

Curriculum Vitae

Andrew J. Sievers

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Professional Work History

March 2003- Present

**Consultant and Expert Witness
Sievers Safety Services**

- Expert Witness in truck accident cases
- Safety and Risk Management Consultant

April 2003- August 2007

**Safety and Training Consultant
Director-Loss Prevention
ATC Leasing/JHT Holdings, Inc.**

- Assembled team of sixteen Field Safety Managers
- Reduced vehicle accident frequency and severity by 20% in first year
- Developed a recurrent training program for over 1,500 union truck drivers
- 59th largest for-hire trucking fleet in United States

Nov. 1998- Feb. 2003

**Vice President of Safety and Organizational
Development-Roberson Transportation Companies**

- Managed Safety, D.O.T. Compliance, Recruiting & Orientation, Risk Management, and Human Resources Departments
- Reduced fatal/severe accidents by \$5.4 Million per year
- Hired, screened, and trained over 4,00 truck drivers
- Trained all drivers in defensive driving techniques
- Developed loss prevention practices and driver safety training
- Created new driver orientation program
- Led company through a successful D.O.T. Compliance Audit yielding a Satisfactory Safety Rating with zero fines
- Reviewed, edited, and approved all shipper-carrier freight contracts
- Supervised seven direct reports and 35 indirect reports
- Managed a \$1.2M new driver recruiting advertising budget

April 1992- Nov. 1998

**Vice President of Risk Management-
Risk Manager-
Roberson Transportation Companies**

- Evaluated all accidents to determine preventability
- Consulted with Shippers and Consignees on safe loading/unloading practices
- Provided re-training for all drivers who were involved in accidents
- Won Federal D.O.T. self-insurance authority
- Flew to accident scenes of all severe accidents for on-site management
- Directed litigation of 150+ cases
- Managed staff of four claims adjusters and assistants
- Investigated and settled all truck liability, work comp, and cargo claims
- Interim Safety Director for three separate periods

Sept. 1991-April 1992

**Director of Revenue Processing-
Roberson Transportation Companies**

- Led the Billing, Credit and Collection departments
- Managed ten billers, collectors, and assistants
- Collected nearly \$10M per month in receivables
- Reduced the average collection period from 40 days to 33 days
- Wrote off less than .25 of 1% of revenues as bad debt

Jan. 1988-Sept. 1991

**Claims Manager-
Roberson Transportation Companies**

- Developed new driver orientation program and wrote driver handbook
- Negotiated with customers, claimants, and attorneys to settle claims
- Investigated all accidents, injuries, and cargo claims
- Managed a staff of three adjusters/clerks

June 1987-Jan. 1988

**Safety Manager-
Roberson Transportation Companies**

- Screened and hired all new drivers and independent contractors
- Ran our new driver orientation program
- Supervised the daily operations of 10 D.O.T. compliance clerks

Sept.1983-Feb. 1987

Operations Manager-

Schilli Motor Lines, Inc.

- Managed the coordination and movement of vehicles and loads between twelve independent service centers to maximize revenues and customer service
- Responsible for DOT compliance and accident avoidance of fleet
- Dispatched drivers and supervised three central-dispatch fleet managers
- Operated the Lafayette, IN Service Center

June 1982-Sept. 1983

Operations Supervisor- Schneider Transport, Inc.

- Dispatched 40 Teamster truck drivers
- Responsible for the safety and security of \$40M in equipment
- Managed the operational cost of 40 trucks including, labor, fuel mileage, out of route, maintenance cost, safety cost, and DOT Compliance, etc.

Formal Education

Illinois State University—Normal, IL 3.67 GPA
Master of Business Administration (MBA) 1991.

Indiana University—Bloomington, IN 3.84 GPA*
Bachelors of Science in Business Transportation 1982.

* Graduated with ‘High Distinction’ Honors

Professional Training:

- Attended the Illinois Traffic Engineering and Safety Conference sponsored by the Illinois Center for Transportation in Urbana, IL-
October 2008.
- Attended Trucking Industry Defense Association Annual Seminar-San Diego, CA- October 2008
- Attended DRI Trucking Law Seminar-Phoenix, AZ- April 2008
- Attended Trucking Industry Defense Association Annual Education Seminar in Atlanta, GA-
October 2007.
- Attended at the Trucking Industry Defense Association “Trial and Evidence Tactics in Truck
Accident Litigation” Seminar in Miami,
FL –February 2007.
- Attended the Trucking Industry Defense Association Seminar in Memphis, TN- October 2006.
- Participated in HNI Safety and Risk Management Forum-Lake Geneva, WI- July 2006.
- Attended DRI Transportation Law Seminar-Chicago, IL - March 2006.

- Invited by Joe Clapp, Administrator, Federal Motor Carrier Safety Administration (FMCSA) to round-table discussion as an industry representative at FMCSA National Office in Washington, DC- November 2002
- Attended the Transportation Practice Group's Annual Trucking Litigation Seminars -1993, 2003, 2004, 2005, and 2006.
- Attended Great West Risk Management Annual Transportation Conferences- 2002 and 2003.
- Attended the annual Trucking Safety Seminar in Indianapolis, IN -1999, 2000, 2001. Attended J. J. Keller-Sponsored 'Understanding SafeStat' Seminar in 2000.
- Attended ATA's Highway Accident Litigation Conference Meeting in Scottsdale, AZ -1998.
- Attended ATA's Safety Management Council's Annual Seminars -1997 and 1998.
- Attended J. J. Keller's Hours of Service Regulations Seminar -1997.
- Attended the National Accounting and Finance Council's Risk Management Forum in Scottsdale, AZ - January 1997.
- Attended OSHA Certification Course (8 hours) in Champaign, IL - April 1995
- Participated in the American Trucking Association's Accounting and Finance Committee Annual Meeting in Orlando, FL - June 1995.
- Earned Hazardous Materials Transportation Certification by Illinois Department of Transportation in Bloomington, IL - October 1992.
- Attended Michigan State University Regular and Advanced Accident Reconstruction Training (40 hours) at Lansing, MI - April 1991.
- Attended ATA's Freight Claims and Security Council Annual Meeting and Seminar in Nashville, TN - June 1989.
- Attended Risk and Insurance Management Society (RIMS) Elements of Risk Management Course (40- hours) in Denver, CO- March 1988.
- Enrolled in Purdue University Management Development Institute (40 hours) West Lafayette, IN -August 1984.

Awards:

- Passed Department of Transportation Compliance Review for Roberson with Satisfactory Safety Rating - December 2002.
- Reduced truck accident expenses by \$5.4 Million per year as VP-Safety @ Roberson Transportation- 2001 and 2002.
- Awarded 2nd Place--American Trucking Association's Loss Prevention Council's National Truck Safety Contest for carriers exceeding 20 Million miles- 2001.
- Awarded 3rd Place—Truckload Carriers Association National Fleet Safety Award Division IV for Carriers between 25-50 Million miles in 2000.
- Won National Fleet Safety Award from Great West Casualty Company - 2000.

Writing and Speaking:

- Authored "Hours of Service Regulations" for State Bar of Texas Annual Meeting-October 2008.
- Guest Lecturer at Illinois State University's Industrial Safety Course- October 2007.

- Co-wrote and co-edited ten video safety training modules for JHT Holdings -2007.
- Author of North American Transportation Management Institute's Monthly Motor Fleet article: "The Counter-Intuitive Safety-Recruiting Connection" -January 2006.
- Speaker and panelist at Transportation, Manufacturing & Logistics Risk Management Seminar in San Francisco, CA -September 2006.
- Speaker at Lorman Education Services' "Trucking Litigation and D.O.T. Regulations in Oklahoma" seminar in Oklahoma City, OK – April 2006.
- Presenter for Oklahoma Association of Defense Counsel Seminar "What is New in the Trucking Industry: Driver Hiring and New Load Securement Regulations"- Tulsa and Oklahoma City, OK - July 2005.
- Author and presenter at the Trucking Industry Defense Associations Annual Meeting in Las Vegas, NV - "Demographics in our Driving Force: A Multicultural Trucking Industry"- October 2005.
- Author and presenter at the Trucking Industry Defense Association Annual Meeting in Kansas City in October 2002 -"Defending Punitive Damages Claims".
- Developed computer-based securement training modules for flatbeds in 2002.
- Co-developed sleep apnea testing protocol for newly hired truck drivers in cooperation with Dr. David Fletcher in 2000.
- Guest Lecturer for Parkland College's Transportation and Distribution Course-October 1997.
- Presenter at the ATA Highway Accident Litigation Conference in September in Monterey, CA -1999
- Presenter at ATA's Freight Claims and Security Council Annual Meeting and Seminar in Charlotte, NC - June 1990.
- Presenter for Lorman Education Service's Workman's Compensation Seminar for Early Return to Work Programs in Springfield, IL March 1997

Certifications:

- Certified Smith System Safe Driving Trainer (40 hour course) in Irving, TX- March 2005.
- Certified as Smith System Safety Trainer (Driver Improvement Course) in Mahomet, IL -Feb. 2000.
- Certified as Defensive Driving Instructor- Mahomet, IL 1998.
- Certified in Smith System Driver Safety Training in Green Bay, WI - November 1982

Affiliations:

- Elected to Mahomet-Seymour School District-Board of Education- 1999 to 2005
- Elected to the Trucking Industry Defense Association's Board of Directors- 1999-2005.
- Inducted in Beta Gamma Sigma Academic Honor Society at Indiana University - May 1982.

