



VOLUME 1, ISSUE 1

FALL 2010

# TQM Logistics Solutions, Inc.



## WELCOMING TQM LOGISTICS SOLUTIONS, INC.

### INSIDE THIS ISSUE:

<b>WELCOMING TQM LOGISTICS SOLUTIONS</b>	<b>1</b>
<b>PREPARING FOR CSA 2010</b>	<b>1</b>
<b>TQM TRANSPORTATION TRAINING INSTITUTE</b>	<b>2</b>
<b>PRE-EMPLOYMENT SCREENING PROGRAM (PSP)</b>	<b>3</b>
<b>REVIEW: WHAT IS A CMV</b>	<b>3</b>
<b>REVIEW: HOURS OF SERVICE (HOS)</b>	<b>3</b>
<b>DAVE'S BACK PAGE</b>	<b>4</b>

What better way to introduce our new company name than by writing our first newsletter! Winner Logistics, Inc. has joined forces with Picture It Clearly, Inc. Over the past few months we have been in the process of changing our company name to TQM Logistics Solutions, Inc. TQM stands for Total Quality Management.

TQM Logistics Solutions was created based on the realization that the transportation industry needed new and innovative solutions designed from the customer perspective.

I would like to introduce you to TQM and our vision for what a "driver leasing company" should look like. I hesitate to use the term "driver leasing company" to describe TQM, because it has garnered such a negative connotation over the years. TQM was created with input from industry leading

companies and seasoned professional commercial truck drivers... from your side of the table and from inside of the cab. It was crafted to meet the needs of the client and the driver.

TQM is not completely unique in the services we offer, but we are very unique in the way we deliver our solutions. TQM utilizes technology like no other driver supplier. We embrace web based HD video, to communicate what the job is to a prospective employee, so that they can make an educated decision in selecting their next career opportunity. We also use video to deliver a professional, consistent, comprehensive training program . . . that gets results.

Every day brings the challenge of recruiting, qualifying, and training drivers, so that the job is done properly, efficiently,

and safely.

We also face new challenges in the form of increased

*(continued on page 2)*

### TQM Key Principles:

- Customer Focus (External and Internal)
  - Transportation Company
  - TQM Driver
- Management Commitment
- Employee Empowerment
  - TQM Transportation Training Institute™
  - Suggestion / Reward Program
  - Excellence Teams
- Continuous Improvement
- Fact Based Decision Making

### TQM SETS 4 NEW RECORDS:

- 7/14/10 Most drivers dispatched in a single day!
- 7/18/10 WE: Most drivers dispatched in a week!
- July 2010: Most drivers dispatched in a 4 week month!
- August 2010: Most drivers dispatched in a 5 week month!

## CSA 2010 - WHAT CAN YOU DO NOW TO PREPARE?

### Transportation Companies

- Get Training for your managers on CSA 2010
- Train your drivers on CSA 2010
- Review your Inspection Data to identify any problem areas.
- Deliver targeted training to drivers on any problem areas.
- Review your hiring standards and tool and include Pre-Employment Screening Record (PSP)

### Commercial Truck Drivers

- Understand CSA 2010 and it's impact on your ability to get a job.
- Make sure you pre-trip your vehicle and that it is problem free.
- Make sure your log book is accurate and up to date.
- Make sure you have all your DOT paperwork up to date and in your possession.

Looking for help on CSA 2010 challenges: [www.CSA2010HELP.com](http://www.CSA2010HELP.com)



### TQM'S TRANSPORTATION TRAINING INSTITUTE(TTI):

TQM's Transportation Training Institute (TTI) offers educational instruction and certification courses for Transportation Managers and Commercial Truck Drivers. We realized that there was a significant void in the transportation industry relating to training. While the "industry standard" provides overwhelming reference manuals that are cumbersome and confusing, we believe the most effective way to learn is to provide quality classroom instruction, utilizing dynamic

multi media content.

**We truly make the complicated simple!**

**Courses Include:**

- CSA 2010 for Transportation Managers.
- CSA 2010 for Commercial Truck Drivers.
- Hours of Service (HOS) for Transportation Managers.
- Hours of Service (HOS) for Commercial Truck Drivers.

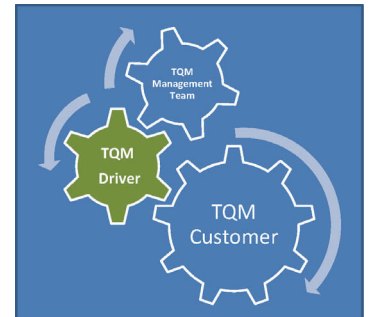
- Pre-Trip and Post Trip Vehicle Inspections.
- Cargo Securement.
- Introduction and Overview of DOT Regulations for Transportation Managers.
- Supervisor Certification for Reasonable Suspicion Drug and Alcohol.
- Excelling in Roadside Inspections.

Call today to find out more about our complete offerings:

**(800)458-5114**

### DRIVER TRAINING AND CERTIFICATION FOR ALL TQM DRIVERS IS AT NO COST!!

It is our goal to create the best supplier of Commercial Truck Drivers in the industry. We realize the value of our drivers and that they are the most important gear in our relationship with our customers. Our success depends on our drivers.



### WELCOMING TQM LOGISTICS SOLUTIONS, INC.

*(continued from cover)*

regulations, and the industry has some major changes being implemented with CSA 2010 and the Pre-employment Screening Program (PSP).

Thank you for taking the time to let me introduce TQM Logistics Solutions. I look forward to discussing how we can work together to make your transportation challenges less challenging and your commercial driving career more rewarding.

**Matthew Picozzi**

*Matthew Picozzi* • President

### TQM DRIVER REWARD PROGRAM

Did you know TQM pays \$100.00 for any company referred that uses a driver and \$50.00 for any driver that comes to work for TQM.

Now that's easy money!!



### PRE-EMPLOYMENT SCREENING PROGRAM (PSP)

In May, 2010 the U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) launched its Pre-Employment Screening Program (PSP), which allows commercial motor carrier companies to electronically access driver

inspection and crash records as a part of the hiring process.

"Starting today, commercial carriers will have an essential tool for making informed hiring decisions that will lead to safer driv-

ers on our roads," said FMCSA Administrator Anne S. Ferro. "The Pre-Employment Screening Program raises the safety bar for the motor carrier industry and helps to

*(Continued on page 3)*

### HOW WILL CSA 2010 EFFECT YOUR DRIVING CAREER?





### PRE-EMPLOYMENT SCREENING PROGRAM (PSP)

(Continued from page 2)

make our roads safer for everyone."

The Pre-Employment Screening Program offers access to up to five years of driver crash data and three years of inspection data regardless of the state or jurisdiction. By using driver safety infor-

mation during pre-employment screening, commercial carriers will be able to better assess the potential safety risks of prospective driver-employees.

**Motor Carrier:** Are you checking PSP's on new hires?

**Drivers:** Do you know what is on your PSP?

**HOW WILL CSA 2010 IMPACT YOU?**

## CSA 2010 IMPACT?

Companies will not hire drivers with problematic backgrounds for fear they will negatively impact a companies ratings.

Companies will now be competing for a significantly reduced driver pool.

Drivers with "clean" backgrounds will demand higher compensation.

Companies with quality drivers will be fighting the driver retention war.

What is your plan for the future?

### REVIEW: WHAT IS A COMMERCIAL MOTOR VEHICLE?

In general, a CMV is a vehicle that is used as part of a business and is involved in interstate commerce and fits any of these descriptions:

- Weighs 10,001 pounds or more
- Has a gross vehicle weight rating or gross combination weight rating of 10,001 pounds or more

- Is designed or used to transport 16 or more passengers (including the driver) not for compensation
- Is designed or used to transport 9 or more passengers (including the driver) for compensation
- A vehicle that is involved in interstate or

intrastate commerce and is transporting hazardous materials in a quantity requiring placards is also considered a CMV.

**That includes landscape vehicles!!!**



### REVIEW: HOURS OF SERVICE (HOS)

**Federal Motor Carrier Safety Regulations 49 CFR, Part 395 Hours of Service.**

- **11-Hour Driving Limit:** May drive a maximum of 11 hours after 10 consecutive hours off duty.
- **14-Hour Limit:** May not drive beyond the 14th consecutive hour after coming on duty, following 10 consecutive hours off duty. Off-duty time does not extend the 14-hour

period.

- **60/70-Hour On-Duty Limit:** May not drive after 60/70 hours on duty in 7/8 consecutive days. A driver may restart a 7/8 consecutive day period after taking 34 or more consecutive hours off duty.
- **Sleeper Berth Provision:** Drivers using the sleeper berth provision must take at least 8 consecutive hours in the sleeper berth, plus a separate 2 consecutive hours either in the

sleeper berth, off duty, or any combination of the two.

**16 Hour Exemption:** This exception allows you to extend the 14-consecutive-hour duty period once every 7 consecutive days. In order to use this exception, you must do the following:

You must return to your work reporting location that day, as well as for your last 5 duty tours.

## WAKE UP !!!

**Despite CSA 2010 Deadline, Relatively Few Carriers Have Checked Data**

Just 13,000, 2.6 percent, of the 500,000 active carriers have gone online at the Federal Motor Carrier Safety Administration to see where they stand with their CSA 2010 score, said agency Administrator Anne Ferro.

A duty tour is the period of time from when you come to work to when you leave work. It is your "workday," the time between your off-duty periods of at least 10 consecutive hours.

You must be released from duty within 16 hours after coming on duty.

You must only use this exception once every 7 consecutive days (unless you took 34 consecutive hours off to restart a 7/8-day period).

www.tqmlogistics.com

**TQM Logistics Solutions, Inc.**

**Corporate Office**

67 Buck Road

Suite 128-B37

Huntingdon Valley, PA 19006

Phone: (800)458-5114

Fax: (215)396-3319

E-mail: TQM@tqmlogistics.com



TQM offers a full range of transportation solutions that are focused on four (4) primary categories:

**“Core Driver Solutions”** – for companies that want to outsource all or part of their driver force. TQM offers a variety of custom options ranging from a Total Transportation Solution, to a PEO option paired with a TQM training solution.

**“Supplemental Driver Solutions”** – Qualified, trained drivers when you need them, for as long as you need them. An essential part of companies' capacity planning, giving our partners flexibility to cover vacations, holidays, seasonal peaks, and “bubbles” in your transportation schedule.

**TQM Training Solutions** - Results orientated customer specific training to educate all levels of transportation personnel. TQM has established the **Transportation Training Institute** created to deliver industry leading courses insuring your management and drivers are prepared for the challenge of managing and controlling your transportation risk.

**TQM Compliance Solutions** – Designed for companies that choose to employ their drivers, but would benefit from a comprehensive professional outsourced solution that insures their compliance risk is well managed.

We are currently offering driver solutions in the following states: CT, DE, IN, NJ, NY, MA, MD, PA, RI, and VA (but expanding quickly so if you need assistance, please do not hesitate to contact us!!).

“ M A K I N G   T H E   C O M P L I C A T E D   S I M P L E ”

**DAVE'S BACK PAGE**



Tractor-trailer drivers play an essential role in transporting needed goods locally as well as across state lines. But the sheer enormity of these rigs

makes them harder to control and more difficult to navigate especially when passenger vehicle traffic is present. Make every trip a safe one by following certain driving tips for tractor-trailer drivers.

**Tip # 1: Get Rested**

Fatigue seems to be a way of life for truckers, especially for

over the road (OTR) drivers. Long days, short nights, unfamiliar surroundings, not always the best food available - all can weigh in and make you tired. As much as it is within your ability, make sure that you get adequate rest.

**Tip # 2: Turning Left**

In many states you can make right turns at a red signal after a complete stop. In addition, in some states you can make a left turn on red provided you are on a one way street turning onto another one way street. By taking advantage of these opportunities you can save yourself time arriving at your destination sooner.

**Tip # 3: Stay Right**

Avoid the temptation to use the left lane other than for passing. In fact, in some states as well as on some interstate highways, tractor trailers are not permitted to use the left lane at all. By moving over, you'll allow faster (and impatient) passenger vehicles to pull away from you. It's a safety hazard when they are tailgating or riding right next to you.

**Tip # 4: Navigating Corners**

Handle corners with care by slowing down and allowing the tractor to pull the trailer and not the other way around this is especially helpful in winter driving when jackknifing can increase.

**Tip # 5: Road Conditions**

Slippery, icy or otherwise wet roads present a safety hazard to truckers as well as to everyone else on the road. Stop times take longer, maneuvering becomes more difficult and visibility is reduced. Potholes, roadwork and uneven pavements can also make it hard for tractor trailer drivers to control multiple tons of freight. Slow down when less than ideal conditions are present.

**Dave Wallover**

Vice President Operations