



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

Marquis Agency: Safety Compliance & Reducing Liability Risks

[Marquis Agency's Transportation Practice division](#) hosted its 9th Annual Motor Carrier Seminar last week in Newark, NJ. The focus of this year's event: Understanding Compliance, Safety and Accountability in the Trucking Industry. Guest speakers were John Cheruka, President of Commercial Vehicle Safety & Accident Specialists (CVSAS), Transportation Litigation attorney Douglas Marcello, Founding Partner of Marcello & Kivisto, LLC, and David Yessen, Transportation Specialist at the US Department of Transportation/Federal Motor Carrier Safety Administration Office of Enforcement & Compliance.

Check your CSA-SMS scores frequently—at least once a month, preferably twice a month.



Statistics show that 10% of Drivers cause 90% of the problems, so be sure to address frequent violations, which indicate a pattern of dangerous or high-risk behavior.

Don't cut corners: make sure your drivers perform pre-trip inspections every single time, and be sure to road test all applicants before hiring them as a driver. Background checks can only tell you so much—there's no substitute for first-hand observation.

—John Cheruka, CVSAS

Marquis is a business unit of one of the top 100 Insurance Brokers in the nation, and their [Transportation Practice](#) provides specialized insurance brokerage and risk management programs to the transportation industry.

Always look at your inspection reports as soon as they come in—don't wait. If there's a problem or a discrepancy, it's best to address it as soon as possible.



Make sure your drivers know who their Intermodal Equipment Provider is when they're on the road. If the inspector can't determine the IEP during the inspection, it will default to the motor carrier, and any violations found will be credited to your company—a difficult thing to correct.

—David Yessen, Transportation Specialist
US DOT-FMCSA Office of Enforcement & Compliance

The seminar, which was offered free of charge, offered a wide range of in-depth information on safety, compliance, vehicle violations, the importance of employment practices in liability defense, the effect of maintenance issues on legal liability, the current status of CSA reporting and the latest on the 2017 ELD Mandate requirements. [[CLICK HERE](#) to access the presentation slides from this event.]

Marquis' 9th Annual Safety Seminar, featuring (left to right): FMCSA's David Yessen, Transportation Litigation Attorney Douglas Marcello, and CVSAS President John Cheruka



Even simple CSA issues (turn signal violations, broken brake lights) can be used against you in the event of a lawsuit. Don't ignore them.

In the event of an accident, the #1 thing a driver can do is "Stay quiet." Don't give a statement while you're in shock or upset, because the first statement you give to police is the one that will need to be defended the most in court.

— Doug Marcello, Marcello & Kivisto, LLC



To learn more about how Marquis Agency can help reduce the cost of risk and address challenges specific to your transportation business, contact Transportation Practice Leader Michael Edwards at 800.272.6771, Ext. 7460, medwards@marquisagency.com.