

WHAT EVERY FLEET EMPLOYEE WANTS EVERY DEPUTY AND DRIVER TO KNOW



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The relationship between fleet staff and our deputies and drivers is critical to every function of any law enforcement organization. Constant communication, actively listening with empathy, combined with inspired creativity and a willingness to solve the evolving challenges facing fleets and law enforcement are necessary

to overcome the paradigms of established traditions and practices.

What does that mean to you the deputy and you the driver? What does that mean to the fleet mechanic, fleet manager, procurement manager or finance director? What does it mean to the incoming employees in fleet and law enforcement? It means we have evolving challenges, especially when it comes to improving fuel efficiency and overcoming the rising cost of a fully equipped vehicle. In law enforcement, it means a need for more equipment and technology added to the vehicle protecting our brave deputies from ever-increasing threats. Ballistic panels, ballistic glass and perimeter alerts all have added significant costs to upfitting a vehicle.

Fleet staff is actively listening to your need for added protection. The old Crown Vic is gone. We paid less than \$20,000 for it. Fully upfitted, a CVPI would cost less than \$30,000. So, where does the money come from? COVID-affected budgets are sure to reduce funding across the nation. How does law enforcement and fleet work together to overcome this upcoming obstacle? Creativity and a willingness to shift paradigms, reshape traditions and practices. Part of wanting to become a deputy is wanting to drive a fast car as fast as you can. Part of becoming a mechanic is wanting to work on a fast car and make it go as fast as it can. We have that common thread. Speed. We just love it. But should we?

Our answer is simpler than you might think. Let's go old school and whiteboard it. Safer driving starts with slower driving. The pace car never crashes. Less unnecessary speeding means fewer crashes. Face it, most law enforcement crashes do not occur in a pursuit. The majority of crashes come when you are complacent during routine driving. There is that Below 100 concept of Complacency Kills! Improved fuel efficiency comes from less speeding and less idling. Less speeding results in less heavy braking and less tire wear. Combined, you have money saved in fleet operations. Incorporating these simple practices is how deputies and drivers alike can make huge strides in saving their agency money, which could then be spent on acquiring additional safety equipment to protect you.

Can we have a Below 100 courageous conversation? Fleet, human

resources, procurement and finance are tasked with purchasing the most fuel efficient and highest safety rated vehicles for your driving experience. New vehicles come with all the goodies, a risk manager's dream. Lane departure warning, pedestrian warnings, automatic emergency braking, backup cameras, and forward collision warnings. Vehicle software reduces RPMs at an idle to save fuel. Telematics tell us so much about our driving behavior, such as when and where we are speeding. Hard acceleration and hard braking counts toward trip scores that define the driver, and not just in the eight seconds surrounding a crash. If you have retrieved crash data after a crash, you know the vehicle is recording everything. Seat belt usage, passenger presence, throttle position, ignition key cycles and brake engagement are recorded by the half second. Crash data gives us only a snapshot of driving performance.

ROAD SPEED VIOLATION

64 MPH

45 MPH

05:39 AM EDT

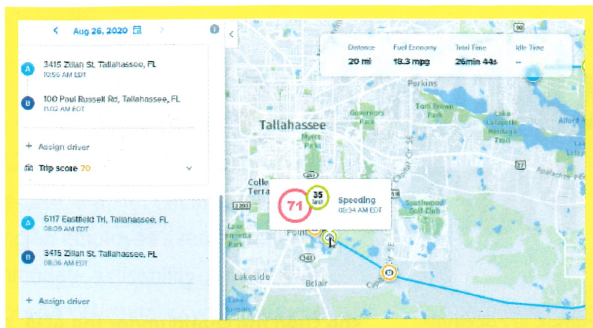
PRE-CRASH DATA -5.0 TO -0.5 SEC (RECORD 1) - TABLE 1 OF 2

Time (sec)	Accelerator Pedal Position, % Full (Accelerator Pedal Position) (%)	Service Brake (Brake Switch Circuit State)	Engine RPM (Engine Speed) (RPM)	Engine Throttle % (Throttle Position) (%)	Speed Vehicle Indicated (Vehicle Speed) (MPH) (km/h)	System Power Mode Status	System Backup Power Mode Status
-5.0	17	Off	1,600	24	64.6	Run	Run
-4.5	16	Off	1,536	23	64.0	Run	Run
-4.0	8	Off	1,536	21	64.0	Run	Run
-3.5	0	Off	1,536	10	63.4	Run	Run
-3.0	0	Off	1,472	12	63.4	Run	Run
-2.5	0	On	1,472	14	62.8	Run	Run
-2.0	0	On	1,472	14	62.1	Run	Run
-1.5	0	On	1,280	11	56.5	Run	Run
-1.0	0	On	1,152	13	49.7	Run	Run
-0.5	0	On	960	12	41.0	Run	Run

SYSTEM STATUS AT EVENT (RECORD 1)

Complete File Recorded (Event Recording Complete)	Yes
Event Record Type	Deployment
Crash Record Locked	Yes
OnStar Development Status Data Sent	Yes
OnStar SDM Recorded Vehicle Velocity Change Data Sent	Yes
High Voltage Disable Notification Sent	Yes
Deployment Commanded in Energy Reserve Mode	No
Deployment Event Counter	1
Multi-Event, Number of Events (Event Counter)	1
OnStar Notification Event Counter	1
Algorithm Active - Frontal	Yes
Algorithm Active - Side	Yes
Algorithm Active - Rollover	Yes
Algorithm Active - Rear	Yes
Ignition Cycle Crash (Ignition Cycles at Event)	8,708
Time From Event 1 to 2 (Time Between Events) (msec)	Data Not Available
Concurrent Evening Flag Set	No
Event Severity Status: Frontal Pretensioner	No
Event Severity Status: Frontal Stage 1	No
Event Severity Status: Frontal Stage 2	Yes
Event Severity Status: Left Side	No
Event Severity Status: Right Side	No
Event Severity Status: Rear	No
Event Severity Status: Rollover	No
Event Severity Status: Battery Disconnect Switch - Side Impact	No
Safety Belt Status, Driver (Driver Belt Switch Circuit Status)	Not Buckled
Safety Belt Status, Right Front Passenger (Passenger Belt Switch Circuit Status)	Not Buckled

Telematics gives us the data over the whole shift of driving. What does it tell us? It tells us how often you are speeding, how many hard accelerations and many hard-braking events that occur. How aggressive were you driving the day of your wreck? Is the driving you exhibited the day of your wreck the same as the way you drive normally and if so, should it be? See the example below.

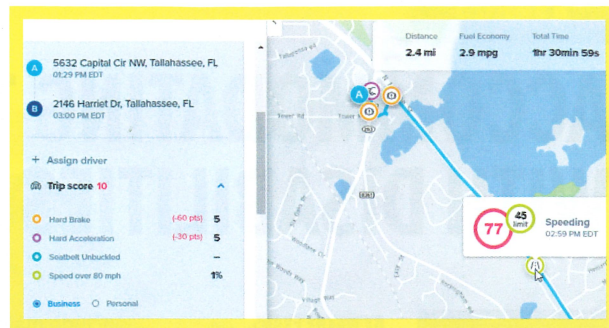


When you need to speed and drive aggressively, you should. If you are driving to save a life or protect a life, by all means, get there as quickly as necessary and within your agency's policy. Integrity is what you do when no one is looking. When you are driving a marked unit, someone is always looking. If you are driving home, driving to lunch or driving to the gym, please slow down.

Driving 20 miles per hour over the speed limit is not necessary for 80-90 percent of your driving time. Driving that fast leads to faster tire wear and faster brake wear, increasing the frequency that your vehicle is in the garage. A set of pursuit tires installed is more than \$500. A complete brake replacement can exceed \$600. Driving 20 miles per hour over leads to more expensive crash repairs and increases the likelihood your vehicle becomes a total loss in a crash. How much less bent metal could there be if you were not speeding? The unnecessary 20 MPH over is just flat-out bad press and it leads to a loss of public trust and gives credibility to the notion that law enforcement is above the very laws they enforce. We all know 90 percent of all communication is non-verbal. An officer driving the speed limit is an example of building trust and legitimacy, the first pillar of 21st century policing. And it costs us nothing. Slow down when you can. Our attitude becomes our behavior. Only you and your supervisors really know if speeding is actually necessary. As humans, we tend to always find a way to justify our driving. Should we? At the time you are speeding only you know what the motivation is. What is it?

94% OF CRASHES ARE CAUSED BY HUMAN ERROR.

Idle time is entirely influenced by the driver. Fleet employees can add software revisions lowering engine RPMs at idle. The driver can decide to reduce idle times by turning the key off. When you have to run back into your house for something, when you stop to eat lunch, or stop to drop evidence and submit paperwork, shut your vehicle off. One hour of your engine idling is roughly the equivalent of driving 33 miles. You could save up to three gallons of fuel. Three gallons of fuel conserved per day could save your agency \$1,560 per driver, per year. Now combine that with extending the life of your tires and brakes. Improving your driving habits can save your agency up to \$2,660. How many drivers are in your

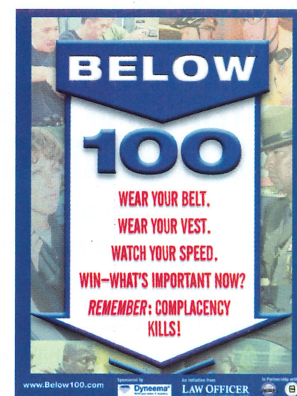


agency? Is there \$2,660 worth of protective equipment that could be added to your vehicle or your personal inventory? Absolutely.

Autonomous operation of vehicles is coming and it will reduce the effect of humans being behind the wheel. Why? The human driver is the largest and most uncontrollable variable in vehicle and fleet performance. Why would two deputies working the same zone, on the same shift, performing the same job, and driving the same year, make, and model vehicle have different miles per gallon, idle hours, brake wear and tire wear? Why would their vehicles have different downtimes for crashes and repairs? The only thing different from vehicle to vehicle is the driver.

PILLAR 1	Building Trust & Legitimacy
PILLAR 2	Policy & Oversight
PILLAR 3	Technology & Social Media
PILLAR 4	Community Policing & Crime Reduction
PILLAR 5	Officer Training & Education
PILLAR 6	Officer Wellness & Safety

One of the six pillars of 21st century policing is officer health and wellness. Below 100 training teaches you to wear your seat belt, to watch your speed, to wear your vest, focus on what is important now and that complacency kills. You may go through your whole career and never fire your weapon on duty, but, without fail, you will be involved in a vehicle crash and the combination of your speed and your attitude will be a factor. Wearing your seat belt reduces the severity of your injuries in a crash. Not wearing your seat belt will significantly reduce your worker's compensation benefits. Speeding increases the severity of your injuries along with the severity of the vehicle damage.



We love you. Every one of you. Good drivers and bad drivers alike. We can buy cars. We can't buy the brave souls that protect and serve our communities. Please conserve fuel by reducing your idling when you can, slow down when you can and always wear your seat belt. Safer driving saves money, allowing fleet managers to expand the acquisition of equipment to enhance your protection.