



Reasons for transforming truck
and bus driver health

10

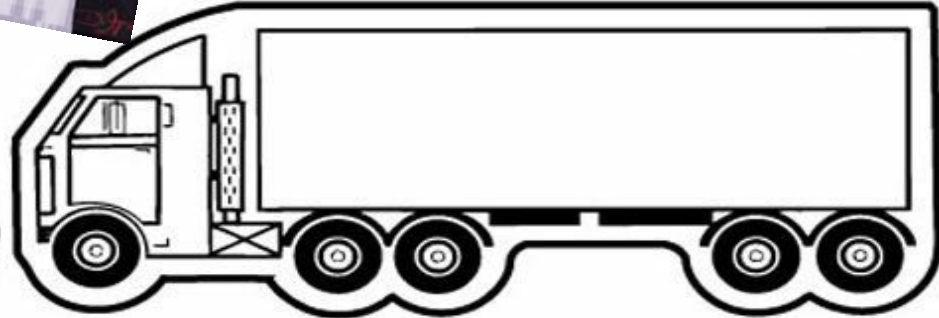
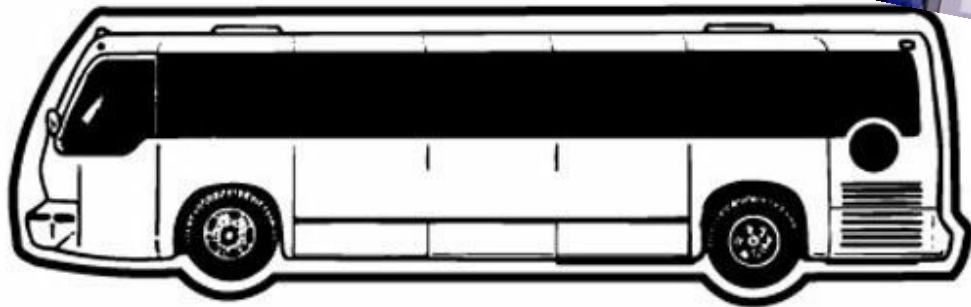


Ways to Transform Driver Health
at Home , Work or On The Go



10

Reasons for transforming truck and bus driver health



1

Health of the driver

**CHANGE
THIS!!**

Mamma don't let your
babies grow up to be
transportation workers



Diabetes is 50% ↑ than NR
87% pre/hypertensive NR 58%
75% are over weight/obese
OSA with a BMI >33 = 77% chance
8% exercise NR = 49% exercise

Those who work as truck and bus
drivers have the lowest overall
health rating, according to the new
Gallup Well-Being Index.

<http://qz.com/62964/life-is-a-shorter-highway-when-youre-a-truck-driver/>

2

Cost of accidents and liability

Let's Continue to ↓ #s

Truck Accident Lawyer News Blog!

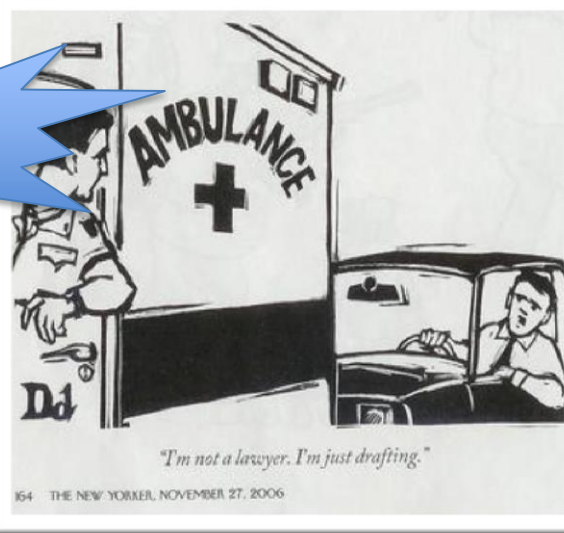
Truck Accidents 360 Newswire

Truck Accident Lawyer News Blog

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Average cost of an accident

Non Injury	\$138,000
Injury	\$331,000
Fatality	\$7,200,000

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« Motorist Killed in Fiery Semi Truck Accident in Suwanee, GA

One Killed in Pomona, NJ Semi Truck Accident

November 8th, 2013 | Author: Sue Doughty

POMONA, NJ – A semi truck ran a red light in Pomona, NJ on November 4, colliding with two vehicles and then running over a third car with three occupants, killing its driver. A total of seven other people were injured in the accident. Pomona is located in Galloway Township, in the southern part of the state about 60.7 miles southeast of Trenton.



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- Motorist Killed in Fiery Semi Truck Accident in Suwanee, GA
- 18 Wheeler Overturns On Curve in Wilson, NC
- Semi Truck Accident on I-40 Overpass in Greensboro, NC

3

Preventing accidents, lives lost or lives changed forever



3 people killed, numerous injured, & bus driver was diabetic

Truck Driver ran a red light. Driver of car is killed

Truck industry workers experience the third-highest fatality rate of all occupations in the United States. About two-thirds of fatally injured truck workers are involved in highway crashes.

4

D.O.T. Medical Exams

May 2014

Be
proactive!

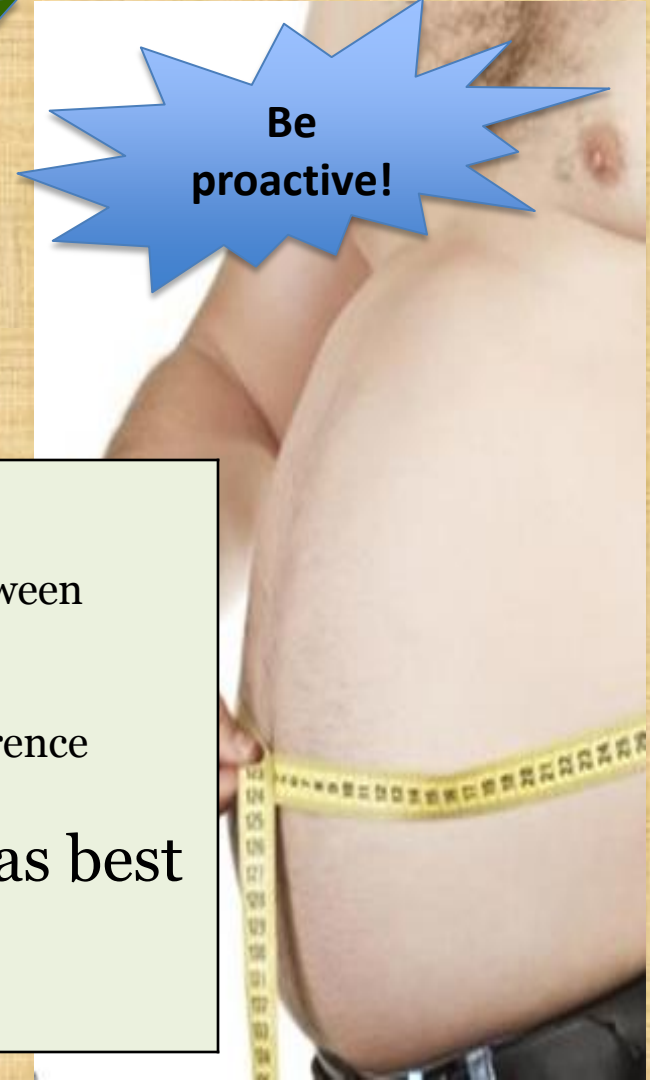
Regulations Versus Medical Guidelines (Guidance)

As a medical examiner, it is important for you to distinguish between medical standards ([49 CFR 391.41](#)) and medical guidelines.

Regulations/standards are laws and must be followed.

Whereas guidelines, such as advisory criteria and medical conference reports are recommendations.

While not law, the guidelines are intended as best practices for medical examiners.



Looking at Blood Pressure as an example

Get it under control before the next exam!!

87% of truck drivers are pre or hypertensive

Stage 1 Hypertension:

A. First Visit:

1. If BP is between 140/90–159/99 recommend 1 year certification

B. Second Visit:

1. A BP equal to or less than 140/90 recommend recertified for one year
2. If BP is between 140/90–159/99 recommend recertification for 3 months

Stage 2 Hypertension:

A. First Visit:

1. BP is 160/100-179/109 should be treated and given one time certification for 3 months.

B. Second visit:

1. BP must be equal to or less than 140/90, he or she may be recertified annually thereafter

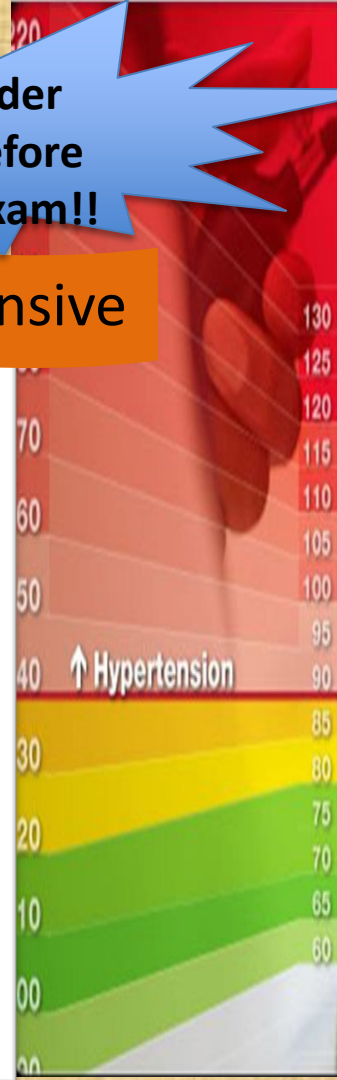
Stage 3 Hypertension:

A. First Visit:

1. BP equal to or greater than 180/110 shall NOT be certified until BP is reduced to 140/90 or less

- ### B. Subsequent Visits
- once BP is reduced to 140/90 or less - recertified every 6 months

Source: http://nrcme.fmcsa.dot.gov/mehandbook/hypertension4_ep.aspx



5

Cost of replacing a driver



What does it cost you?

Training	Cost of 6-8 week class	\$5,000
Recruiting	Advertising, calls, physicals, drug test, orientation	\$2,000
Referral	Bonus for a referral	\$3,000
Equipment maintenance	Est. 30%↑ in costs, not fuel	\$5,000
Insurance	Est. cost is \$10K vs. Exp. driver 4.8K	\$5,200
Total		\$20,200

6

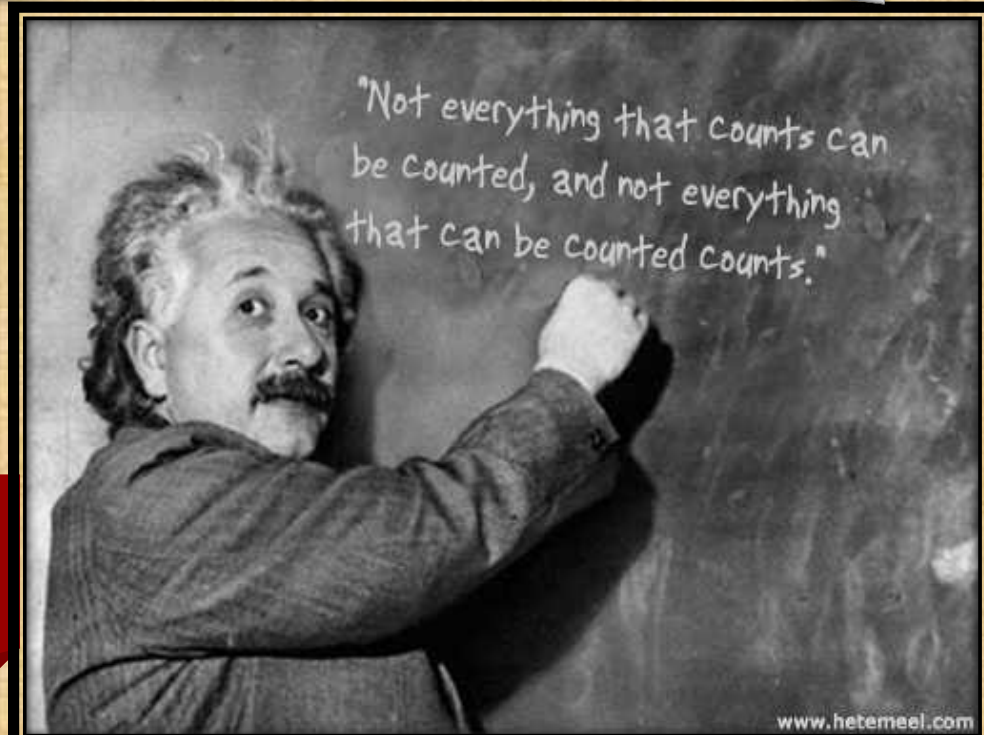
Return on Investment – ROI for
Health & Wellness

ROI

Return on Investment
(ROI) approximately for
every one dollar spent
will save 2 to 4 dollars

Wellness Council of America [WELCOA]

A company using telephonic
health showed a 4.95-to-1 ROI



7

Value of Investment - VOI



Being an industry leader, part of the elite group of companies who make health & safety a priority

Your company is viewed as caring about:

- ✓ your employees
- ✓ about the safety of the driver
- ✓ their family
- ✓ your community
- ✓ your industry
- ✓ safety of others on the road

What do you value?

looking beyond pure dollar savings

8

Driver shortage

How can you
attract &
retain drivers?

**WARNING!
DRIVER
SHORTAGE**

Attract and retain
employees

Show you care

- ✓ Declining health & retirement creating a serious shortage of qualified drivers.
- ✓ Shortage of long haul drivers with 200,000 vacancies
- ✓ a turnover rate of 100% in 2012
- ✓ U.S. Bureau of Labor Statistics expects trucking jobs to increase at a rate of 20% between 2010 and 2020

9

Pilot & Research Projects

Transportation
Institutions

Partner
with us in
research




Bringing
technology
and people
together

- ✓ Exciting new projects
- ✓ Evidence based practices
- ✓ Return on investments
- ✓ What works and what doesn't work
- ✓ Gain knowledge
- ✓ Be involved



10

The cost of doing nothing



What do you want to do?



The workforce is far from healthy. A healthy workforce is also critical because of both the possible career-ending due to poor health and the potential for increased risk of accident or injury

It is unlikely that most industry sectors would be successful in the competitive national and worldwide environment without healthy and high-performing employees.

Dee W. Edington, of the University of Michigan Health Management Research Center

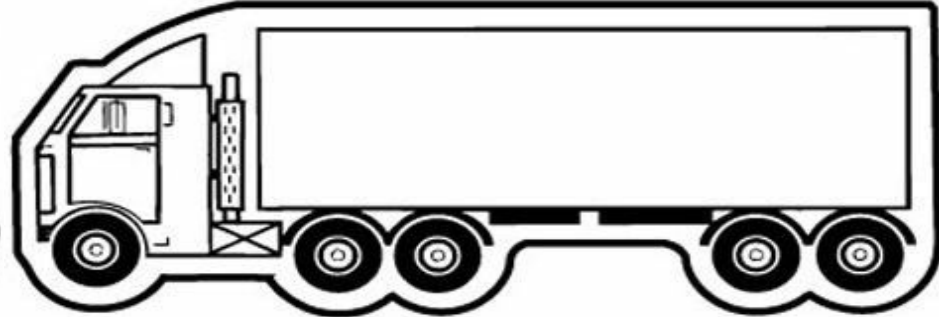
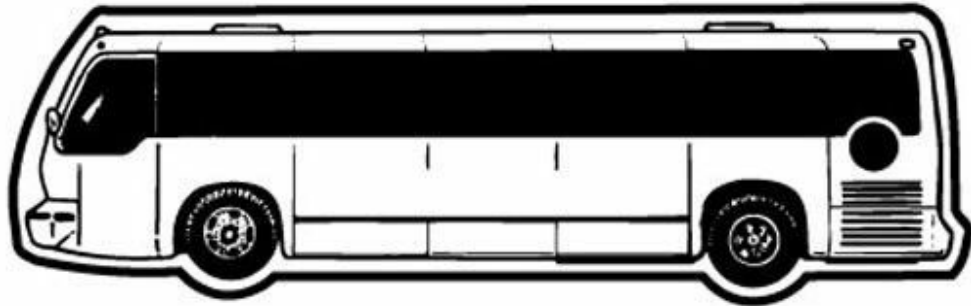
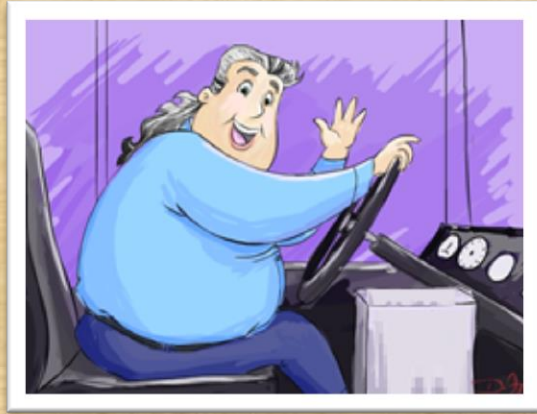
The Five Pillars of Corporate H&W Implementation



- (a) corporate senior leadership must create the vision to integrate health into the core business;
- (b) operational leadership must align the workplace with the vision;
- (c) self-leadership must be encouraged with a goal of creating winners;
- (d) Actions should be rewarded to reinforce the culture of health;
- (e) quality assurance must ensure that outcomes drive the strategies.

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Ways to Transform Driver Health at Home , Work or On The Go



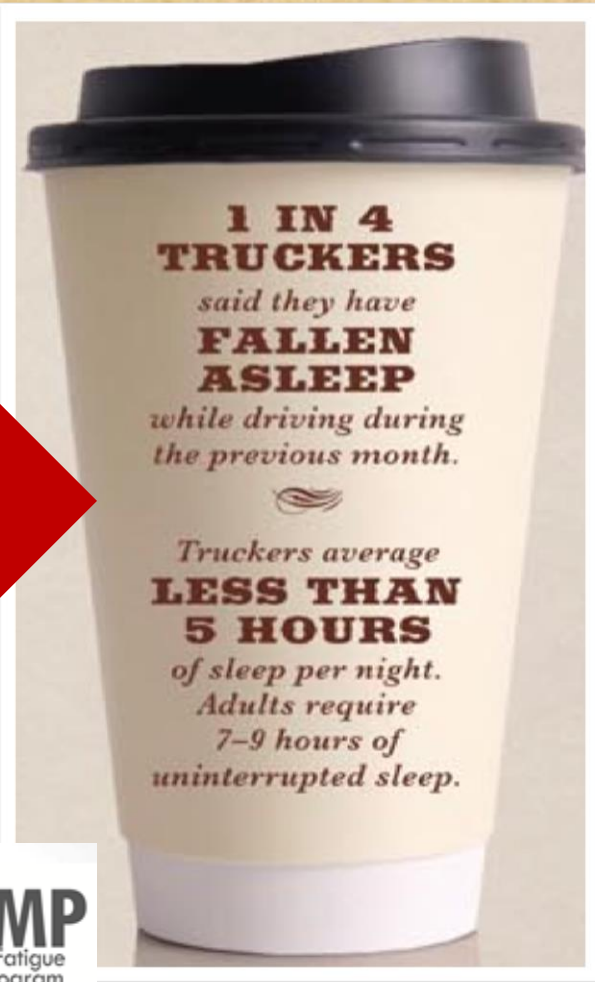
1

Combating Driver *Fatigue* with a UNIQUE CARING APPROACH

“High-drowsiness road conflicts were 70% more likely for drivers who did not use a safety belt than for drivers who did, with the probable link being driver obesity”

Two Behavioral Red Flags, driver Single vehicle crash involvement and nonuse of safety belts Ronald r. Knippling

Using technology to provide
questionnaires, and educational
materials to the driver's finger tips
www.healthesignals.com



2

Overnight O2 Sat Testing and/or Mobile Sleep Testing in the comfort of the cab



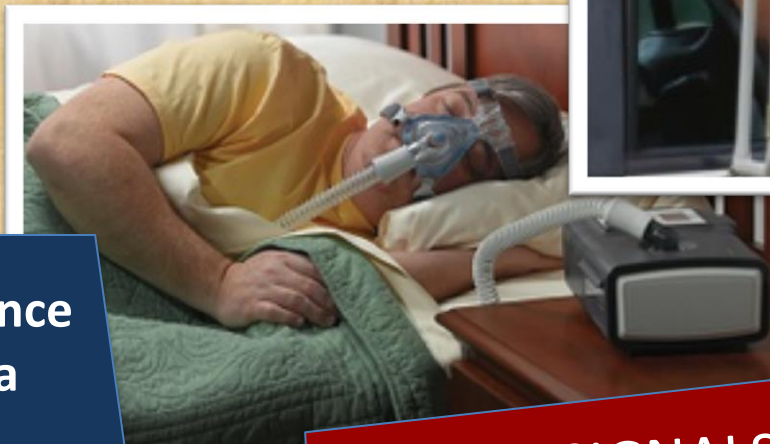
Treatment of OSA showed a:
30% ↓ in preventable crashes,
48% ↓ in average cost per crash,
50% ↓ in healthcare costs
200% ↑ in employee retention

Testing methods other
than in lab sleep studies
more cost-effective than
not screening

<http://www.ncbi.nlm.nih.gov/pubmed/18215538>

3

APAP **Real-Time** Monitoring & Coaching



**Treatment acceptance
may need to be a
condition of
employment for
affected drivers**

<http://www.ncbi.nlm.nih.gov/pubmed/18215538>

**HEALTHeSIGNALS ...Taking Driver
Fatigue beyond USAGE ONLY
MONITORING to a total of 29 Indexes**

4

Real-Time Blood Pressure data
from cab of the truck or terminal

Weekly
coaching, a
caring
approach

87% of
drivers are
pre-hypertensive
or hypertensive

DOT Guideline
Blood pressure below 140/90



5

Using a BLUE TOOTH *Weight Scale* to monitor, motivate, educate, & COACH

Average life expectancy of drivers is **61** years



Caring,
individualized
approach

75% of truck drivers
are **over weight** or **obese**
8% of truck drivers exercise

6

Using a pedometer to motivate and develop new exercise habits

HEALTHeSIGNALS will coach, monitor, reinforce, and work with your truck driver

75% of truck drivers are *over weight* or ***obese***
8% of truck drivers ***exercise***



7

Using a BLUE TOOTH Glucose Meters to monitor, motivate, & COACH

If Diabetic – do BG level within 1 hour before driving & approx. every 4 hours while driving

Test if BMI ≥ 25 & inactive, family history high-risk ethnicity, BP $\geq 140/90$ American Diabetes Assoc. >

Diabetes in Truck Drivers is 50% higher than the national rate



8

Using a BLUE TOOTH Pulse Oximeter to monitor blood oxygen levels to motivate & COACH

Working together!

...and 6 minute walk continuous blood oxygen testing

54% of truck drivers *smoke*
Hypertension, diabetes, obesity affect the heart and lungs

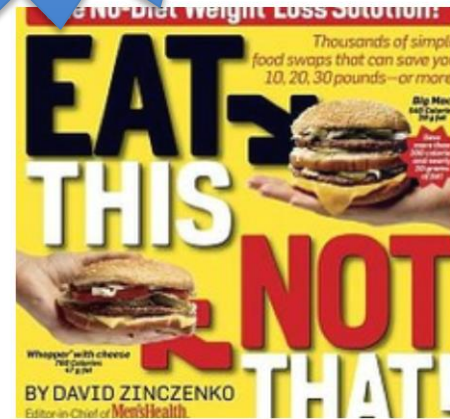


9

Educating, coaching, and motivating **HEALTHY** nutritional choices

Drivers stated they do not know how to improve their health

Educational videos
How to read a food label
Nutritional Coaching



Interstates are “food deserts”
Many people live off of prepackaged, high calorie snacks

10

HEALTHeSIGNALS caring
monitoring and coaching staff

Educational videos
Questionnaires, liaise
with Physician

88% of
physicians would
like to see
trending vital
signs data – Wt,
BG, BP, exercise,
calories, sleep



Monitoring



Driver Portal



10

SHIFT results shows health coaching is more effective

Safety and Health Involvement for Truckers

Shift evaluated a new health promotion intervention model for truck drivers:

- behavioral computer based training and
- motivational interviewing (MI) health coaching

Imagine combining vital sign information, education and Health Coaching!!!

Your driver & HealthSignals

Join together in bringing driver health to a new level

Addressing:
low life expectancy, chronic disease,

By: building relationships through
monitoring, coaching, and caring for
each driver as an individual

www.HEALTHeSIGNALS.com



Please Contact:
Betty Couture
Clinical Operations
Cell: 716-512-2032
betty@healthesignals.com



Let us transform the health of your drivers



10 Things we can do to transform driver health

1. Combat Driver Fatigue with unique tools, questionnaires, monitoring, and coaching
2. Mobile Sleep Testing in the cab of the truck— discuss results and diagnosis with the driver
3. Auto Titrating Positive Airway Pressure sending 29 parameters from the driver in real time
4. Blood Pressure monitoring from the cab of the truck in real time
5. Exercise coaching while monitoring steps taken with wireless pedometer
6. Blood Glucose monitoring, coaching, & educating regarding levels, nutrition, and exercise
7. Weight loss, decrease BMI, decrease weight circumference by monitoring weight and coaching
8. Blood Oxygen monitoring for those suffering from breathing issues or heart disease
9. Nutrition education, coaching and goal setting tailored as each driver is an individual
10. Caring monitoring & coaching staff that work with each driver and their situation to maximize outcomes

www.HEALTHeSIGNALS.com



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