

NEW CLIENT SERVICE

CSA/SMS MANAGEMENT

The Federal Motor Carrier Safety Administration's (FMCSA) "Comprehensive Safety Analysis (CSA)" program is now fully implemented and includes the "Safety Management System (SMS)" which tracks all motor carrier roadside inspection activity.

The CSA/SMS program assigns certain points to each violation detected during an inspection, sometimes incorrectly, and uploads those points to the carrier's individual SMS account, which is available for any interested party, including shippers, to see. This results in a score in each of the seven basic safety categories. If that score in any category is above a predetermined "*intervention threshold*" your company may be selected for an on-site audit. Unless monitored, it is possible that unjustified violations can produce scores above the "*intervention threshold*" that could subject you to an unnecessary audit.

Equally important, many shippers routinely monitor these CSA/SMS scores in their carrier selection and retention process in attempting to identify and eliminate from consideration carriers who are likely to have problems that could result in subjecting them (shippers) to so-called "upstream" lawsuits. These occur when parties injured by a carrier are looking "upstream" for someone with deeper pockets. There have been cases where shippers have been found negligent by not exercising due diligence in carrier selection.

We have introduced a program to manage clients CSA/SMS activity by monitoring the monthly changes that occur when the FMCSA updates the statistics for each carrier every month. We can analyze these statistics to make sure they have been scored properly based on the underlying violation cited and advise the impact that the changes will have as a potential for audit, and shipper interest. We can also challenge any violations that you believe were not caused by your company's driver/equipment, or are simply incorrect.

The charge for this program will be \$40.00 per month which will include continually monitoring and analyzing your SMS scores and advising you of any adverse findings. The program will also include periodic newsletters and bulletins containing alerts and interpretations of current safety compliance issues and assistance in periodically updating your MCS-150 registration, as required. Challenges are billed separately.

Feel free to call or write me for more information, or just return this e-mail indicating your acceptance and we will place you in the program.

Let me know if any questions.

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