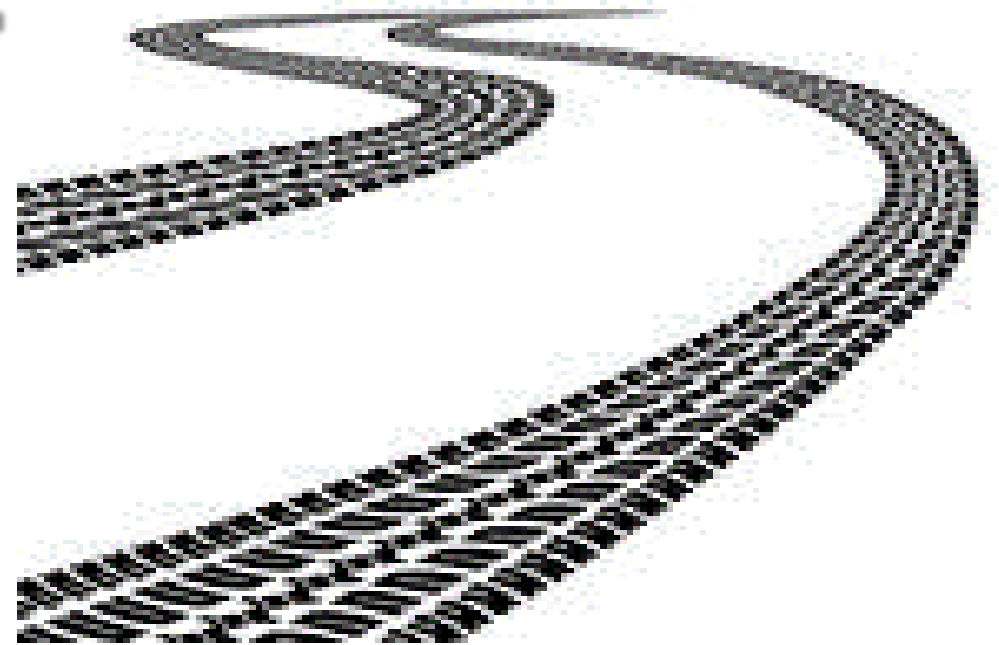


Milk Safety Where the Rubber meets the Road



**Joshwa Salisbury
Salisbury Trucking**

Background

- Family History

- Arlee Salisbury (Great Grandfather)- began hauling cream in the late 1920's.



Background

- **Family History**

- Roy Salisbury (Grandfather)- returned from Korea in 1952 and started hauling can milk. He started hauling bulk milk in 1962 .



Background

- Family History

- Dan Salisbury (Father)- took over the family milk hauling business in 1978.



Our Path

Fleet

- We bought one milk truck and route from my parents in October of 2003.
 - Currently we have 39 trucks
 - 32 milk trucks
 - 12 super tankers
 - 29 tandem tankers
 - 7 gravel trains
 - 2016 Fleet Mileage was 5,697,309

Milk

- Our original route had 80,000 lbs. of milk

Currently

- 1,100,000 lbs. of DFA milk
- 350,000 lbs. of MMPA milk
- Various Finished Dairy Products

Our Path



Our Path

- Employment
 - Total of 70 Employees
 - 51 Drivers
 - 8 Mechanics
 - 11 Office Staff



Our Family

- We have been blessed with 7 beautiful children
 - 4-Girls
 - 3-Boys
 - Ages 16 to 3



Milk Hauling Safety On the Farm

- Second line of defense in food safety at the farm level behind the Dairy Farmer.
 - Poorly cleaning bulk tanks
 - Poorly cooling tanks/compressors
 - Over cooling tanks/ice buildup
 - Malfunctioning equipment
 - Debris in the milk
 - Abnormal smell to the milk
- Sometimes we can detect a small problem before it becomes a much larger issue for the farm.
- Before the milk is co-mingled

Milk Hauling Safety On the Farm

- **Driver Safety on the Farm**
 - Slips/Trips/Falls
 - Causes include: worn out work surfaces- cement floors & bulk tank ladders
 - Proper Footwear
 - Winter Maintenance
 - **Climbing on top of Tankers**
 - Checking Seals
 - Falls can be deadly
 - Potential Advancements in Safety
 - Side/Rear Tanker Emptying
 - Sealing levers
- Retro-fit costs to tankers & receiving plants



Milk Hauling Safety On the Road

- DOT Compliance
 - Hours of Service restrictions
 - Farm Pickup time constraints
 - Receiving Plant Productivity
 - Plant Breakdowns
 - Over Capacity
 - Tug of War between DOT Compliance and the Receiving Plants



Milk Hauling Safety On the Road

- In the Past:
 - Motor Carrier alone was held responsible for Hours of Service Violations by Drivers
- November of 2015:
 - US Department of Transportation put in effect a Federal Ruling that gives them the Authority to take enforcement action against the entire transportation chain including but not limited to shippers, receivers, and transportation intermediaries.
 - Everyone in the chain can potentially be held responsible, prosecuted, and/or fined.
 - 49 CFR Parts 386 & 390 of the Federal Register
- Communication:
 - Everyone in the Chain needs to be equally valued
 - Improve farmer/hauler communication
 - Improve Hauler/Co-Op/Receiving Plant communication and efficiency

Milk Hauling Safety On the Road

- Safe Parking
 - Recent estimates for truck parking are for 300,000
 - Approximately 3 million truckers on the roadway
 - Leads to:
 - Parking on entrance/exit ramps
 - Parking in open unsecured lots
 - Crime- assault and homicide
 - Cargo/Equipment theft
 - Traffic Hazard



Milk Hauling Safety On the Road

- Jason's Law
 - Provide Federal Money
 - Construct
 - Improve
 - Re-open
- Commercial Truck Parking Areas
- Development of the National Coalition On Truck Parking



Milk Hauling Safety On the Road

- Hauling a product that moves
 - Surge and Slosh Training
 - Right truck for the right load-full tankers matter
 - Careful route planning and fleet management
 - Approximately 1300 tanker rollover accidents occur each year

Slosh



Surge

Milk Hauling Safety On the Road

- **Driver Shortage**
 - **Current Data**
 - **68.9% of all freight tonnage is moved by truck on our nation's highways**
 - **At the end of 2015 the driver shortage was just under 50,000 drivers**
 - **Predictions are as high as 175,000 drivers by 2024**
 - **How does this effect milk safety?**
 - **Leads to less qualified drivers behind the wheel**
 - **Puts Hours of Service to the maximum for drivers**
 - **Increased fatigue levels**



Milk Hauling Safety On the Road

- Milk Hauling
 - Requires a more highly qualified driver
 - Drivers must work weekends and holidays
 - Work in inclement weather conditions
- Solutions
 - Increase wages
 - Improve Benefits
 - Insurance - Health/Life/Disability
 - Retirement
 - Vacation Time
 - Safety Bonuses
 - Allow for time off
 - Recognition
 - Enjoyable workplace

