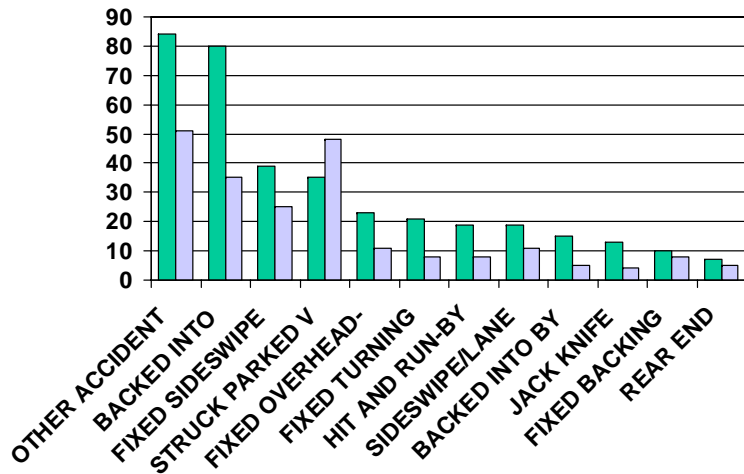
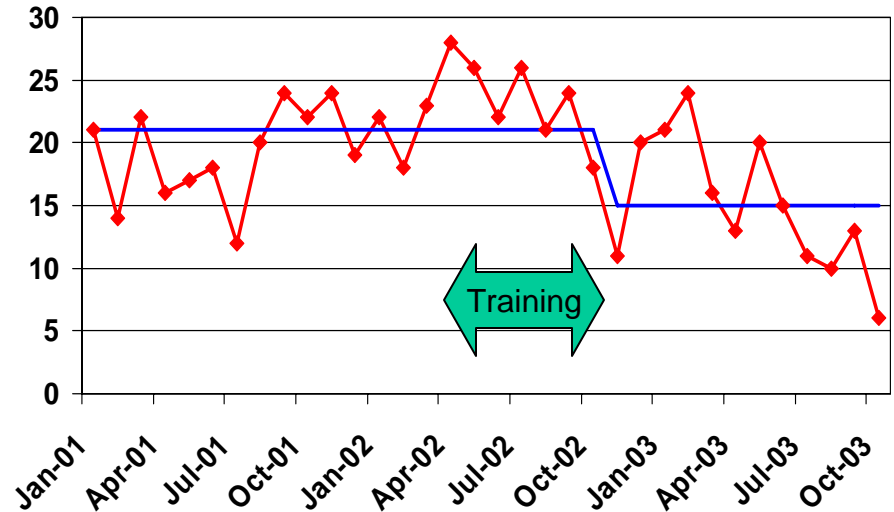


Analysis of Crashes Before and After Training

Number of Crashes by Type



Number of Crashes per Year



Crash type Identification

- Identify most common type of crashes
- Training plan Continuously Improved
- Discuss number and cost of crashes
- Total Crashes Reduced by 37%

Statistical Analysis

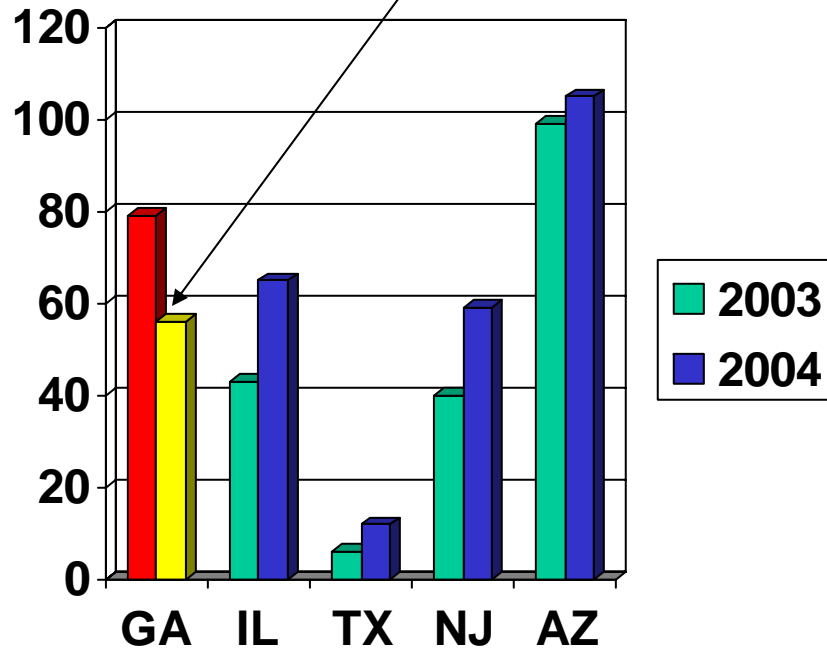
- MTBC Before Training – 530 Days
- MTBC After Training – 1004 Days
- 400 Crashes Before Training
- 252 Crashes After Training (Same # of Days)
- 37% Reduction in number of Crashes
- 89% Improvement in MTBC
- Example from Actual Customer

Actual Customer Results

5 Regions Evaluated, Trained GA Only in 2004

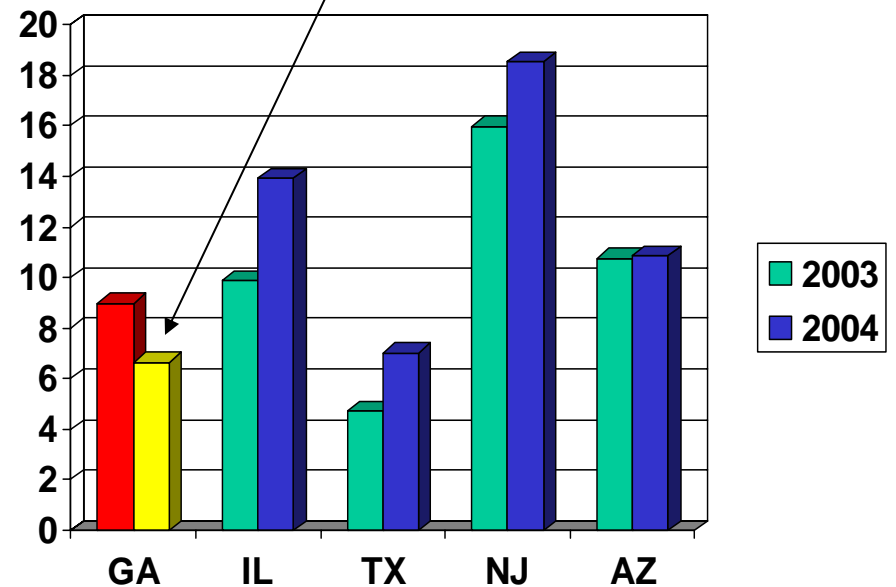
Crashes

Trained Drivers (red/yellow) are only group showing improvement from 2003-2004.



Crashes Per Million Miles

Trained Drivers (red/yellow) are only group showing improvement from 2003-2004.





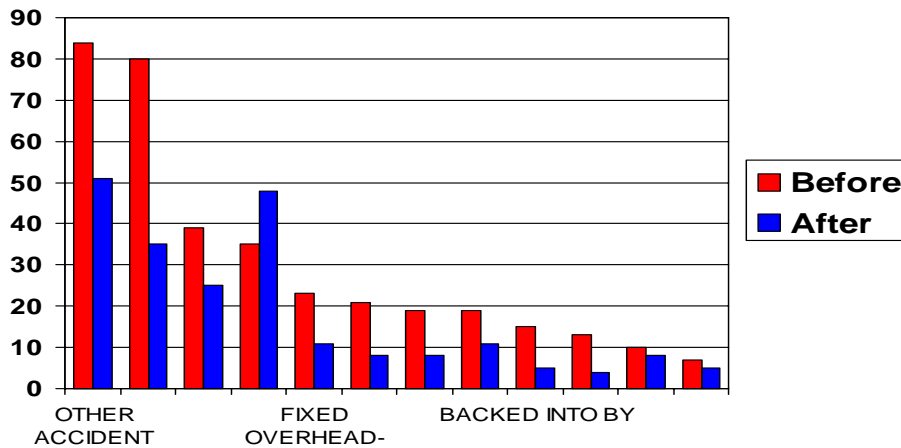
Two Vehicle Crash Statistics

- Passenger vehicle assigned 56% fault
- Truck assigned 44% Fault
- **Driver Recognition & Decision Errors** were the most frequently coded errors.
- Fatigue coded twice as often for passenger Vehicles.
- **Excessive Speed** coded more often for truck drivers.
- **Action or Inaction (Decision Making)** was the critical reason for 88% of crashes.



Pareto Analysis

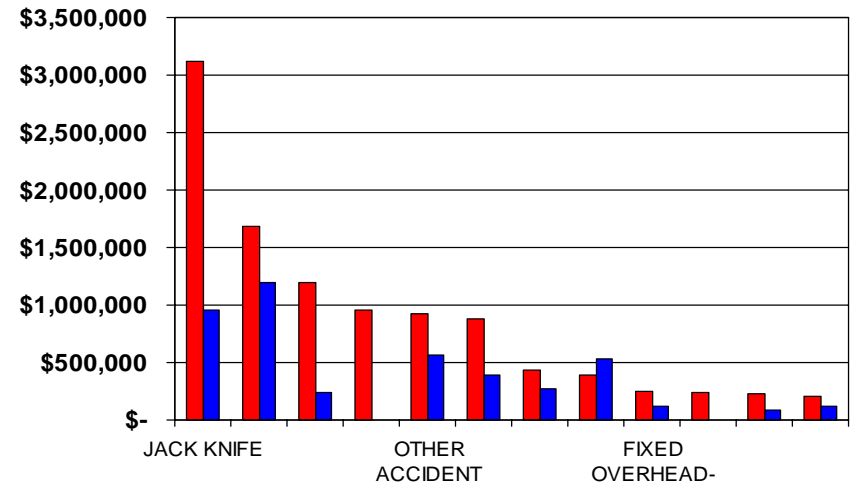
Number of Crashes by Type



Crash type Identification

- Identify most common type of crashes
- Training plan Continuously Improved
- Discuss number and cost of crashes
- Total Crashes Reduced by 36%

Cost of Crashes by Type



Crash Cost Analysis

- The following numbers are based on FMCSA crash statistics
- Non-Injury per crash total cost - \$11,000
- Injury per crash total cost - \$240,000

Improving Space Management Addresses 80% of Crashes



Additional Customer Statistics

Accident Savings Stats

Customer	Fleet Type	# of Drivers in Fleet	Driver s Trained	MTBC Before (days)	MTBC After (days)	MTBC Increased	Crash Rate Reduced	Crashes Before Training	Crashes After Training	Annual ROI \$	AnnualROI Ratio
Confidential	Large LTL	15,000	125	881	1383	57%	-64%	11	4	\$136,949	2.74
Confidential	Private Fleet Distributor 2002	12,000	426	530	1004	89%	-37%	400	252	\$532,579	3.13
Confidential	Private Fleet Distributor 2003	12,000	476	421	602	43%	-30%	123	86	\$830,545	4.36
Confidential	Teechnical Service fleet	15,000	58	632	983	56%	-37%	35	22	\$95,752	4.13

Fuel Savings Stats

Customer			Drivers Trained	Training Date	MPG Before	MPG After	Improvement %
Confidential	LTL		13	Aug-03	6.75	7.13	5%
Confidential	LTL		71	Aug-02	4.47	4.65	4%
Confidential	Private Fleet Distributor		23	Dec-02	7.49	8.39	12%