

The Death of the Driver Training Paperwork Nightmare

And the one solution that will allow you to practically ignore filing paperwork ever again.

Last month I sent you a letter that went over the 3 holes most trucking companies face on a daily basis in their driver training programs, and I invited you to attend one of our upcoming Infinit-i Boot Camps in Texas at no charge to you. Of course, I also sent this same letter out to several of your competitors who jumped on the opportunity to attend the event.

The one thing I heard from many of them at Boot Camp is how the solution we shared with them was going to help them get out from behind the oceans of paperwork they have to wade through on a daily basis to ensure they're both compliant for DOT audits and ready should they ever end up in a legal nightmare caused by an accident.

Are you tired of wading through paperwork and feeling like you'll never catch-up on your filing?

You're not alone.

“What you have is something each safety manager has been dying for – or should've been dying for – because it eliminates a burden on him that he can hardly eliminate himself. Remember, my wife was coming in on weekends to help me with the filing and the paperwork to keep up with all of this stuff,” said Dean Huth, a former safety manager who now regularly shares his experience with others as a speaker at the Infinit-i Boot Camp.

Most of the safety directors who attended the event told us they are an average of 3 complete work days behind in filing training paperwork, and many were not 100% certain they could find proof of training for every single driver should an audit happen.

This isn't the case for trucking companies who are now utilizing the Infinit-i Solution.

When our client, Ram Services, lost one of their drivers to a single-vehicle fatality accident in July of 2014, they knew a DOT audit was coming. What they didn't know was just how severe that accident, coupled with one other recordable accident in a 12 month period, was going to substantially impact their business's bottom line when the audit happened that November.

An Unanticipated Result of the FMCSA Formula

With the exception of the two recordable accidents, Ram Services' audit was one any company would be proud to brag about. In fact, if they had been just a tad bit larger, those two accidents would not have hurt the audit either. As a low mileage carrier, however, the two recordable accidents on the FMCSA formula pushed the company's Crash Basic too high, and Ram Services' rating was downgraded from satisfactory to conditional.

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When this happened, the company immediately began losing the ability to service their customers – all of whom required the satisfactory rating in order to utilize Ram Services as a freight provider. The company knew they had to do something – and fast. The future of their company, and the livelihoods of their drivers, depended on it. So they began the process of appealing the ruling.

When the DOT field officer called two months earlier than expected to discuss the ruling, he asked the company to provide four things: Training Records, Last Safety Meeting Agenda, Sign-In Sheet, and The Accident Countermeasures Plan.

An Easy Way to Prove Training Exists

While many companies would have had to spend a great deal of time pulling all of this information together, and other companies may not have had all of the requested pieces of documentation, Ram Services was able to quickly assemble everything. As users of Vertical Alliance Group's online learning management system, Infnit-i Prime, their training records were all in one place.

“Since we use Infnit-i, I was able to send him a 54 page Excel document with every training module my guys have done and passed for the last two years. My client services representative and I had planned training for this year in December, so I was even able to easily provide him our Accident Countermeasures Plan, too,” explained Angela Klattenhoff, owner of Ram Services.

During her call with the field representative, Klattenhoff was also able to explain their company had showed steady improvement in all Basics since the inception of CSA 2010.

Less than one week after the call, Ram Services was back doing business with all of their former clients thanks to good news from the field administrator.

“After reviewing your request, the safety management plan, and the evidence submitted, the Federal Motor Carrier Safety Administration (FMCSA) is granting your request. Effective immediately, Ram Services’ safety rating is hereby upgraded to ‘satisfactory’,” Field Administrator Terry D. Wolf wrote.

If you would like to learn more about how Infnit-i can help you decrease the amount of time, effort, and frustration you spend on safety training paperwork, I would like to invite you to attend our next Boot Camp. Call us today at 877-732-2165 or visit www.VAGBootCamp.com/Paperwork to get your free ticket.

I can't imagine any good reason NOT to attend this – there's absolutely no charge and the value to you will be enormous.

Sincerely,



Blake Baumann
VP of Consultative Services
Vertical Alliance Group

P.S. If you're struggling to make time for this event, tell yourself to stop thinking of it as a luxury. **This is an essential part of making your business profitable and keeping your training program in DOT compliance.** Call us at 877-732-2165 or visit www.VAGBootCamp.com/Paperwork to get your free ticket, and we'll also pick up all of your travel expenses when you register by August 15th.