

Underride Protection Retrofit Cost/Trailer Equation

(Back-of-the-Envelope Math)

Estimated Current Retrofitting Cost/Trailer*:

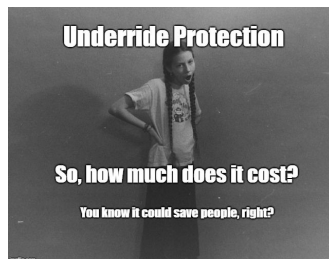
Rear guard \$ 500
[AngelWing](#) Side guard \$2,900
Equipment total \$3,400

* ([SafetySkirt](#) system estimate \$2,500)

Estimated years of service for a trailer = 15 years

$\$3,400 / 15 \text{ years} = \$227/\text{yr}$

$\$227/\text{yr} / 365 \text{ days} = \$0.62/\text{day}$



So, for \$0.62 per day, the trailer owner has the following benefits:

1. An underride crash with fatalities or life-altering injuries can take a settlement beyond insurance policy limits. Current minimum liability is \$750,000; many carriers carry \$1 million -- large carriers may carry more.
2. Underride crashes can lead to bankruptcy for independent owner operators and small motor carriers.
3. Those opposing the bill are not doing a favor to truck drivers, owner operators, and small carriers.
4. Truck drivers, in general, don't understand that underride protection will benefit them. It will save their livelihoods.
5. It will keep truck drivers, who are at fault in a crash, from going to jail if an underride death can be prevented.
6. It will decrease liability costs, which should decrease their insurance costs.
7. It could prevent PTSD from being involved in a fatal truck crash (no matter what caused the crash).
8. A "closed casket crash" impacts truck drivers for a lifetime.
9. If truck owners would break down the costs of adding the protection over the life of a trailer (10-15 years), it comes out to a very small amount/month -- approx. \$.62/day.
10. Tax deduction from IRS Section 179 for safety equipment purchase.
11. When side guards are combined with side skirts, it can provide additional fuel savings.
12. By the way: Allowing underride crashes wastes all of the safety R&D which the auto industry has put into improving the safety features of cars (crush/crumple zone, airbags, seatbelts).