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2019 UTA MANAGEMENT CONVENTION RE-CAP

TRUCK DRIVING CHAMPIONSHIPS RE-CAP

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SUMMER 2019

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#TRUCKER STRONG

2019 Management Conference and Truck Expo

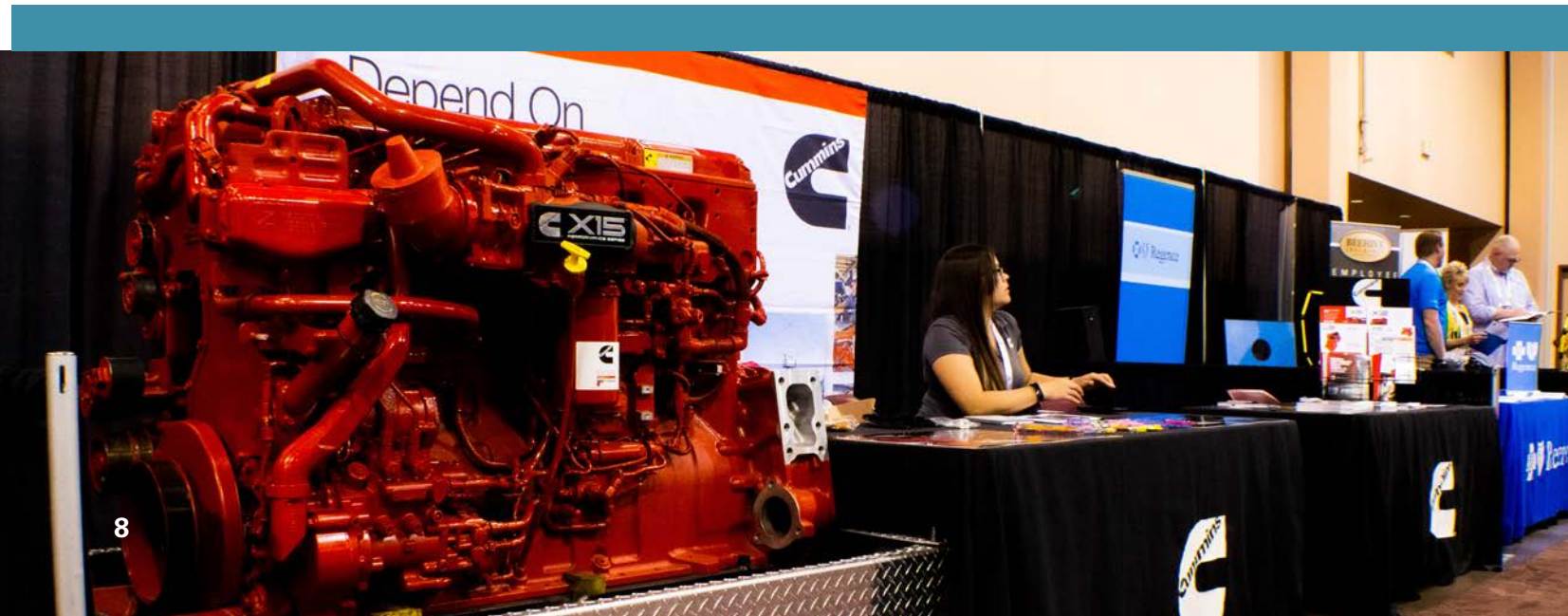
By: UTA Staff

The 2019 Management Conference and Truck Expo was a huge success. The association is grateful to all who took time to attend this event. This year there were more than 450 individuals registered. Thanks also to the planning committee, volunteers and staff for their hard work, organization and commitment to success.

The success of this convention is due in a very large part to those willing to provide sponsorships. The association is grateful for the following supporters:

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The expo hall, as is always the case, was filled with beautiful trucks, trailers and vendors of all types. This is a great venue to see and hear about the latest and greatest in equipment, supplies, services and technologies. The hall also, housed this year's silent auction. Thanks to all who donated time, talents and funds, this year's auction was very successful. The participants helped raise nearly \$20,000 to be used for TruckPac and the SUTA Scholarship Fund.



The Sporting Clay was on Wednesday afternoon for the second year in a row, due to many requests from golfers who wanted the opportunity to participate both in golf and sporting clays. This was great event with nearly 90 shooters filling two courses at the Purgatory Clay Target Sports. Thanks to the shooting park staff for their assistance.





The Presidents Golf Tournament was held at the Sunbrook Golf course. More than 175 golfers teed off on Friday morning. The weather was near perfect despite a little rain in the morning. All seemed to have a great time, as usual.



As normal, the women's program was a big hit. Nearly 70 ladies enjoyed each other's company in a rousing Bingo tournament. Terry Smith, Bingo Boss and his Bingo Sheriff, Chad Sheppick, kept this a lively and entertaining event. Much appreciation to Lisa Droubay and her team for organizing, acquiring prizes and managing this awesome program.

This year's convention proved to have something for all participants and was a great event. Please save the dates for next year's Management Conference and Trucking Expo scheduled for May 6-8, 2020 in gorgeous St. George, Utah. Please bring your friends.



2020 Convention

May 6-8th
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SUMMER SAFETY TIPS

- WEAR PERSONAL PROTECTIVE EQUIPMENT
- STAY HYDRATED
- PROTECT YOUR SKIN
- BE PROPERLY TRAINED ON WORK EQUIPMENT





CONVENTION AWARDS

David R. Free Lifetime Achievement Award

Joanna Gunderson is Presented the David R. Free Lifetime Achievement Award

Stacey Bettridge, President of the Utah Trucking Association presented the late Joanna Gunderson the David R. Free Lifetime Achievement Award. Stacey explained that the association lost Dave on March 24, 2017. At that time the association's leadership determined it appropriate to recognize Dave's many contributions to the association and trucking industry by creating this recognition.

This award highlights individuals who have dedicated decades to the furtherance of trucking, transportation and business in a manner similar to Dave throughout his life-time of service. It further provides a mechanism where the association family can remember Dave's accomplishments, personality, character, mentorship and commitment.

The lifetime achievement award recognizes nominees who exhibit the ability to influence positively law makers, regulatory personnel,

industry leaders and the public relative to the critical nature of trucking, safety and freight mobility. It further honors those who have dedicated significant time and energy to improving the industry for all participants. Nominees are considered based on leadership, courage, integrity, commitment of time and resources, civic service, charity and generosity.

In addition to recipients being honored during convention, they are added to a progressive plaque that will be hung in the association's Board



of Directors conference room.

This year's recipient embodies all of the attributes outlined and is very deserving of this honor. Unfortunately, we awarded this recognition posthumously due to her unexpected passing on September 11, 2017.

Joanna is well-known throughout the state and was an icon in the commercial vehicle enforcement community. In 1978, she began her lifelong career with the State of Utah where she started as a dispatcher in Richfield. In 1982 she became the second female Trooper ever hired by the Utah Highway Patrol. Later she transferred to the Department of Transportation to assume the St. George Port of Entry Supervisor responsibility. Those of us that knew her best can attest to her high degree of concern and caring. Her correction came in different forms. Sometimes in a kind and caring way, she would explain whatever challenge was being addressed. She was always fair. Sometimes it was a little sharper and more painful. In these cases we knew we had disappointed her and that we should know better.

While working at the St. George Port, she was instrumental in designing the then most state-of-the-art facility in the country and the operating procedures. She was also crucial to the development of a joint-state agreement between Arizona and Utah. She was the perfect personality to mold this

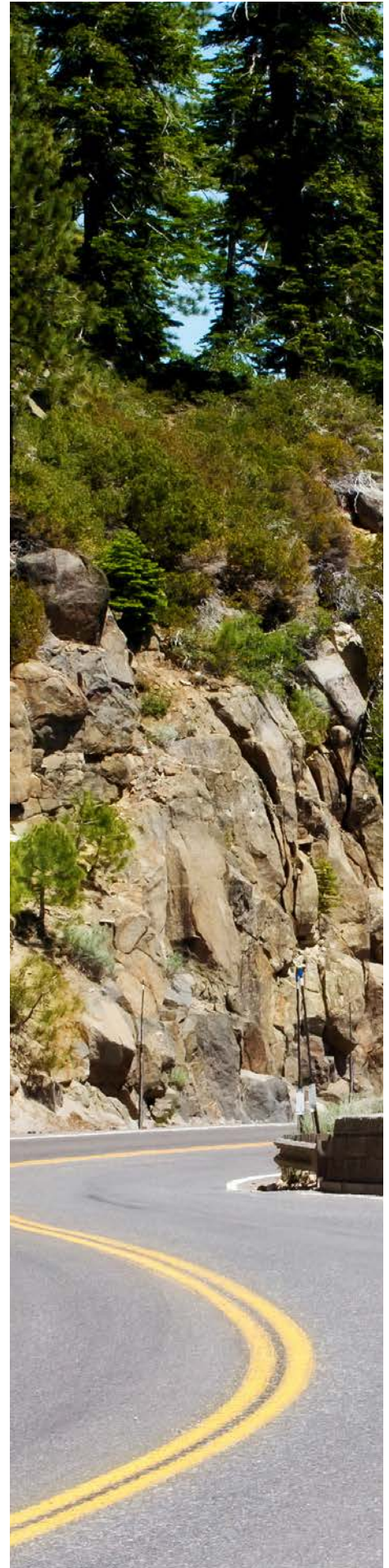
environment. Joanna would refer to the port as "hers". She owned her responsibility there and watched over the facility and staff as if they were her children and her home. It was during the construction of this facility that she met Jim who was the project engineer. They later married and between the two of them there is not one detail about that facility that

"Joanna is an example of kindness, professionalism, dedication."

they did not know. Most of the Southern Utah truckers have stories about how this exemplary leader bailed them out of a bind and guided them to an appropriate solution.

Joanna is an example of kindness, professionalism, dedication. In her 40 years of service she revolutionized law enforcement and the manner in which commercial vehicles were inspected and processed. She was an outstanding and caring leader and was loved and respected by all who knew her. As dedicated as she was to her career, she was more committed to her family. She loved her children and grandchildren very much and spoke of them at every opportunity.

Jodi Christensen and Travis Parsons, Joanna's children, accepted the award on behalf of their mother Joanna Gunderson.





CONVENTION AWARDS

Katie Lindley Receives a Distinguished Service Award

Val Stokes of Stokes Trucking presented one of this year's Utah Trucking Association's Distinguished Service Awards. He explained that we first came to know Katie Lindley when she started working for the UDOT, Motor Carrier Division as a Port of Entry Agent assigned to the Perry Port in March of 2014. Steve Goodrich of UDOT said; "she immediately set herself apart and demonstrated great potential and passion when it came to outreach activities. We simply could not do without her in the Truck Smart program."

Katie moved to the Truck Smart program in early 2015. The intent was to work Truck Smart while still filling shifts at the port, but she quickly grew the program to the point that it was a full-time job and more. Additional presenters had to be trained and assigned to fill the course demand she created. She enlisted key players from the Board of Education, the hundreds of schools throughout the state, and the Trucking Association.

Katie is an exemplary leader and connects quickly with students in the classroom and

creates a rapport that allows her to teach in a meaningful and effective way. The students easily see her passion and concern for them. It is also helpful that she looks and behaves like she could be one of the students and fits in so well in the classroom.

Katie now manages the day-to-day program, scheduling schools and with Terry Smith's assistance, makes sure there is a truck and driver at events. If association trucks are not available, she schedules UDOT vehicles and drivers to get the teaching tools there.



She is a humble and gracious public servant and is the first to acknowledge the amazing support the Utah Trucking Association has been to the Truck Smart program.

Katie is so committed to the program that she worked to get her CDL learner's permit. She has grown this program to a point that the Motor Carrier Division had to give

“Katie is an exemplary leader and connects quickly with students in the classroom and creates a rapport that allows her to teach in a meaningful and effective way.”

her up to UDOT's Traffic and Safety Office where she works directly under the Zero Fatalities umbrella.

Many of you have had the pleasure of being with her in the classroom and know first-hand the level of commitment and professionalism that she embodies. She is a terrific mentor to these new drivers and the perfect advocate of Truck Smart, the industry and commercial vehicle safety. She saves lives every year! She has taught thousands of classes and tens of thousands of students.



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CONVENTION AWARDS

RRJ Consulting Receives Utah Trucking Association Distinguished Service Award

Rick Clasby, Utah Trucking Association Executive Director presented one of this year's Distinguished Service Awards. Rick said; "one of the most interesting parts of my job is dealing with the legislative process. The 45-day session is always intense and sometimes overwhelming. Although the session is limited to 45 days, the political process is yearlong. I have come to appreciate the value of being able to navigate this environment with skill and efficiency. From fundraising, making personal connections with our elected officials, to developing strategies to combat

or support issues, I have yet to know anyone better skilled in this arena than RRJ Consulting."

The association is blessed to have the support of three of the best. This year especially, we needed their expertise to defeat numerous bills that would have caused harm to the industry. With their help we were able to defeat two attempts to prolong the truck ban on Legacy Parkway. Because they are who they are, we were able to meet with key members of the legislature and have these bills defeated in both the House and Senate Committees. In addition to

their in-session help, this group makes sure that the association is represented where and when they need to be. They ensure that the association is participating financially in a meaningful and appropriate way by advising us in our fundraising efforts. The association would be far less effective without their help. We appreciate their professional support and personal friendship.

Rob Jolley, Jodi Wilson and Chris Bleak of RRJ Consulting received the Distinguished Service Award. We express our combined appreciation for their incredible and skillful service.





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CONVENTION AWARDS

Intermountain Rigging & Heavyhaul Receives the Utah Trucking Association's Grand Trophy

Danny Hansen of Sinclair Oil presented this year's Grand Trophy award. This recognition is offered to a carrier with the utmost reputation and highest level of safety. IRH is a privately held company with offices in Salt Lake City, Utah and Houston, Texas. This company operates from two facilities in Salt Lake City and one in Houston. Through its various divisions, IRH offers many services to a variety of customers throughout the U.S. and North America including rigging, moving machinery, millwright, heavy transportation, logistics, trans-loading, packaging & warehousing and asset recovery.

They are hard to miss due to the specialized nature of their business. They move the biggest and heaviest loads

imaginable (often exceeding a million pounds, a football field in length, 25-30 feet in height and width). They own numerous record breaking moves in Utah and all of the states in which they operate. Many of their jobs require multiple push and pull power units and may never

"IRH is an example of thorough preparation, attention to detail and innovation."

exceed 20 miles per hour for hundreds of miles. In addition to the drivers in multiple units, these maneuvers require operators using remote controls to negotiate individual axle and dolly configurations. Most loads require multiple pilot cars

and police escorts. One of their jobs may take years to obtain all of the required permits and authorizations.

They are long-time members and supporters of the Utah Trucking Association as well as the Specialized Carriers and Rigging Association, Utah Manufacturers Association, Utah Safety Council, and other organizations dedicated to enhancing economic health and vitality in the communities in which they operate.

Despite the enormity of everything IRH does, a check of their safety fitness rating reflects that they take safety very seriously. They are below national average in all of the Out of Service Criteria areas and enjoy a Satisfactory safety rating.

IRH is an example of thorough preparation, attention to detail and innovation. They demonstrate daily that anything, no matter the difficulty can be accomplished and done in a safe and efficient manner. Congratulations to Intermountain Rigging & Heavyhaul, the Utah Trucking Association's 2019 Grand Trophy recipient; award accepted by Ron Montgomery.



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CONVENTION AWARDS

The Utah Trucking Association Honors Mark Droubay with a President's Award

The Utah Trucking Association Honors Mark Droubay with a President's Award

Stacey Bettridge, KB Oil and Utah Trucking Association President recognized Mark Droubay, Double D Distribution, as the association's 2019 President's Award recipient. Mark is well-known as a tenacious and tireless leader. He has spent much of the last years dedicated to several leadership positions within the association. Those who know him best, know that he approaches most everything like he does riding his motorcycle... full throttle and all out.

Mark has served as a member of our Board of Directors for more than 20 years and has lead the Convention Committee,

"Mark is well-known as a tenacious and tireless leader."

Road Rally and ATV Jamboree planning teams, and has held nearly every position available on the Executive Committee. During these years of service he could be counted on to accept whatever assignment necessary without regard for difficulty. He accepted the challenging assignment to lead the UTA

building fundraising efforts. During this time, he assisted in development of the Utah Asphalt and Paving Association, remained committed to the Association of General Contractors as well as serving as a Church of Jesus Christ of Latter-day Saints Bishop. We often wondered when he slept but then witnessed his miraculous ability to take a 3-4 second power nap, even while conducting a meeting, and then plow on at breakneck speed.

During his term as president, Mark focused on image. He feels and teaches that if we are to improve the industry's image, it needs to begin from within. He,



and his company, are examples of professionalism. Their equipment, attire and facilities are a tremendous example of taking pride in what you do and who you are.

One advantage of having a leader of this caliber in our organization is that he brings an entire support team with him. His wife, children, in-laws and grandchildren spend countless hours ensuring that Bingo goes just right and that road rallies and ATV rides are perfect. He volunteers his team for whatever is needed including leading the Safety Management Council, Convention Committee assignments, log book trainings, and so on. Despite having served so vigorously for so many years, our honoree continues to stay involved and is as active today as he has been throughout his many years of dedication.

Mark is passionate about the way things ought to be done, or not done, and is often the first to call to bring the association's attention to legislative or policy matters affecting the industry and is more than willing to attend meetings or testify on behalf of the association. During these times, he is courageous and thoughtful about his delivery. No one is ever confused about his position on these issues.

Mark and his wife Lisa are the proud parents of two and are even prouder of their grandkids. They reside in Alpine, Utah and operate Double D Distribution in a beautiful new facility in Salt Lake City. Mark is our Immediate Past President and is a strong and exemplary leader.

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UTAH TRUCKING ASSOCIATION

2018 SAFETY AWARDS



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Airgas USA, LLC

UTA Industrial Award-Private Carrier



Alpha Transport

Great West Casualty Award-Tank Truck



Andrus Transportation Services

Great West Casualty- Flatbed & TLC Carrier

UTA Industrial Award-General Commodities & Flatbed



Barney Trucking

Great West Casualty-Heavy Hauler & Dirt Hauler

UTA Industrial Award-Heavy Hauler



Basin Western Inc.

Great West Casualty-Tank Truck



Brady Trucking Inc.

Great West Casualty-Private Carrier



Burdick Materials, A CRH Company

Great West Casualty-Dirt Hauler & Ready Mix
UTA Industrial Award-Dirt Hauler & Concrete Hauler



Calco Transportation

UTA Industrial Award-General Commodities



C.R. England, Inc.

Great West Casualty-TLC Carrier
UTA Industrial-General Commodities

UTAH TRUCKING ASSOCIATION

2018 SAFETY AWARDS



DATS Trucking Inc.

Great West Casualty-LTL Carrier

UTA Industrial Award-General Commodities



Deseret Transportation

Great West Casualty-Private Carrier



Double D Distribution

Great West Casualty-Tank Truck & TLC Carrier

UTA Industrial Awards-General Commodities
& Tank Truck



Diversified Transfer & Storage

UTA Industrial Award-General Commodities



FedEx Freight

UTA Industrial-General Commodities



Garrison Transportation Services Inc.

UTA Industrial Award-General Commodities



Geneva Rock Products

Great West Casualty-Tank Truck, Heavy Haulers,
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UTA Industrial Award-Tank Truck, Heavy Hauler
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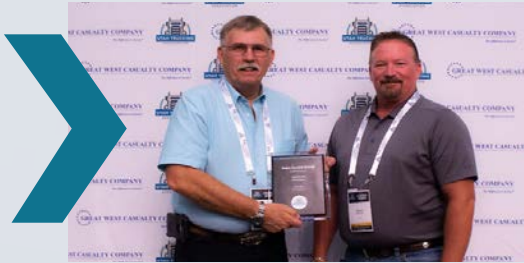
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UTAH TRUCKING ASSOCIATION

2018 SAFETY AWARDS



Hales Sand & Gravel, A CRH Company

Great West Casualty-Ready Mix
UTA Industrial Award-Dirt Hauler
& Concrete Hauler



Highland Transportation

Great West Casualty-Flatbed
UTA Industrial Award-Flatbed



Holiday Trucking, LLC

Great West Casualty-Tank Truck
UTA Industrial Award-Tank Truck



Jack B. Parson Companies, A CRH Company

Great West Casualty-Ready Mix
UTA Industrial Award-Concrete Hauler



James H Clark & Son

Great West Casualty-TLC Carrier
UTA Industrial Award-General Commodities



Kellerstrass Oil Company

Great West Casualty-Tank Truck

L.W. Miller Companies

UTA Industrial Award-Miscellaneous

LW Miller Diversified Inc.

Great West Casualty-Tank Truck

UTA Industrial Award-Tank Truck

LW Miller Transportation, Inc.

Great West Casualty-TLC Carrier

UTA Industrial Award-General Commodities

Maverik Logistics LLC

Great West Casualty-Tank Truck

UTAH TRUCKING ASSOCIATION

2018 SAFETY AWARDS



Nielson Construction, A CRH Company

Great West Casualty-Dirt Hauler & Ready Mix
UTA Industrial Award-Dirt Hauler
& Concrete Hauler



Old Dominion Freight Line, Inc.

Great West Casualty-LTL Carrier



Parke Cox Trucking Co

Great West Casualty-TLC Carrier
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Reynolds Excavation, A CRH Company

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MEMBER BENEFITS

- Groups with 2 to 100 benefit eligible employees can participate in the UTA Health Plan.
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- The UTA Plan will offer composite rates, not the age banded rates of a small group.
- By joining the UTA Health Plan, you are eligible for large group plan designs & premium benefits.
- Your group may choose from a wide variety of plans to meet your specific needs.

FOR MORE INFORMATION:

Contact Beehive Insurance

Todd Valentine | Mike Valentine | Spencer Wall | Joanie Hardcastle
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Truck Driving Championships Re-Cap

BY RHONDA PAYNE, TDC COMMITTEE

The Southern Utah Trucking Association (SUTA) hosted its twelfth scholarship fundraiser golf tournament on April 3rd at Bloomington Country Club in St. George, Utah. It was another successful event with perfect weather.

This event provides funding for the SUTA Scholarship. This year the tournament raised enough funds to provide scholarships to approximately 20 students.

Thank you to all the incredible sponsors, committee and supporters of this great and meaningful event.





3

CASH FLOW TIPS FOR TRUCKING OWNER-OPERATORS

BY BY JEREMY ROBISON, PRESIDENT, TETRA CAPITAL

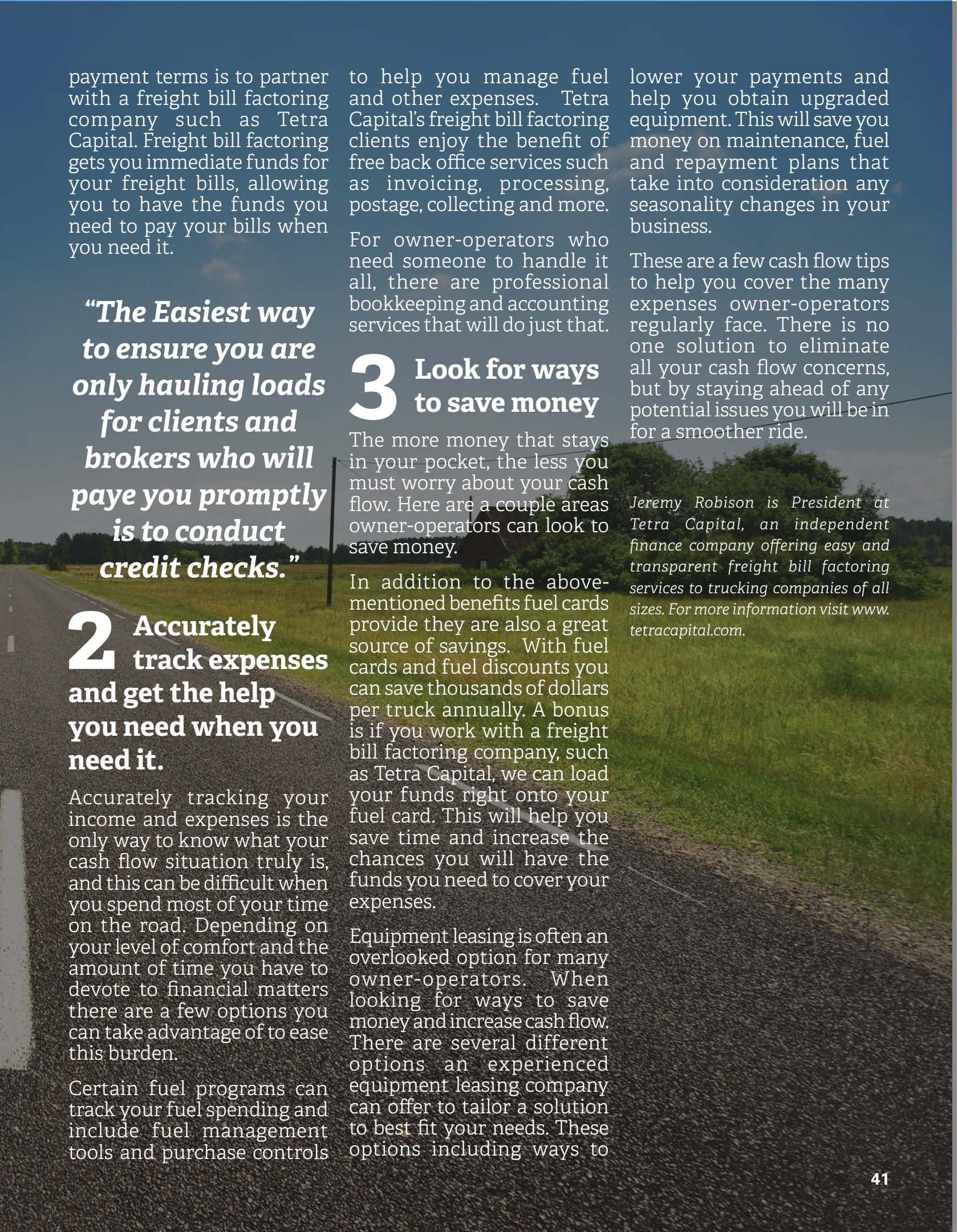
Expenses for owner-operators can seem never ending when you consider insurance, fuel, equipment payments, meals, expected and unexpected maintenance and repairs—just to name a few. With all of these expenses, one of the biggest challenges facing owner-operators is cash flow. Being proactive about cash flow is always the best option when you are running your own trucking business. Here are three cash flow tips to help keep you ahead of a cash flow crisis.

1 Ensure your customers are paying you for the loads you haul.

Without predictable money coming in, there is no way you can manage your cash flow. With this, there are two things to consider - if and when your clients are going to pay. Unfortunately, I did say IF your clients pay. Without conducting credit checks on your potential clients and brokers, you don't know what their past payment history is and if they pay their bills

on time or at all. The easiest way to ensure you are only hauling loads for clients and brokers who will pay you promptly is to conduct credit checks. The good news for owner-operators is that there are financial partners, such as some factoring companies, that offer FREE credit checks to their factoring clients helping them to save money and predict their chances of being paid.

It is not unusual for it to take 30–60+ days for freight bills to be paid, meanwhile your bills are piling up. One option to eliminate the uncertainty of



payment terms is to partner with a freight bill factoring company such as Tetra Capital. Freight bill factoring gets you immediate funds for your freight bills, allowing you to have the funds you need to pay your bills when you need it.

“The Easiest way to ensure you are only hauling loads for clients and brokers who will paye you promptly is to conduct credit checks.”

2 Accurately track expenses and get the help you need when you need it.

Accurately tracking your income and expenses is the only way to know what your cash flow situation truly is, and this can be difficult when you spend most of your time on the road. Depending on your level of comfort and the amount of time you have to devote to financial matters there are a few options you can take advantage of to ease this burden.

Certain fuel programs can track your fuel spending and include fuel management tools and purchase controls

to help you manage fuel and other expenses. Tetra Capital's freight bill factoring clients enjoy the benefit of free back office services such as invoicing, processing, postage, collecting and more.

For owner-operators who need someone to handle it all, there are professional bookkeeping and accounting services that will do just that.

3 Look for ways to save money

The more money that stays in your pocket, the less you must worry about your cash flow. Here are a couple areas owner-operators can look to save money.

In addition to the above-mentioned benefits fuel cards provide they are also a great source of savings. With fuel cards and fuel discounts you can save thousands of dollars per truck annually. A bonus is if you work with a freight bill factoring company, such as Tetra Capital, we can load your funds right onto your fuel card. This will help you save time and increase the chances you will have the funds you need to cover your expenses.

Equipment leasing is often an overlooked option for many owner-operators. When looking for ways to save money and increase cash flow. There are several different options an experienced equipment leasing company can offer to tailor a solution to best fit your needs. These options including ways to

lower your payments and help you obtain upgraded equipment. This will save you money on maintenance, fuel and repayment plans that take into consideration any seasonality changes in your business.

These are a few cash flow tips to help you cover the many expenses owner-operators regularly face. There is no one solution to eliminate all your cash flow concerns, but by staying ahead of any potential issues you will be in for a smoother ride.

Jeremy Robison is President at Tetra Capital, an independent finance company offering easy and transparent freight bill factoring services to trucking companies of all sizes. For more information visit www.tetracapital.com.

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SUTA Scholarship Fundraiser Golf Tournament

BY UTA STAFF

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