD Insurance Deductible	3,000 dollars	Compare
	1,200,000 dollars	Compare
	245,000 dollars	Compare
	6,525 dollars / power unit	Compare
	3,300.00 dollars / driver	Compare
	66,000.000 dollars / million miles	Compare
	21,000 dollars	Compare
	1,275 dollars / crash	Compare

CTA Best Practices Benchmarking Results Demo: 2002 Benchmarks - Microsoft Internet Explorer

Print Compared with Similar Firms in Survey for 2002 Bar chart is relative to the Average Close

Rank	Year	Benchmark	Your Firm's Value
3 rd	2002	Annual Company Payment for PL and PD Insurance / Average Number of Company-owned Power Units	6,525 dollars / power unit

N	Min	Max	Median	Average
12	2,440	14,250	5,477.5	5,785

Rank	Value
1	14,250
2	7,750
3	6,525
4	6,500
5	5,750
6	5,555
7	5,400
8	4,250
9	4,000
9	4,000
11	3,000
12	2,440

dollars / power unit

axis scale is x 1,000

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