



A Word From the ICSA Team About National Truck Driver Appreciation Week:

We recently read an article in a trucking publication quoting some unhappy truck drivers who were “poo-pooing” our industry’s annual observance of “Thank a trucker!” week. To paraphrase their comments, these drivers felt that the week is “not for the guy behind the wheel” – otherwise, why were they still out driving while “the guys behind the desk” celebrated on their behalf?

If this is true of the companies they drive for, we can understand why these drivers might feel pretty cynical about this annual “celebration of truck drivers” - the lifeblood of our economy.

At ICSA, we mean it when we say that every week is Truck Driver Appreciation Week! As a group, we have over 200 combined years working in trucking. To a person, we’ve never lost our pride in our industry and in our professional drivers! And guess what? Most of our industry colleagues share our pride in and love for trucking!

So, please accept our thanks and that of the entire ICSA team for all you do day in and day out to support civilized life in our country! We hope you’ll take the time to fill out our brief survey and enter our prize drawings in celebration of you, our ICSA members! You find the survey [here](#) or go to the banner on the [ICSA website](#) and click on the survey link. The survey will close September 30.



Complete ATRI Survey Too!

The American Transportation Research Institute (ATRI) is conducting its 19th annual Top Industry Issues survey to identify critical issues confronting the trucking industry. The data gathered in this survey becomes the basis for developing strategies to help improve operating conditions for professionals like you, who are “eyes and ears” on the road. It only takes a few minutes to make your voice heard.

Driver’s Licenses: Part 2

As ICSA has shared, the Federal Motor Carrier Safety Administration is requiring a copy of the driver’s license from a company principal upon the filing of certain FMCSA forms. FMCSA says it has implemented this requirement to combat fraudulent applications.

Fraudsters posing as shippers or brokers, however, are now reportedly asking truckers themselves for their driver’s

license. **There is no reason to share your driver’s license with any individual or company.** Only law enforcement officers, state DMVs and FMCSA have a legitimate reason to see your driver’s license. Anyone else? You might as well hand them a blank check!

Motor carriers, brokers, intermodal equipment providers – all must register with FMCSA. Their information – address, authority, phone number – can be cross-checked via the FMCSA website. But it still comes down to knowing who wants to be your trusted transportation partner. Someone who asks for your driver’s license is not trustworthy.

ICSA Member Webinar Library

Free Member Webinars

Are you watching recordings of ICSA webinars to improve your knowledge? The growing collection in the "Video Library" on the member dashboard provides expert guidance on how to get the most from your ICSA membership, how your safety score factors into your insurance costs, how to prepare for the new CA Air Resources Board’s mandatory truck registration and more. Keep an eye out for future communications from ICSA on our next webinar! Watch the videos [here](#).

Is Your Company a Future Safety Award Winner?

At the end of each quarter ICSA compiles a list of those members whose SmartDrive scores are under 10, who comply with all other ICSA requirements and have no claims. From that list, our safety consultants select the 1st, 2nd and 3rd place single-truck operators and the 1st, 2nd and 3rd place small fleets to receive quarterly safety awards and cash prizes. First-place quarterly winners who maintain their scores throughout the remainder of the year will compete for ICSA’s annual safety awards.



Names of award winners appear on permanent plaques that hang at ICSA Headquarters



COACHING CORNER

Predicting Crash Involvement

By Mike Hitchcock

ICSA Senior Safety Advisor



(Editor's NOTE: We are sorry to announce that Mike will be retiring from ICSA effective October 1, 2023. As our lead safety consultant, Mike has been the linchpin of our member safety programs and the overseer of our SmartDrive event recorders and TADTS drug testing requirements. He will contract back to ICSA for a few hours per week and will continue to author Coaching Corner for us. Best of everything, Mike!)

Have you ever wished you could see into the future? What would you do or change? How would you manage your business if you could predict the future? If you knew the odds of being involved in a crash, what would you change? If you operate a small fleet, how would you use that information to select your drivers?

Here are some interesting facts from American Transportation Research Institute (ATRI) for you to consider. Even if you are a single truck operator, knowing these facts and changing your driving behavior can reduce your odds of being in a crash. ATRI created a [crash predictor](#) using data from thousands of truck-involved crashes and this is what they found:

Type of Violation	Likelihood of Being in a Future Crash
Failure to obey warning light	243%
Failure to yield	141%
Failure to use signals	116%
Past Crash history	113%
Reckless driving	104%
Improper/erratic lane change	77%
Speeding	49%
False Log or no log	49%
Hours of Service	47%
Following too closely	44%

Violations ranging from failing to obey a traffic warning light to following too closely predict the chances of being involved in a future crash. In comparing this study to several others, the five behaviors highlighted in the chart above have consistently been strong indicators of future crash involvement.

As a business owner, you reduce your odds of having crashes by carefully considering these violations when reviewing prospective drivers' records. If current drivers have a past history of such violations, you can help change the future for them with remedial training that starts with sharing this data with them.

Lastly, ICSA offers great safety training courses on our website <https://safecarriers.org> behind your member login.

From our Model Safety Plan to FirstGear Online Driver Training, these safety courses are available to members at no cost.

FMCSA Study Looks at Drivers' Detention Time

The Federal Motor Carrier Safety Administration announced Aug. 23 that it will submit an Information Collection Request (ICR) for data on detention times for a study that will focus on how wait times at shipping and receiving locations affect driver safety.

The study will help determine not only the frequency and severity of detention time but also the potential to use existing intelligent transportation systems (ITS) solutions to measure detention time. Approximately 80 carriers and 2,500 CMV drivers will provide data in the study, according to the IRC.

Although FMCSA hasn't specifically defined detention time, trucking industry, government, and academic detention research projects have typically used dwell time — the total amount of time spent at a facility — that exceeds two hours. Detention time is a longstanding issue and consistently ranks as one of the top problems for a large portion of truck drivers because detention time often results in lost revenue for many drivers and carriers.

Reducing detention time may reduce costs for carriers, increase pay for drivers, and improve drivers' ability to make deliveries on time or arrive at a destination as planned without violating hours of service (HOS) requirements.

A detention time study conducted by FMCSA in 2014 provided "valuable initial insights" but "had several limitations, including a small sample of mostly large carriers, a rudimentary estimation of detention time, the inability to identify time spent loading/unloading and data that did not cover an entire 12-month period," FMCSA officials stated. "Therefore, FMCSA needs additional data from a broader sample of carriers to understand the safety and operational impact of detention time, to better understand why detention time occurs, and to identify potential mitigation strategies the CMV industry may use to reduce detention time while improving operational efficiencies and safety."



Why You Need an LLC

In today's complicated business landscape, setting up a Limited Liability Company (LLC) as an independent contractor is extremely important both personally and professionally. The reason is simple - as an independent contractor, you operate your own business and are responsible for your own assets and liabilities.

If you were to be sued for damages following an accident, or for any other reason involving your business, your personal savings, home and other financial assets could be seized to pay off any legal judgments or debts. Forming an LLC effectively prevents this by creating a separate legal entity, then operating it like a business. Instead of your personal assets the LLC would bear the brunt of financial responsibility.

An LLC also offers identity protection in today's online world. Your potential exposure is increased by registering with the DOT as an individual, sole proprietor. This is because the name, address, telephone number, and email address registered will be publicly available on FMCSA's MCMIS database. If you use your personal information as your official business contact information, it will be available online. And now, with FMCSA's new requirement to submit a copy of your driver license with certain reports, protecting yourself becomes more important than ever.

The FMCSA is aware of the threat of identity theft and issues a [warning](#) on this potential exposure by urging sole proprietors to obtain an employer identification number (EIN) rather than submitting a social security number. Establishing an LLC with an EIN, with a separate business address, (for example, a post office box,) phone number, and email address protects you from potential theft of your personal identity.

Securing an LLC and enrolling in [CDL Defender](#), offered through our partner U.S. Legal, is the most surefire way to protect your livelihood, and it's cost-efficient. For \$29.95 a month, CDL insurance provides coverage and support for a range of issues: representation for traffic violations and license protection, to name two. Depending on the state you work in, forming an LLC can cost as little as state filing fees - for example, in Arizona, the fee is \$50 to establish an LLC. Some states also require an Annual Report Fee or a Registered Agent Fee. U.S. Legal handles LLC formation in all states and knows each state's requirements.

[Identity Theft Protection](#), combined with an LLC, ensures the utmost personal and professional security. Both are important, proactive measures that can reduce the impact of identity theft. This combination also ensures access to legal expertise when it would be needed the most. While we can never be absolutely sure about all state laws and cases involving independent contractors, many recognize a business-to-business (B2B) exception to the restrictions on independent contractors. These laws and cases usually have a set of specific standards you are required to meet. However, having LLC status provides a foundation to build upon for meeting the B2B requirements, and U.S. Legal does the rest.

[Enroll in CDL Defender now!](#)



Featured Member: All Nite Truckin' Inc.

Thanks to Lisa Cox from All Nite Truckin' Inc. who spoke with ICSA about her background and the small fleet she operates. Oklahoma-based All Nite Truckin', Inc. has been a part of ICSA since 2021. The company started in 2017 when Lisa's daughter - Lindsey - first entered the world of trucking by purchasing a one-ton truck to work with an oilfield hot-shot group. In response to their daughter's venture, Shawn, Lisa's husband, renewed his CDL and things quickly turned into a family effort.

At the time, the oilfield industry was flourishing, providing a solid foundation for their entry into the trucking industry. In 2019, as the dynamics of the oilfield industry shifted, Lisa and Shawn made the strategic decision to branch out into other types of trucking operations. They were leasing a dry van to haul freight as a subcontractor for a Kansas-based company, when they decided to purchase larger trucks and then obtained their own authority in March 2021. The name "All Nite Truckin' Inc." originated from the family's experiences in the oilfield hotshot business. They were accustomed to responding to demands and changes of plans around the clock, a commitment that became the foundation of their business.

Looking ahead, All Nite Truckin' Inc. anticipates further expansion. Their vision includes the potential addition of two or three more trucks to their fleet, further solidifying their position in the industry.

Lisa proactively works with ICSA's Safety Consultants and utilizes the additional ICSA member benefits to build a strong team of safe drivers. ICSA's safety consultants noted that Lisa goes above and beyond in her attention to safety, not only to protect her company but also her drivers. She truly cares about the development of the industry and is committed to making our highways safer, fully embracing the safety culture ICSA works to instill in its members.

Lisa cited several individuals who contribute to All Nite Truckin' Inc.'s success. Cody McKee, most recently recognized by the company for his commitment to safe driving, stands out as a noteworthy team member. Johnnie Miller, the longest-serving member of the team, brings a deep passion for the trucking industry. John Jackson is recognized for his excellent communication skills, while Lindsey Ools played an important role in igniting the family's interest in the industry and in driving a passion for outstanding work. Finally, Shawn Cox, a reliable driver and dedicated business owner, complements Lisa's role in dispatch operations.

All Nite Truckin' Inc. exemplifies the resilience and adaptability needed to thrive in the ever-changing trucking industry. With a strong foundation, a dedicated team, and a commitment to safety, this family-run enterprise is set up for continued growth and success!

Do you want to see your company and logo featured in the next Landing Gear publication? Reach out at contact@safecarriers.org!