



**JOE MORTEN & SON, INC.**

*Driven To Serve®*



# RISK MANAGEMENT SOLUTIONS

Managing risks associated with trucking can help reduce losses and maximize profits.



## Where can we help?

- Simulated DOT and OSHA Audits
- Customized Safety Training
- Detailed Analysis of Past Performance
- Online Video Training
- Driver/Operations Meetings
- Employee Orientation Programs
- Regulation Guidebooks and Forms
- Self-Service E-Tools
- Compliance Training
- Posters, Flyers, and Payroll Stuffers
- Driver and Employee Award Programs

## Trucking companies can experience a wide variety of financial losses.

Unfortunately, some of these risks cannot be avoided or eliminated. The question is this: are you taking the necessary steps to manage these risks and ensure your company's long-term survival and success?

At Joe Morten & Son, Inc., our Risk Management Specialist, Larry Barton, has more than thirty years of experience in safety and twelve years in insurance as a former Assistant Vice President of Safety for Great West Casualty Company. Throughout his career, Larry has worked with trucking companies of all sizes, helping them to identify areas of concern, and helping them create solutions to mitigate potential for losses.

Each trucking company Larry works with has its own set of challenges and obstacles. He takes these issues into consideration as he works with company owners to discuss the current state of their operations and help them to design a safety program to meet their needs.

Larry is proficient in disciplines such as risk management (risk assessments, programs, processes, etc.), enterprise risk management (finding opportunity in risk), as well as loss control measures.



**Contact Larry today to talk about the direction you want to go with your trucking company.**

**Larry Barton**

*Risk Management Specialist*

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## ANALYZING LOSSES AND FINDING ANSWERS

Joe Morten & Son, Inc. and Great West Casualty Company have developed the Loss Analysis Tool (LAT), which can generate a variety of standardized reports used to evaluate loss performance during any selected period.

The information generated by the LAT can help answer questions such as:

- What are the most frequent types of claims my business has experienced?
- What are the top five most severe losses incurred by my business over the past three years?
- Are losses more prevalent in the morning or evening?
- How does driver age affect losses?
- Is there a day or are there days of the week on which more losses occur?
- Which route seems to be the most problematic for my drivers?



Users can design customized reports to capture other loss data as well as analyzing the information with personnel to identify possible loss trends and determine any correlations between location, operation, etc. that might account for the performance. The LAT can generate reports based on many different variables; location, day of week, hour of loss, type of loss, claimant, and driver are a few of the data elements available.

## SAFETY EDUCATION AND EMPLOYEE TRAINING

An area of challenge for some trucking companies is providing quality safety education and training for employees. Company owners may not know which topic to discuss or how to find a competent presenter to deliver the information.

Thanks to his more than thirty years of safety training, our Risk Management Specialist, Larry Barton, is able to work with trucking companies of all sizes to assist them in developing a customized educational session that meets each one's unique, specific needs. He is able to educate personnel in areas such as safety and risk management, regulatory compliance, loss-prevention activities, and operational strategies.

Examples of presentations available include:

- **FMCSA Regulations:** Common topics include driver qualifications, hours-of-service, inspection, repair and maintenance, minimum levels of financial responsibility, and more.
- **OSHA Regulations:** A 10-hour outreach training program is available that has been developed specifically for the trucking industry.
- **Managing Risks for Success:** Attendees use a hands-on approach to develop a sample risk-management plan.
- **Operations:** This program is designed to identify the role of each non-driving individual's responsibility and accountability to ensure excellent company performance.

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