

John Seidl, Vice-President of Risk Services at Reliance Partners, is a nationally-known DOT/FMCSA expert. John is no stranger to the industry with over 20 years of experience. John started his career as a Wisconsin State Patrol Motor Carrier Inspector. After 12 years as a roadside inspector, he moved into a Safety Investigator position with the Federal Motor Carrier Safety Administration (FMCSA) where he worked on the National Drug/Alcohol Technical Advisory Group, the National ELD team, and was recognized as the Safety Investigator of the Year for two consecutive years. John's knowledge extends into the regulation of hazardous materials where he worked with the Federal Aviation Administration (FAA) as a Hazmat Investigator. John switched gears from a career in a law enforcement role to his passion – motor carrier safety education. He has facilitated countless safety seminars, driver meetings, mock compliance reviews, DataQ challenges, and rating upgrades for motor carriers, freight brokers, shippers and receivers throughout the United States. John also proudly served his country in the U.S. Army Reserves for 12 years, having served in Operation Iraqi Freedom.



What's the industry saying?

"John has been an instrumental part of our DOT safety compliance program and we feel that having him available to us has certainly been worth the investment. His positive approach to our drivers as it relates to managing and improving CSA Scores has positively impacted our company" -**Safety Director at Veteran's Truck Lines.**

"John conducted a driver meeting for us when he was an investigator with FMCSA that had a lasting effect on our company's safety culture. When he called to inquire about continuing our relationship, we didn't hesitate. Since then, he has taken a key role with internal staff development, improving audit compliance procedures, and enhancing our already solid safety initiatives. He is a true asset to have around." -**President at Starline Trucking**

"John is committed to FMCSA's safety mission in everything that he does. He demonstrates and upholds the essence of teamwork in his work with others at the local, regional and national level, always volunteering to share his knowledge and experience through training, outreach, and assisting on an investigation." -**FMCSA**

<https://www.meritorcya.com/Videos.aspx>
<https://www.dat.com/blog/post/why-would-truck-drivers-falsify-logs-its-the-meatloaf-says-seidl>
<https://www.freightwaves.com/news/economics/using-regulations-to-make-money>
<https://www.arrivelogistics.com/work-smart-make-money-webinar-files/>
<https://reliancepartners.com/blog/reliance-partners-announces-new-v-p-of-risk-services-john-seidl/>

At Reliance Partners, we understand the setbacks in the transportation industry with compliance. Our elite consulting team is designed to help you grow your business while developing a safer work environment. Our consulting services can be individualized for your business needs.

DRIVER MEETINGS * SAFETY SEMINARS * MOCK COMPLIANCE REVIEWS * DATAQ CHALLENGES * RATING UPGRADES

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Assessing the Risk (Technologies and FMCSA – CSA)

- Examine effective measurement methodologies to identify and assess hazards
 - Various Technologies utilized in Risk Analysis
 - IVMS (In-vehicle monitoring system) – Is IVMS right for you?
 - System selection
 - System implementation
 - Data management
 - FMCSA Safety Management System (SMS)
 - Hazard Identification
 - Risk Ranking
 - How to Control Your CSA Scores

Assist in Corporate safety Strategy and Culture

- Management commitment, leadership and accountability
- Discuss FMCSA Safety Management Cycle
 - Effective Policies and Procedures
 - Understanding Roles and Responsibilities
 - Hiring and Qualification of Employees
 - Proper Training and Qualification
 - Monitoring and Tracking of Safety and Compliance
 - Taking Meaningful Action Where Appropriate

DOT Regulatory Compliance

- Interstate vs. Intrastate
- Part 382/40 – Controlled Substances and Alcohol Use and Testing
- Part 383 – Commercial Driver's License Standards
- Part 380 – Special Training Requirements
- Part 387 – Minimum Levels of Financial Responsibility for Motor Carriers
- Part 390 – General
- Part 391 – Qualifications of Drivers and Longer Combination Vehicle (LCV)
 - Driver Instructors
- Part 392 – Driving of Motor Vehicles
- Part 393 – Parts and Accessories Necessary for Safe Operation
- Part 395 – Hours of Service
- Part 396 – Inspection, Repair, and Maintenance
- Hazardous Materials

USDOT – FMCSA Compliance Intervention Process

- Roadside inspections
- Safety audits
- Warning letters
- Interventions (Full comprehensive, on-site focused, off-site)
 - What triggers a compliance intervention?
 - Acute and critical regulation
 - How to prepare
 - What to expect

New and Updating Current Rules

- Electronic Logging Devices
- Drug and Alcohol Clearinghouse
- Coercion of Drivers and Carriers
- Crash Determination
- Driver qualification (sleep apnea, diabetes, etc)
- Intrastate Regulations
- Changes to CSA
- DataQ
- HOS

Managing Hours of Service

- Proper Management of ELDs
- Increase revenues using the HOS to your advantage
- Personal Conveyance
- Yard Moves
- Agricultural Exemption
- Proper Application of the 11, 14, 70 and 30 minute break
- Split Sleeper Berth education
- Requirements concerning HOS supporting documents

Roadside Inspections

- Common roadside violations
- Pre-trip inspections
- Unsafe driving
- Vehicle maintenance compliance

Reduce Crashes and Save Lives

- Accident countermeasures
- Insurance Claim Reduction
- Ensure safety compliance (Regulatory vs Safety)
 - Hazard awareness and observation programs
- Using technology to effectively reduce crashes
 - Saves Lives
 - On-boarding strategies for new and seasoned employees
 - Improves profitability
 - Mitigate risk and liability

Developing a Journey Management Process

- Creating a journey management profile
- Determining which controls to use and when
- Road hazard assessments
- Trip management
- Managing for continuous improvement
- Determining the effectiveness and reliability of programs