

Utah Trucking

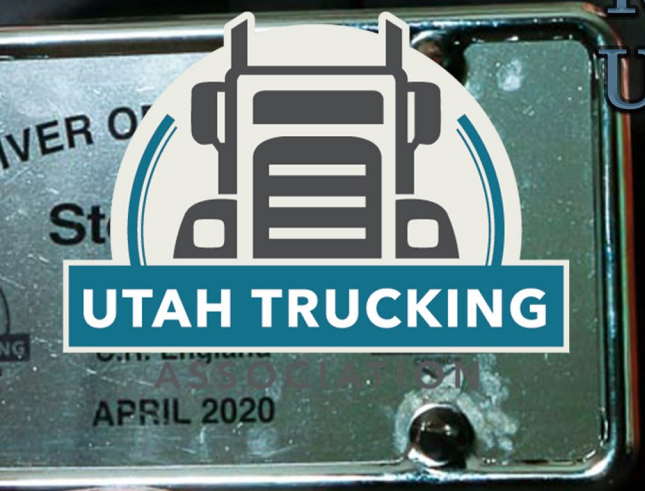
Utah's Voice in Trucking

Estate Planing
For Truckers:
The 5 Essentials

Managing
Your CSA
Score

Driver Of The Year / Drivers Of
The Month Winners

Ways Invoice Factoring Can Help
Your Business In
Uncertain Times

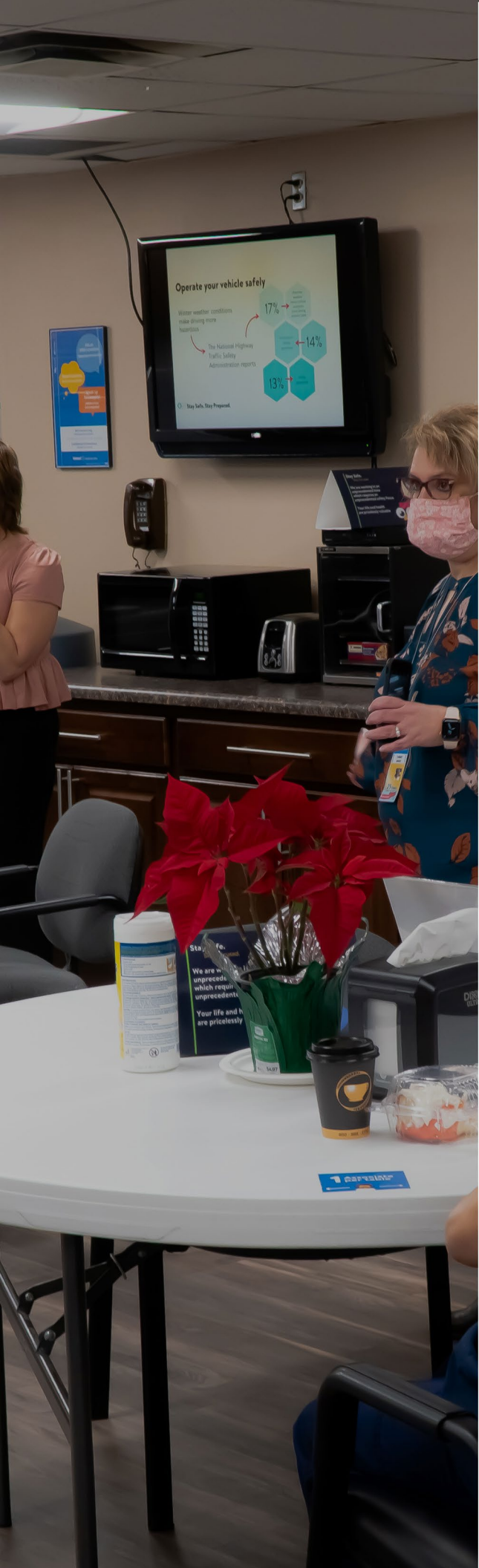


Winter 2021

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PRESIDENTS MESSAGE



Hello to my fellow Utah Truckers & Allied members,

I am sure like many of you I hoped that at the drop of the New Years ball some magical twinkle would happen and the pandemic would be over and legislative chaos would end. This is obviously not news to anyone, but it did not happen.

While I hope for those types of miracles, I have come to realize that many miracles do not come in the form that I hope for, that does not mean that they do not come at all. We must learn to adapt. Over the past year I have seen many of our trucking company members, as well as our allied members initially taking an enormous hit, but pick themselves up off the mat, wiped off the blood, sewed up the wound, and gone on to fight and I mean fight hard. When the bell sounded at the end of round 2020, they were still standing. Now they look at what caused the wound, the scar left behind, and are more determined than ever to make sure they prepare for those types of hits they most surely may see in the future.

I listened to a speaker this past week talk of windstorms and the reason some trees get blown over while others do not. Though the wind can topple a tree, it is also the wind and adversity a tree receives through its lifetime that also strengthens it and causes it to be steadfast and immovable. The wind pushes a tree,

as it bends and bows it causes it grow stronger, it causes its roots to grow deeper rather than being shallow and spread out wide. Now some trees do not always have the luxury of having minor storms while in its infancy to cause it to grow deep roots to be able to withstand a huge storm. Its also important to be planted near by other trees, this way their roots grow and intertwine, this helps them withstand the early harsh storms that may come their way.

I liken the tree analogy to the Utah Trucking Association. There are those who have been around along time, they have been taught and mentored by others in this industry before them. Their roots are deep and strong, they may not need the help of others around them, yet they still reach out their roots & grab onto many others newer and possibly more vulnerable to the storms that keep on coming our way. I would call this collaboration, mentoring and partnering. Not only between just the truckers in the group but between allied members and truckers.

This is truly in my eyes the greatest business association in the nation. I am grateful to all those whom I have learned from, whom I have been mentored by. It is my hope that we can all continue to partner in a way that will help us all be successful. Thank you to all of you for all you do, your truly amazing!

Jimmy Andrus
President
Utah Trucking Association

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Be careful out there



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DIRECTORS MESSAGE



Dear Association Members and Friends,

As we bring a close to 2020, which has been one of the most unique and difficult years of my professional lifetime and look to a new year with hope and optimism, I want to express sincere appreciation to each of you for your ongoing support. Despite the challenges associated with COVID-19 that would have made it easy for some to reconsider membership, we received numerous new member applications and retained most of our past members. This allowed us to continue to serve the association without interruption or reductions in staff. For this we are grateful.

Recently I had a conversation with a long-time member and personal friend. He was curious about the association's well-being and asked about our plans for 2021. I explained that we intend to move forward with vigor by resuming our regular scheduled meetings, providing frequent seminars, conducting our annual events including the convention. In other words, we want to network. He exclaimed enthusiastically his support and happiness. He explained that the hardest thing for him in 2020 was the loss of personal interaction. I agree. Of course, we will do everything necessary to provide for safe environments as we plan and hold our events.

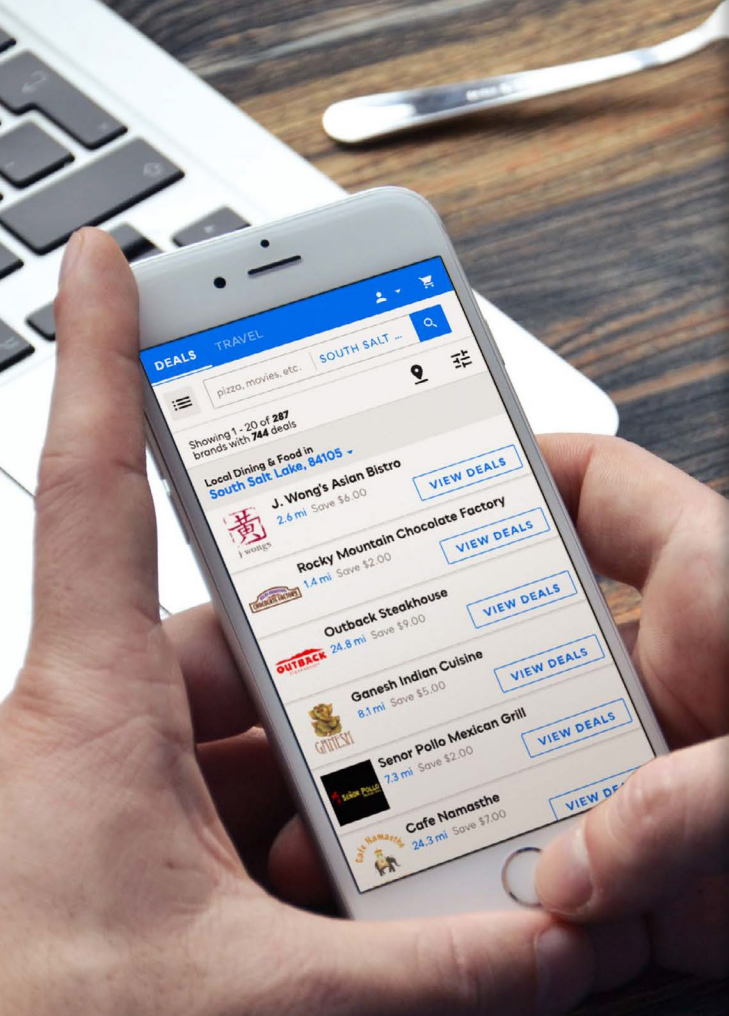
We have already contacted the Dixie Center about holding our May Management Conference and Truck Expo. They ensure us that they can accommodate our group. Our hope is that we continue to see success in the statewide vaccination process and most have had an opportunity to be vaccinated by the time we gather.

Additionally, we will comply with gathering protocols offered by the convention center team including wearing of masks, limiting number of people at tables and spacing with the various sessions. Please plan on joining us in St. George in May. We very much look forward to seeing as many of you as possible.

Plans are well underway to hold the annual Southern Utah Trucking Association scholarship golf tournament on March 31 at the Bloomington Country Club. We are looking forward to our annual Truck Driving Champion on June 4-5 at the Utah State Fair Park. Our annual Road Rally is tentatively scheduled for June 25-26 (location TBA). The TruckPac golf tournament is scheduled for August 30. Registration and sponsorships will be available at utahtrucking.com within days for most of these events. We have had recommendations to hold a few different types of gatherings. We are looking into a bowling tournament and a Parent/Child or family pairing golf tournament. Please watch the website, newsletters and our social media outlets for announcements and schedules.

I know that 2020 has been difficult for everyone. I do not want to overlook the challenges that we have all faced during these tough times, but I am anxious to move forward with optimism and to see each of you again in person. I hope and pray for your combined safety and wish each of you the very best in your individual family and business endeavors.

Sincerely,
Rick



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2021 UTAH TRUCKING ASSOCIATIONS EVENTS

As we prepare for another year, the Utah Trucking Association is excited to announce 2021 Association sponsored events. The list below is to inform you of any upcoming events and possible dates. The dates and events could change based on COVID restrictions this year, however events will be finalized and announced via newsletter. If you are not currently on our newsletter emailing list, please contact Jon Boyer at jon@utahtrucking.com, so he can let you into the loop. Registration for these events will be available at www.utahtrucking.com. We look forward to a good year and are excited to see you all.

EVENTS

UTAH TRUCKING ASSOCIATION BOWLING TOURNAMENT: TBD

SUTA GOLF TOURNAMENT: 03/31/2021

SPORTING CLAY TOURNAMENT: 05/12/2021

ANNUAL CONVENTION: 05/12/2021 - 05/13/2021

PRESIDENTS CUP GOLF TOURNAMENT: 05/14/2021

TRUCK DRIVING CHAMPIONSHIP: 06/04/21 - 06/05/21

FAMILY PAIRING GOLF TOURNAMENT: TBD

ROAD RALLY: 06/25/21 - 06/26/21

ATV: TBD

TRUCKPAC GOLF TOURNAMENT: 08/30/2021

SHOTGUN INVITATIONAL: TBD

AWARDS BANQUET: TBD

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Utah Trucking Association Truck Drivers of the Month

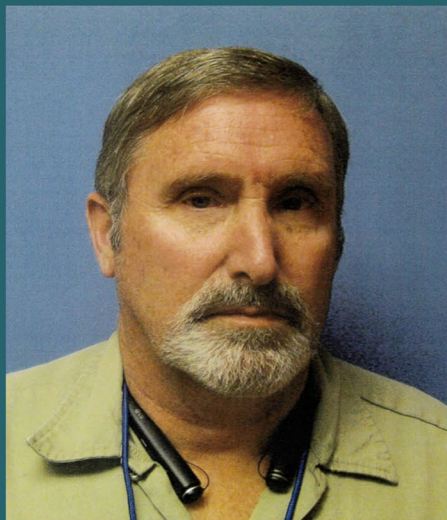


July 2020



Bruce S. Michaels
Years Driving: 46
Miles Driven: 5.8 Million
Parke Cox Trucking Co.

July 2020



Aaron B. Jorgensen
Years Driving: 15
Miles Driven: 710,000
Parke Cox Trucking Co.

August 2020



Roscoe "Rocky" C. Pope
Years Driving: 39
Miles Driven: 3.9 Million
Walmart Transportation

August 2020



Kepili "Kep" Raass
Years Driving: 6
Miles Driven: 1.1 Million
C.R. England.

September 2020



Donald R. Herd
Years Driving: 47
Miles Driven: 5 Million
Parke Cox Trucking Co.

September 2020



**Kenneth A. Newman &
Amanda J. Bannister**
Years Driving: 10
Miles Driven: 1.2 Million
C.R. England.

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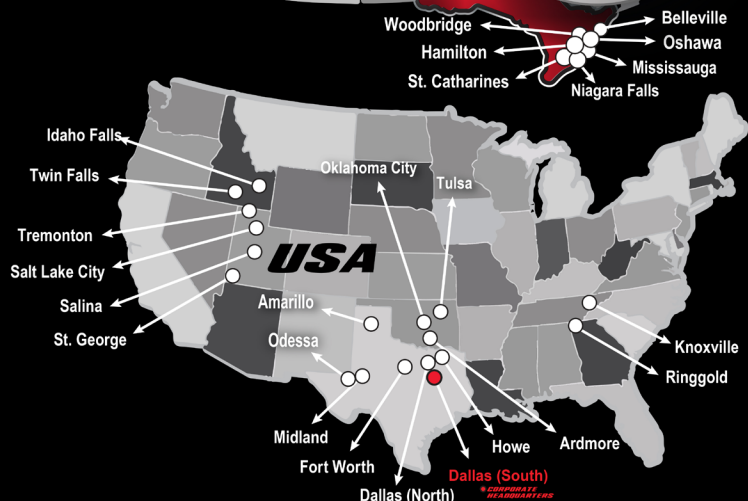
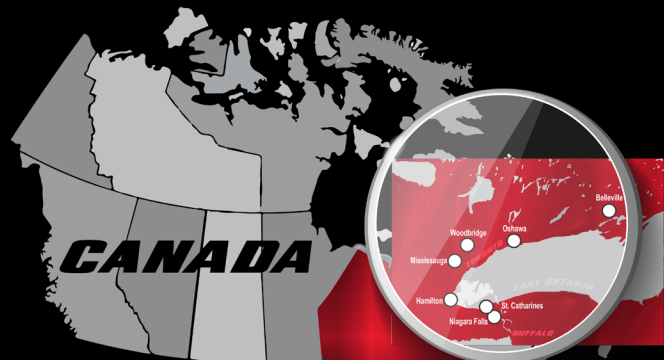
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2020 DRIVERS OF THE MONTH AWARDS



Utah's Voice in Trucking

Written By: Terry Smith

ON THE ROAD WITH DRIVER OF THE MONTH AWARDS PRESENTATIONS

As most of you are aware Utah Trucking Association did not hold it's Annual Driver Awards Banquet at Little America Hotel this year due to the Covid-19 pandemic. Because of this we were unable to recognize and honor our Driver of the Months Winner for 2019/2020. So, we took it on the road and visited the various trucking companies that nominated the winners. We traveled to St. George, Ogden, Farr West Grantsville and Salt Lake. It was fun visiting in the various offices and meeting with the Drivers of the Month family, peer group and the person who nominated them. At all the visits there was a celebration honoring the award recipient making it a special occasion. We congratulate all the Driver of the Month Winners and honor them for their safety practices, years driving and their accident-free miles.



2020 DRIVER OF THE YEAR STEVEN D. WHITING C.R. ENGLAND.

One of the awards we give out at the Annual Driver Awards Banquet is the Driver of the Year Award. This year the award went to Steven D. Whiting from C.R. England. Steve started driving at 15 and has been driving for 40 years and accumulated 5.3 Million Accident-Free Miles. 31 of those years he has been driving for C.R. England. Steven has proven himself to be an industry leader and valuable driver for C.R. England. He excels in excellent service, reliability, and resourcefulness. He takes ownership not only for his job but assisting his peer drivers to utilizing their strengths as an asset to fulfill their responsibilities in serving their customers. When he is not driving Steve supports the Utah Fallen Officers, Utah 1033 foundation raising funds for their families. He also supports Wasatch Chapter of Bikers Against Child Abuse, who work in conjunction with local and state agencies to support, protect, and empower children not to feel afraid of the world in which they live.



Stevens lives in Stansbury Park with his wife Kim and they have 6 sons and 7 grandchildren. We honor and congratulate Steven D. Whiting as Utah Trucking Associations Driver of the Year. Steve was presented with a check for \$1,000 from Beehive Insurance.



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2020 DRIVERS OF THE MONTH AWARDS

-Accident Free Miles

Michael C Hampton



Stokes Trucking LLC
20 Years - 3.1 Million Miles
July 2019 Driver
of the Month

Donald D. Rives



Pride Transport Inc.
9 Years - 1 Million Miles
July 2019 Driver
of the Month

Steven P. Kobbe



Tramcor Corp
25 Years - 2.2 Million Miles
August 2019 Driver
of the Month

Douglas R. Turner



C.R. England.
10 Years - 1.3 Million Miles
August 2019 Driver
of the Month

Wesley A. Johnson



C.R. England.
25 Years - 2 Million Miles
September 2019 Driver
of the Month

Daniel T. Franklin



Pride Transport Inc.
10 Years - 1.2 Million Miles
September 2019 Driver
of the Month

Thomas L. Draper



C.R. England.
30 Years - 2 Million Miles
October 2019 Driver
of the Year

Kory R. Davis



Maverik Logistics.
20 Years - 2.1 Million Miles
November 2019 Driver
of the Month

G. Robert Walk



Walmart Transportation
23 Years - 1.8 Million Miles
December 2019 Driver
of the Month

John C. Crabtree



C.R. England
20 Years - 2.7 Million Miles
December 2019 Driver
of the Month

Timothy S. Rader



Walmart Transportation
28 Years - 3.1 Million Miles
January 2020 Driver
of the Month

2020 DRIVERS OF THE MONTH AWARDS

-Accident Free Miles

Albert J. Blanc



Pride Transport Inc.
7 Years - 1.1 Million Miles
January 2020 Driver
of the Month

Wes W. Hastie



C.R. England
28 Years - 3.1 Million Miles
February 2020 Driver
of the Month

Jeffery S. Brooks



C.R. England
14 Years - 1.1 Million Miles
February 2020 Driver
of the Month

Ryan K. Ward



**Mountain States LP Gas
Transport**
23 Years - 2.2 Million Miles
March 2020 Driver
of the Month

Angelo Chacon



Pride Transport Inc.
11 Years - 1.3 Million Miles
March 2020 Driver
of the Month

Steven D. Whiting



C.R. England
40 Years - 5.3 Million Miles
April 2020 Driver
of the Month

Shannon F. Burke



Walmart Transportation
32 Years - 2.8 Million Miles
April 2020 Driver
of the Month

Greg E. White



Walmart Transportation
43 Years - 4.3 Million Miles
May 2020 Driver
of the Month

Sanford J. Clark



**Mountain States LP Gas
Transport**
18 Years - 1.5 Million Miles
May 2020 Driver
of the Month

Luis A. Posada



Walmart Transportation
25 Years - 2.9 Million Miles
June 2020 Driver
of the Month

David M. Carbonell



**Mountain States LP Gas
Transport**
18 Years - 2.5 Million Miles
June 2020 Driver
of the Month

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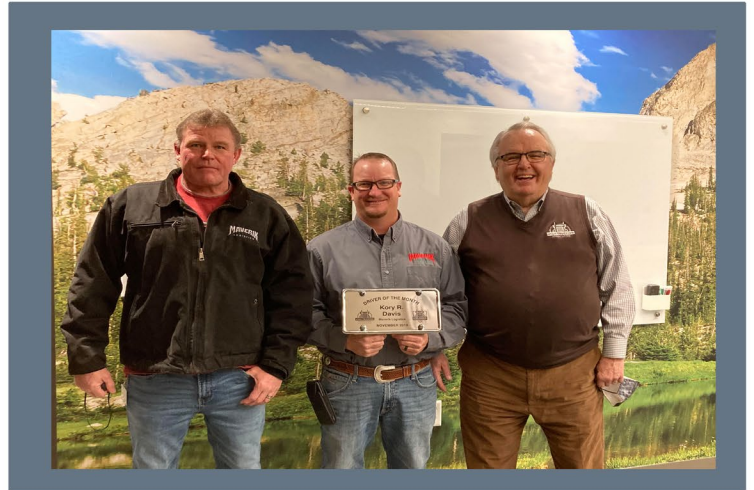
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Estate Planning for Truckers: The 5 Essentials

2020 has certainly been unpredictable! Just as challenges might come up while driving on the road, unexpected life events can surprise us. And those in the trucking industry are no strangers to surprises and unique challenges. For instance, the National Institute for Occupational Safety and Health published a survey in 2014 that detailed many of the health concerns that are specific to truck drivers. And not only has 2020 seen tragic health impacts related to COVID-19, but the trucking industry has also been busier than ever, logging many miles on the road. This reminds us that there is no better time to plan for the future than right now. This is especially true when it comes to making important decisions regarding estate planning, including deciding who will be in charge of medical and financial decisions if you are injured, ill, or otherwise incapacitated.

Your plan does not need to be expensive, complex, or detailed, but you should start with the essential documents.

You can then grow your plan as your situation changes and your financial situation improves. A good starter plan will include the following:

1. A Will: As most of us know, a Will dictates who will inherit our things when we die. However, more importantly in the situation of someone with young children, a Will nominates who will be the “backup parents” of children if something happens both spouses. Failing to nominate someone can be costly, leaving the decision to a court who does not have access to your wishes or that knows the relationships between your children and other friends and family members.

2. A Living Will: Different than a Will, a Living Will informs your doctors of your decision regarding the medical measures you wish taken if death is imminent or you are in a persistent vegetative state.

Written By: Rachel E. Phillips and Jonathan G. Miller

3. Financial Power of Attorney: A Power of Attorney allows you to appoint someone to act for you if you become incapacitated. This person would have the authority to make financial decisions on your behalf such as pay bills, manage assets, talk to creditors, or do anything else you want them to do.

4. Health Care Power of Attorney: Similar to the Financial Power of Attorney, this document allows an appointed person to make medical decisions on your behalf if you cannot express your wishes or make the decisions yourself. This document can also authorize them to obtain copies of your medical records.

5. Life Insurance: Life insurance can be an affordable way to cover your liabilities so you do not leave your spouse or significant other with a heavy burden should something happen to you. Life Insurance can serve many purposes and provide for such things as funding retirement and providing educational savings for your children.

You do not expect that you will be the one to have an accident on the road, get sick, or need someone to make important decisions for you. But taking the time to prepare now to set up safeguards the same way you do before heading out on the road can ensure that you are protecting your family in the event of an unforeseen accident or injury. A plan like this is easy to create and maintain and should be reviewed regularly as your situation changes.



Rachel E. Phillips and Jonathan G. Miller are attorneys at Snow Christensen & Martineau – Utah's bedrock business, litigation and trial firm since 1886 – and are active members of the Utah Trucking Association, and trusted advocates defending and supporting trucking companies in litigation and transactional matters. For more information, visit www.scmlaw.com

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Managing Your CSA Scores

When times are good and freight volumes are high, shippers and brokers relax their standards and will hire about anyone to haul freight for them. When the tide turns and freight volumes contract, they become more picky and trucking companies that are above the threshold in one or more CSA BASIC category start to find it harder and harder to find profitable freight. Just because your fleet's safety scores are no longer visible to the public, doesn't mean you are safe. Insurance companies, shippers, broker, etc. all have access to systems that show how many violations your company has had, what the violations are and they tend to do a pretty good job backing into what your scores would be. The smart trucking companies and industry leaders realize that and make safety a priority in good times and bad.

Regardless of the economic impact, last thing you want is for your company to be in the spotlight because of a bad incident. Remember the CMV driver who killed 6 people a couple of years ago outside of Heber? That driver never should have been hired, there was an abundance of warning signs. Here are some things you can do to make sure your company is in a good position when the freight market tightens.

Own Your Safety Program

One thing my time in the military has taught me is that ownership of a responsibility is critical.

When I deployed to Afghanistan, one of our responsibilities was to manage the BOM Yard (The Army Version of a Hardware Store). The company we replaced rotated squads in and out of the yard to manage it and it was run poorly, which caused all kind of problems with efficiency and the timely delivery of critically needed materials in a war zone. The squads and squad leader did not have ownership of the yard because they knew they would be rotated out in a month. When we took over we put a team and a leader in the yard that stayed there for the entire deployment. They had ownership of the yard, if there were problems, they could not blame it on the last guys. Because the yard was their baby, they cared, and they knew any problems reflected on poorly them and they got the credit for its successes. Their ownership made a world of difference.

Every fleet should have someone who is ultimately in charge of the safety program and accountable for your fleet's scores. They need to be competent, understand the regulations, be willing to hold driver's accountable and not be stretched too thin. If you feel like you aren't big enough to have a dedicated safety manager, Motor Carrier HQ has a program where one of our safety managers can oversee your program for you, at a fraction of the cost of a full-time manager.

Use The Pre-Employment Screening Program

Hiring the wrong driver can have a big negative impact on your company's safety score. In our experience, working with our clients at Motor Carrier HQ, about 20% of a company's drivers cause about 80% of their violations. Using the Pre-employment Screening Program helps avoid hiring the drivers who are habitual offenders. The best companies use PSP, pull an MVR and do a background check for each new hire.

Use and Understand the FMCSA SMS (Safety Management System)

The FMCSA's safety management system is a great tool. You can log into it and see all the roadside inspections and other interactions your fleet has had with the DOT and their representatives. A safety manager should be logging into this system regularly, at least once a month. You can see what your CSA scores are, problem areas you have as a fleet, who your problem drivers are and what your most common violations are, so you can focus on them. You should also understand the math behind how your scores are calculated. If you understand that, it will help you develop a game plan to improve them and keep them on the good side of the threshold. There is a plethora of educational and training items on the site to learn how it all works.

Conduct Regular Audits of Your Safety Program

Wouldn't you rather have someone other than a DOT Auditor point out your problems. There are independent third parties that will conduct an audit, similar to what the DOT does and find any issues or holes you have with your safety program. They can even help you develop a game plan to fix the issues so when a real audit happens, you come out smelling like roses. Plus, their fees are less expensive than the DOT's fines. We have our own former DOT Investigator who can help give the ownership team of your fleet peace of mind that the safety program for their company is managed well.

Regulations are a part of our industry whether we like it or not. Because compliance with regulations is not a revenue driver for a trucking company, it is easy to let a safety program take the back seat. We see too many companies that do that and then face some serious and costly consequences. Like most things in life, it's easier to stay ahead of the problem rather than cleaning up a mess.



Written By: Chris Vernon



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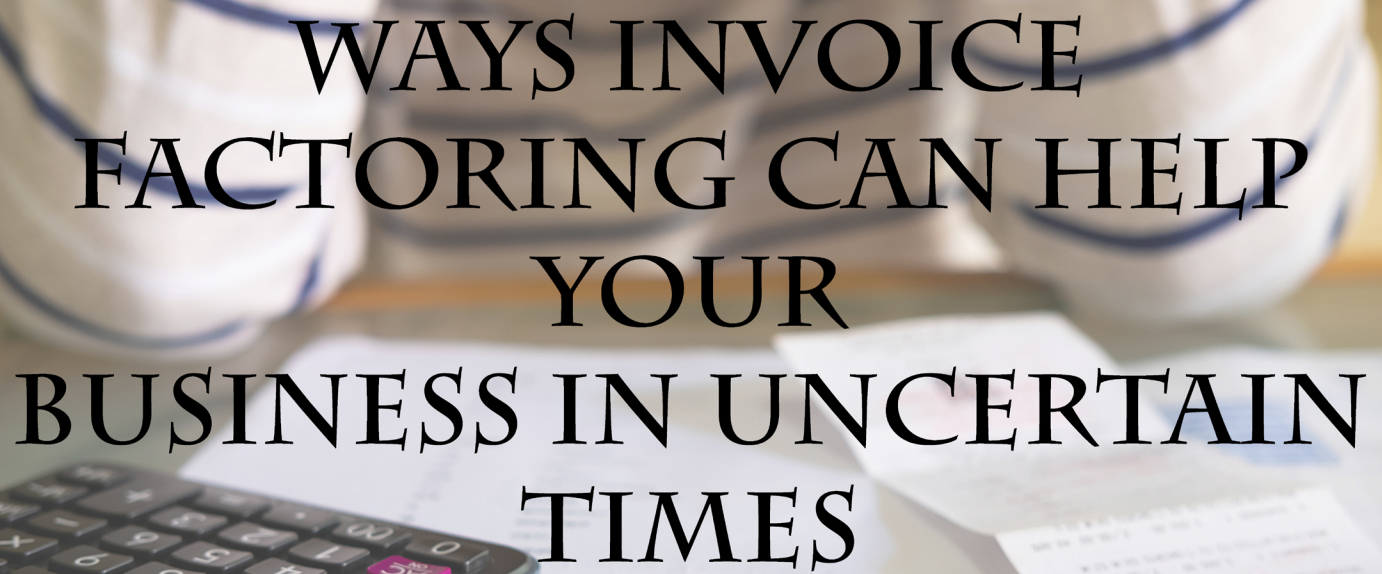
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WAYS INVOICE FACTORING CAN HELP YOUR BUSINESS IN UNCERTAIN TIMES

The Covid-19 pandemic and resulting economic uncertainty has impacted everyone in trucking and related industries differently. We have seen the uncertainty from our clients firsthand. The uncertainty for both their trucking businesses and themselves has been of significant concern. We also know from our conversations with owner-operators and small fleet owners that many in trucking are unaware of how invoice factoring can help their businesses in uncertain times like we are currently experiencing.

One of the most significant benefits of using invoice factoring is that the finance company will check your brokers and shippers credit. During the pandemic, we have been extra diligent with checking our client's brokers and shippers credit. We have encountered brokers and shippers, both large and small, who have had financial struggles impacting payment terms and their ability to pay for loads that have been delivered.

Although freight has been plentiful, extended payment times from various brokers and shippers during this pandemic has been problematic for many trucking companies. Invoice factoring has helped many trucking companies reduce this worry about the uncertainty of when they will be paid. With invoice factoring, you can count on getting your money within hours of delivering the load because the factoring company pays you right away while waiting to be paid by your customers. Invoice factoring will take away the uncertainty around when you will be paid, helping you ensure you have the funds you need when you need them.

Ensuring you are taking advantage of the fuel discounts that are available to you is another way to make sure you have funds to cover your expenses regardless of the economic climate.

Written By: Jeremy Robison

Invoice factoring companies, such as Tetra Capital, can help you save money on fuel and other expenses. This is done by providing fuel cards that provide you with fuel savings and other discount programs. Tetra Capital will even load your funds on your fuel card at no cost, saving you time and money.

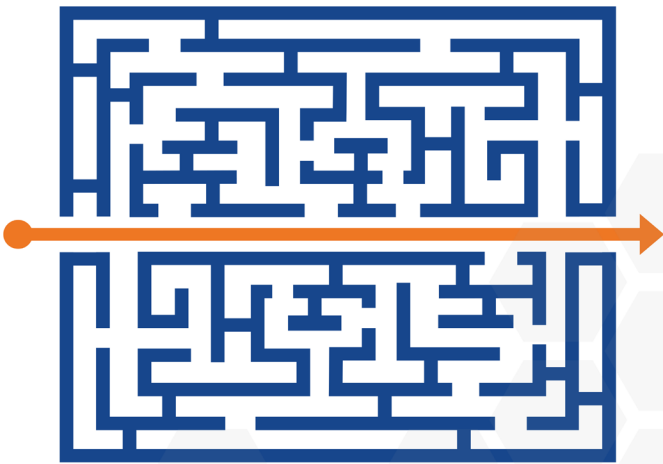
In uncertain times like these, saving time and money is so important. Invoice factoring companies, such as Tetra Capital, can help save you time and money by helping with back-office tasks such as invoicing, processing, postage, collecting, and more. Tetra does all this for our clients at no additional cost.

We pride ourselves on being able to help trucking companies grow their business regardless of the economic conditions. If you are struggling with access to working capital to cover your expenses such as fuel, maintenance, insurance, and more, invoice factoring might be the right solution for your business.



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 <https://www.tetracapital.com/freight-factoring/>.

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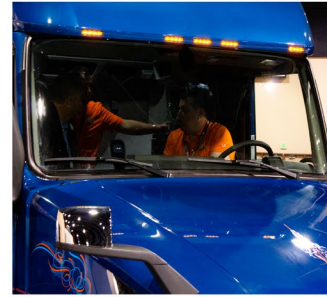
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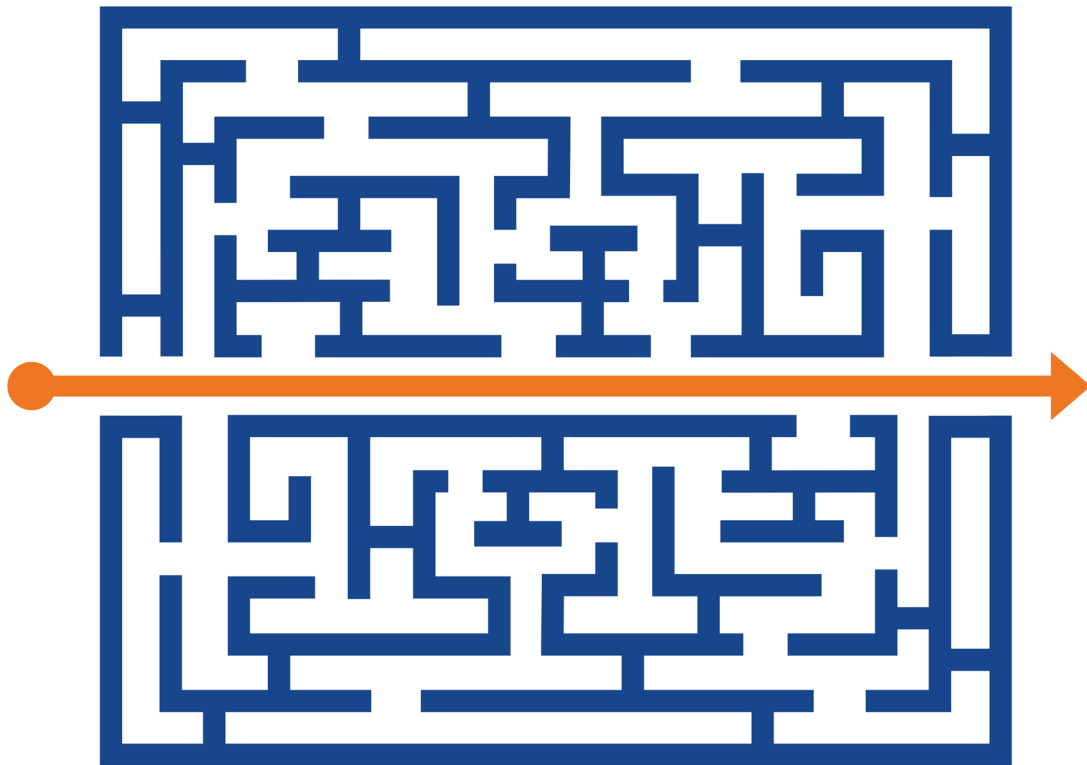
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For more information, contact Jon Boyer at jon@utahtrucking.com