



RISK MITIGATION

FOR FLEET OPERATORS

Nuclear verdicts are on the rise!



Nuclear verdicts—or jury judgements awarding penalties of \$10 million or more—continue to rise in both amount (growing 51.7% in the last five years) and frequency (up 483% from just 2018-19!).

Liability Trends

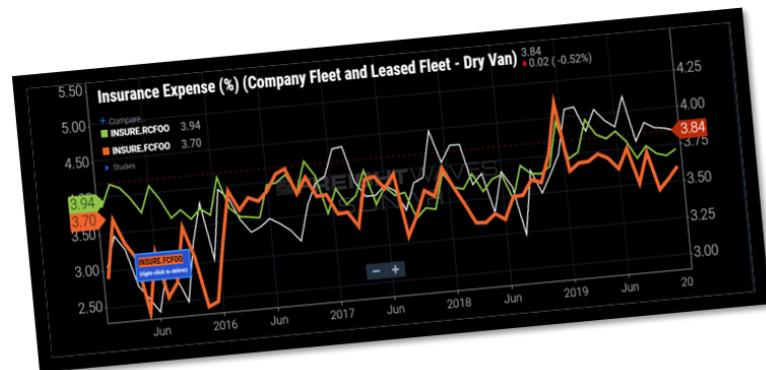


- **Shippers and Brokers:** Do your due diligence vetting carriers. (Look at safety scores *and* financials!)
- **Owner Operators or Contractor Misclassification:** Are you treating them as an employee or a business (as you should be)?
- **Negligence:** Can you be proven unfit to operate a fleet? Are you, for example, following/enforcing procedures, operating safe equipment, hiring the right people and providing ongoing train?
- **Reptile Theory:** The principal strategy plaintiffs employ, evoking fear in the jury making them believe that as long as a business is operating equipment, they and everyone around them are in immediate danger.

Market Impacts



Carrier bankruptcies have quadrupled! Fleets operate around a 5% margin, and with nuclear verdicts on the rise paired with insurance rates surging upward (by as much as 100%), many carriers have been chased out of the industry altogether.



Beyond Liability

There's more at risk than just liability:

- **The Brand:** From a services-provided perspective as well as avoiding undesirable headlines
- **Equipment:** Utilization and scalability
- **Compliance:** DOT / CSA
- **Capital Investment:** People, equipment and technology
- **Delivery Capacity:** Scarce and finite



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The “Dirty” Five



If any of the below can be proven in court, the potential for a nuclear verdict increase significantly:

- Fatigued driving
- Distracted driving
- Driving under the influence
- Lack of equipment maintenance
- Inexperienced / improperly trained



Mitigating the

RISK



There's more at risk than just liability:

- Retain the right people; “good” turnover should be accepted
- Reviewing the network or delivery solution
- Knowing and staying current with regulations
- Vetting Carriers - scores and rating
- Policies and policy compliance
- Technology enhancements
- Equipment – Preventive maintenance, annual inspections and correcting defects
- Outsourcing – maintain control without the risk



The Aim Advantage

- **Safety** is Paramount at Aim
- Aim is Privately held **Family Owned and Operated**
- Aim has decades of Industry **Experience**
- Aim's solution is customizable to meet **YOUR business needs**
- Aim specializes in **servicing our customers**
- Aim will hire **Career Professional Drivers** specifically for your business
- Aim's Information Technology Group is in-house: **real-time visibility, functional reporting, and total flexibility**
- Aim Central Operations **24/7** Coverage
- Aim has a commitment to **Continuous Improvement**
- Let Aim Decrease your Risk and allow you to increase focus on **Core Competences**

