

Fleet Safety: The Power to Prevent

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Most organizations don't think they have a fleet safety problem.

A wide-angle photograph of a two-lane asphalt road stretching straight to the horizon. The road is flanked by metal guardrails and green grass. The sky is filled with large, dramatic clouds, and the sun is low on the horizon, creating a warm, golden glow. The text "Until they do!" is centered over the road.

Until they do!



Fleet safety isn't about trucks

People-Exposure-Decision

The image depicts a conceptual scene where three large, rectangular concrete blocks are positioned across a dark asphalt road. The blocks are labeled 'DUTY', 'PEOPLE', and 'COST' in bold, black, sans-serif capital letters. The road has a white dashed line down the center and white edge lines. In the background, a bright sunset or sunrise is visible, with a golden glow and scattered clouds. The sky transitions from a deep orange near the horizon to a darker blue at the top. The overall mood is contemplative and suggests a choice or a barrier that must be overcome.

DUTY

PEOPLE

COST



Fatal Crash Statistics

- **Fatal Crash Statistics**
 - 2022-**42,721** (1.34 per 100 million VMT)
 - 2023-**40,901** (1.26 per 100 million VMT)
 - 2024-**39,345** (1.20 per 100 million VMT)



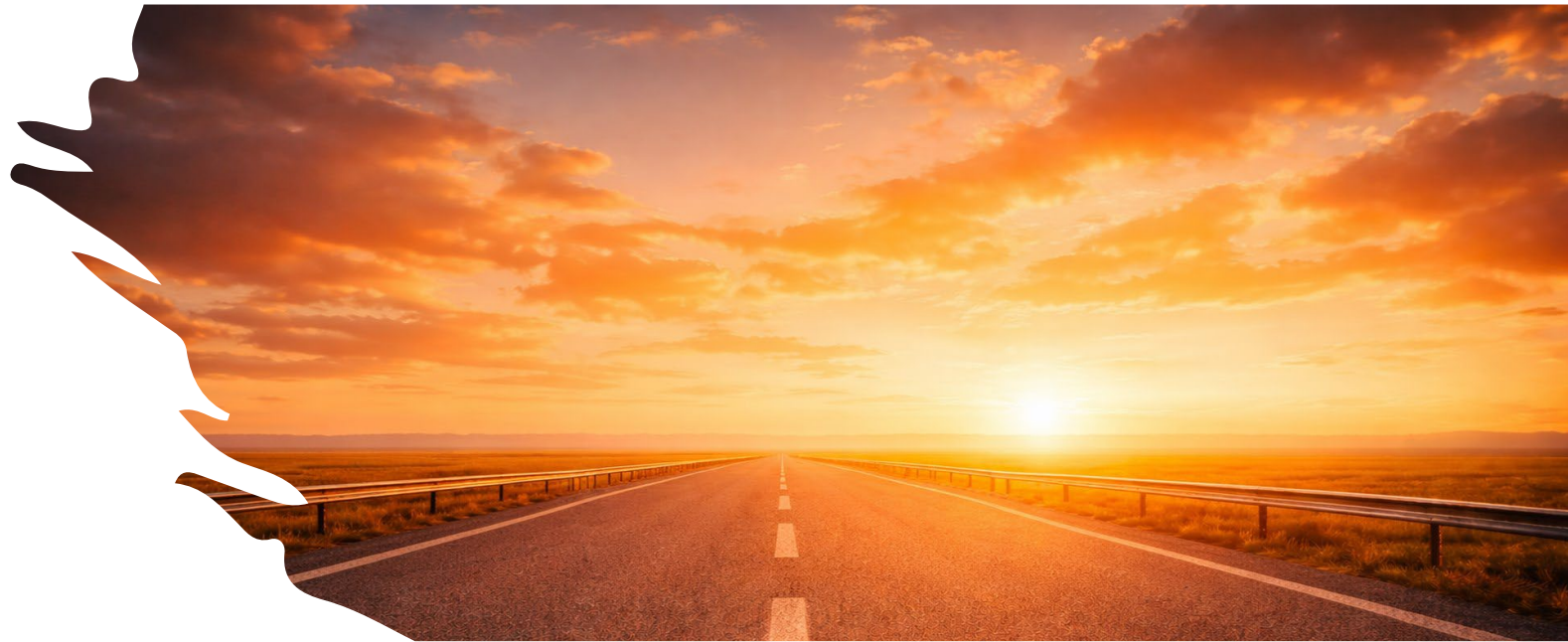
Workplace Transportation Risk & Safety Insights

- **5,283 fatal work injuries**
 - Transportation incidents were the leading cause, representing 36.8% of all fatalities (**1,942 deaths**) in 2023
- 2023–2024: **More than 90,000** nonfatal injuries were associated with transportation incidents



BLS

BUREAU OF LABOR STATISTICS
U.S. DEPARTMENT OF LABOR





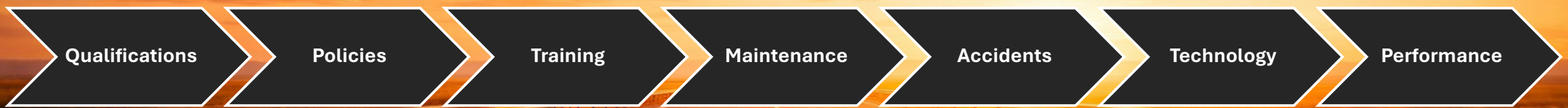
Effective fleet safety isn't a checklist; it's a system built on four critical questions

Who are we allowing to drive?

What expectations have we clearly set?

How are we reinforcing those expectations?

What do we do when behavior doesn't align?



Qualifications

Policies

Training

Maintenance

Accidents

Technology

Performance



We succeed or fail based on who we hire

Qualification Standards

Qualification Criteria

Motor Vehicle Record Reports

D&A Alcohol Program

Road-Tests

Physicals

Qualification Standards

Qualification Criteria

- Establish and follow standards developed.
 - E.g., 2 years operating a similar type vehicle, no moving violations within the past 12 months, no operating under the influence convictions in the past 5 years.

Set yourself up for success.

Qualification Standards

Motor Vehicle Record

- Pre-Employment
- Continuous Monitoring

Qualification Standards

Road-Tests

- Provides information on driving skills and deficiencies.
- Validates the qualifications of your driver.
- Assess driver's knowledge of vehicle inspection.

Qualification Standards

Physical Exam

- Trusted medical provider.
- Perform essential functions of job.
- Physically qualified.

Qualification Standards

Drug & Alcohol Testing

Establish a policy and follow standards developed

- Pre-employment
 - Random
 - Post accident
 - Reasonable suspicion

ATRI-Case Study

Trucking Litigation: A Forensic Analysis

December 2025



Prepared by the American Transportation Research Institute



ATRI's 2025 "Trucking Litigation: A Forensic Analysis" study shows how safety, hiring, and compliance failures significantly increase verdict sizes in truck-related litigation.

Median verdict-approximately \$1.3 million.

Negligence with Largest Impact on Award

Substance abuse 340%

Improper Hiring or onboarding
272%

Weaponizing Your Programs

Safety Policies

Policies

- Provide direction.
- Promote regulatory compliance.
- Establish consistent safe work standards.
- Preserve fair and consistent treatment of employees.
- Help protect companies legally.

Improve Effectiveness

- Tailoring policies and procedures to unique risks and hazards of your operation.
- Review policies and procedures with employees.
- Train employees on procedures.
- Minimum-annual review

Training Programs

Orientation

Recurrent Training

Remedial Training



Training Programs

Orientation

- Classroom and on-the-job/behind-the-wheel.
- Competency based.
- Documented!

Training Programs

Recurrent

- Continuously train
- Standards & customized
- Builds a culture that supports safety

Training Programs

Remedial

- Correct unsafe behaviors
- Reinforces your culture
- Creates defensibility

Maintenance

Preventative Maintenance

- Preventative maintenance, service, and inspections.
- Process for employees to report deficiencies and repairs completed.
- Maintenance records maintained.

Accident Response

Incident Handling/Reporting Policies:

- Develop investigation program
- Establish policies
 - Develop roles & responsibilities
 - Train employees

Technology

Telematics


- Exonerate
- Modify & Reinforce
- Determine Efficacy
- Enrich Programs



Performance Monitoring

Metrics

- Key Performance Indicators
- Continuous Evaluation

A photograph of a long, straight asphalt road stretching towards a horizon under a dramatic, orange-hued sunset sky. The road has a dashed white center line and solid white edge lines. Metal guardrails are visible on both sides of the road. The sun is low on the horizon, creating a strong lens flare and illuminating the clouds and the road surface with a warm, golden light. The overall mood is contemplative and hopeful.

Behind every policy, every system, every decision, there is a person. Humanize everything you do.



Thank You