

# Utah Trucking

*Utah's Voice in Trucking*

SUTA Golf  
Recap

Welcome To The 2021  
Utah Trucking Association  
Annual Convention!

Mythbusting Utahs  
Inland Port Authority



**UTAH TRUCKING**

ASSOCIATION

Spring / Convention Program 2021



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1990-1991

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1991-1993

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1993-1995

David G. Free (Superior Service Transport)

1995-1997

John Eberthardt (Redman Van & Storage)

1997-1999

Larry W. Miller (L.W. Miller Companies)

1999-2000

Daryl Taylor (Western Petroleum Inc.)

2000-2002

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2002-2004

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2004-2006

Dan England (C. R. England.)

2006-2008

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2008-2010

Kim Robinson (Robinson Transport Inc.)

2010-2012

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# ***2021 Utah Trucking Association Convention Schedule***

**Wednesday, May 12th**

**9:00am - 4:00pm**

**Expo Hall Setup**

9:00am - 10:00am Trailer Move-In  
10:00am - 11:00am Tractor Move-In  
11:00am - 4:00pm Booths Move-In, Exhibit Setup

**10:00am - 6:00pm**

**Check-in and Onsite Registration - North Lobby**

**12:00pm - 4:00pm**

**Sporting Clay Tournament - Purgatory Clay Sports  
(Hurricane, UT)**

12:00pm - 1:00pm Check-in & Refreshments  
1:00pm - 4:00pm Tournament

*Directions: From St. George take I-15 North to Exit #16. Go South on SR-9 to the 2nd set of stoplights, turn right (South) and follow the Southern Utah Shooting Sports Park signs.*

**6:00pm - 8:30pm**

**Opening Party and Casino Night - Garden Room and Lobbies**

- Dinner
- Beverage Cart
- Casino Games
- Silent Auction
- Raffle

**Thursday, May 13th**

**7:00am**

**Check-in and Onsite Registration**

**7:30am - 9:20am**

**Opening Session & Breakfast - Ballroom A & B**

7:30am - 8:00am Breakfast & Opening Remarks  
8:00am - 9:00am Speakers

- Video Message from Governor Spencer Cox
- Randy Guillor, American Trucking Association Past President
- Todd Hansen, Story Trek

**9:30am**

**Expo Hall Grand Opening**

**10:00am - 12:00pm**

**Bingo Extravaganza (Women's Program) - Ballroom E**



12:00pm

Lunch In Expo Hall

2:00pm

Expo Hall Close

2:00pm - 3:00pm

Legend's Panel - Garden Room

Legends:

- Dan England
- Don Ipson
- Duane Braegger
- Val Stokes
- Jack White

Legend's Moderator: Danny Hansen

3:30pm - 4:30pm

Board of Directors Meeting - Sunbrook C

5:30pm - 6:30pm

President's Reception - Garden Room

6:30pm - 8:30pm  
tions

Closing Social Banquet, Awards Presenta-

And Leadership Transition - Ballroom A & B

Friday, May 14th

Presidents Golf Tournament  
Sunbrook Golf Course  
2366 Sunbrook Dr, St George

7:00am - 8:00am

Continental Breakfast & Check-in

8:00am - 12:30pm

Tournament

12:30pm

Lunch & Awards





# Utah Trucking Association Exhibitors

101: CUI Agency	102: Beehive Insurance
103: Interstate Specialties	104: Omnitrac
105: Allison Transmission	106: Dentist Direct
107: Semi Service Inc	108: Utah Inland Port Authority
109: GCR Tires & Service	110: Access Perks
111: Jack's Tire & Oil, Inc	112: Wallwork Financial
113: ApenaMed	114: Hendrickson
115:	116: Trimble Transportation
117: Les Schwab Tire Center	118: PrePass
119: Ritichie Brothers	120: Opperman and Son Inc
121: Utah Department of Transportation (UDOT)	122:
123: EnviroServe	124:
125:	126:
127:	128:
129: Hatch Alignment	130:
131: Design Ink	
133: Design Ink	
135: Paccar Financial - Peterbilt	
137: Operation Life Saver	
139: Netradyne, Inc.	
141: EROAD	
143: Smith Power Products	153:
145: SDI	155:
147: Peak Thermo King	157:
149:	159:
151:	161:



# Utah Trucking Association

## Tractor Exhibitors

01: Kenworth Sales Company

08:

02: Kenworth Sales Company

09:

03: Rush Truck Center

10: Pride Transport Inc

04: Rush Truck Center

11: Rhinehart Oil

05: Jackson Group Peterbuilt

12: Mountain West Truck Center

06:

13: Mountain West Truck Center

07: Quality Tire Company

14: Premier Truck Group

15: Premier Truck Group

# Utah Trucking Association

## Trailer Exhibitors

1:

5: Great Dane of Utah

2: Utah Tank & Trailer

6: Intermountain Trailer

3:

7:

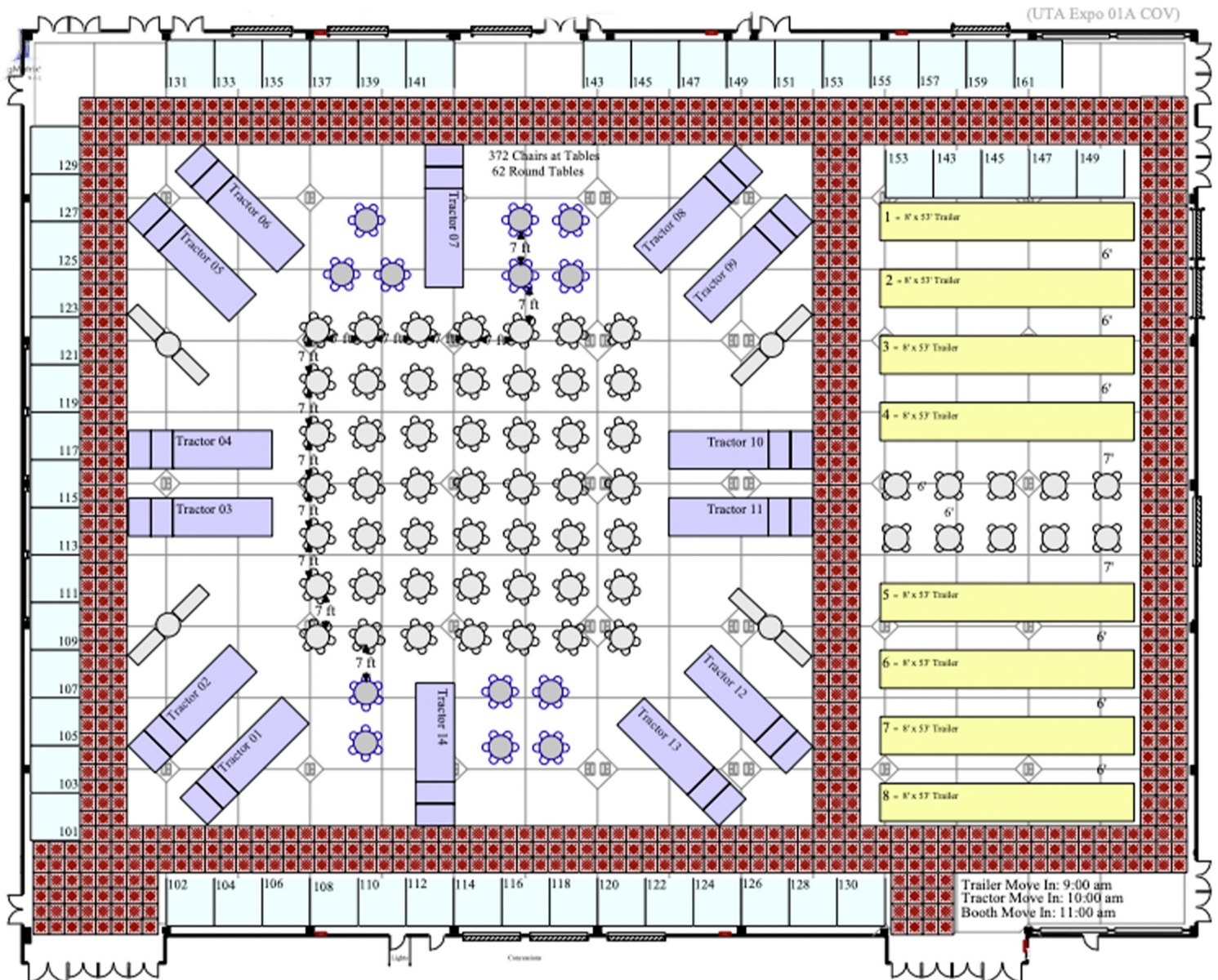
4: 1580 Utility Trailer

8: North American Trailer



# Utah Trucking Association Expo Hall Layout

Truck Entrance



Fron Entrance



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Dear Management Conference and Truck Expo  
Attendees,

Welcome to this year's convention on behalf of the Utah Trucking Association's leadership and the Convention Planning Committee. We are grateful for your attendance and ongoing support. Following a year where we were unable to gather, it feels awesome to be together. I look forward greeting each of you, to learn from your experiences and to celebrate the success of the trucking industry together. I want to personally thank all who have sponsored this event. Without your generous support, we could not meet in this capacity. Thanks to the Dixie Center team for their care and service. I want to thank our speakers this year and look forward to their message. I sincerely appreciate the association staff and the convention planning committee for making sure this event is safe, fun and meaningful. Please enjoy yourselves and do not hesitate to track me down if you need anything during the next several days.

Sincerely,

**Greg McCandless,**  
1st Vice President &  
Convention Planning Committee Chair.



Utah's Voice in Trucking



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# Presidents Message

UTA Members,

The sun is shining, the birds are chirping, trees are blooming, and hopefully the masks are coming to an end. What a crazy past year. Its my hope that we are all beginning to see the light at the end of the tunnel. If your businesses are anything like our, your employees & families are done with having to deal with the pandemic.

SUTA (Southern Utah Trucking Association) Kicked off the new year in the right way with a phenomenal scholarship fundraiser. Its my understanding that everyone was very generous & they raised a record amount for scholarships. I would like to thank all those who participated & contributed to this great event. Also, a shout out to Brecken Cox (President of SUTA) and his committee for spear heading the event & making it all happen. There is a lot of work to make this and all other association events to be so successful.

Speaking of other events, I am looking forward to the up coming UTA Convention in May. If you have not already, I encourage you to sign up now as it will be a great event. I hope I will not only get to see you at the convention but visit with you all as well.

Thank you for your continued support of this great association. Also, thank you for your unwavering support of this great nation over the past year. Your drivers especially are to be commended for their efforts in keeping our economy going.

Thank You!

Jimmy Andrus



Utah's Voice in Trucking



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# Directors Message



Dear Trucking Association Friends,

To those of you joining us this week for our annual Management Conference and Truck Expo, welcome to St. George and to our convention. After this past year of shutdowns and social restrictions, I am truly grateful for this opportunity to gather together, to get caught up and to learn from each of you. To those who are unable to join us, we miss you and hope to see you soon at upcoming events.

This week's schedule is packed with time to socialize and network. It will also allow for lots of fun with the ever-exciting sporting clay and Annie Oakley tournament, which has a record number of registrants, a casino night with food, fun, games and prizes, the always exhilarating silent auction, a packed expo hall and our highly competitive golf tournament. None of these activities can happen without huge numbers of participants and very generous sponsors.

Please take time to review this program to see those sponsoring this year's convention and events.

Be sure to stop by their booths and displays to thank them for their support. Additionally, the convention center, the shooting venue and the golf course teams have bent over backwards to help us prepare for this event. Please thank them for their dedicated service as you see them bustling around to make sure we are well taken care of.

I want to take this opportunity to thank the planning committee for this year's event. They have engaged for two years because of the cancelation of last year's convention. Thanks too to Jon and Terry, the association staff, and the many volunteers for their hard work, creativity and commitment to the association. I hope you have a wonderful time during our convention. If you need anything, please. Do not hesitate to ask the staff for assistance.

Sincerely,

Rick, Executive Director



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# THE UTAH TRUCKING ASSOCIATION WELCOMES RANDY GUILLOT



Randy has more than 33 years of experience working in the trucking industry and is President of Triple G Express, Inc. and Southeastern Motor Freight, Inc. Since 1983, Randy has carried on the family tradition of trucking by working for Southeastern Motor Freight, which his grandfather, Aswell Pitre, founded in 1945. In 1985, Randy helped launch Triple G Express, Inc. and he now oversees, collectively, more than 125 employees and contractors. The two companies haul mostly intermodal containers primarily servicing the Port of New Orleans, but also operate short-haul dry-vans. During his time in trucking, Randy has worked in all aspects of the business, ranging from sales and driving to dock work and safety.

Randy is the Immediate Past Chairman of American Trucking Associations, the largest national trade association for the trucking industry. Through a federation of 50 affiliated state trucking associations and industry-related conferences and councils, ATA is the voice of the industry America depends on most to move our nation's freight.

The Guillot family has been longtime active members of the American Trucking Associations, with Randy's father, Elmo Guillot, instilling a strong commitment to serve the industry and the ATA federation. Randy is an Executive Committee Member and Board Member of American Trucking Associations and is Past Chairman of Louisiana Motor Transport Association, one of ATA's affiliated state trucking associations. He is also the Chairman of ATA's Intermodal Motor Carriers Conference and Treasurer and Board Member of the North American Chassis Pool Cooperative.

Randy graduated from Southeastern Louisiana University with a BA in Business Administration. He has been married to his wife Renee' since 1983 and the couple has 3 grown children and two grandchildren.



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# THE UTAH TRUCKING ASSOCIATION WELCOMES TODD HANSEN



Todd Hansen is an Emmy Award Winning TV Host and Producer. He is currently a TV host and executive producer, tells stories on the YouTube channel “Trippin with Todd” and hosts a podcast by the same name.

Todd spent 12 years as a TV news anchor and reporter. He has also produced a nationally syndicated reality TV show, along with numerous commercials, tutorial videos and documentaries.

Todd worked as an anchor and reporter at Fox 13 News in Salt Lake City and KEPR-TV in Tri Cities, Washington. Todd started his reporting and anchoring career as a student at KBYU-TV. Todd and his stories have appeared on CNN, the Fox News Channel and the CBS Evening News.

Todd created the TV show The Story Trek for BYUtv based on his Emmy Award Winning TV news segment Trippin’ with Todd.

Todd has won 14 Emmy awards throughout his career.

Todd lives in Utah with his wife Koreen. They have four daughters.



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# Utah Trucking Association Truck Drivers of the Month

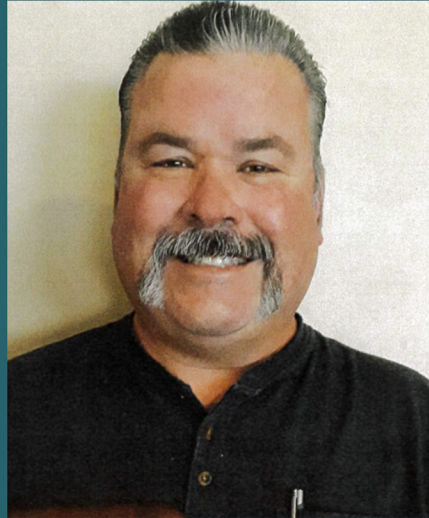


October 2020



Linda M. Knezovich  
Years Driving: 6  
Miles Driven: 1.1 Million  
C.R. England.

October 2020



Bill Tubbs  
Years Driving: 32  
Miles Driven: 1.5 Million  
Parke Cox Trucking Co.

November 2020



Stacy G. Ott  
Years Driving: 30  
Miles Driven: 3.2 Million  
Walmart Transportation

November 2020



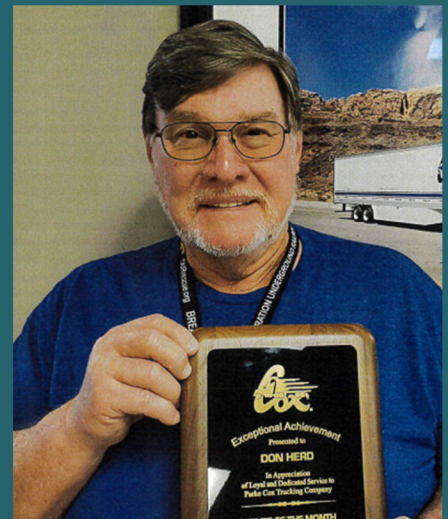
Daniel J Harnett  
Years Driving: 4  
Miles Driven: 537,000  
Pride Transport

December 2020



Richard D. Bogle  
Years Driving: 9  
Miles Driven: 630,000  
Walmart Transportation

December 2020



Don Herd  
Years Driving: 47  
Miles Driven: 5 Million  
Parke Cox Trucking



# 2021 SUTA Golf Tournament

**Written By: UTA Staff**

On March 31st, 2021, members and friends of the Utah Trucking Association were able to gather down in St. George for the 14th annual Southern Utah Trucking Association Scholarship Golf Tournament. We had a great turn out of 117 golfers and 25 sponsors, all helping us raise more than \$10,000 in scholarships.

Due to the COVID-19 pandemic, we were unable to hold the tournament in 2020. Golfers and sponsors were eager to get out for an afternoon of good company, good golf, and good food. We want to give a special thanks to all those who donated money to the raffle, cheater cards, Vegas and dice holes, because of generous donations we were able to collect an extra \$2500 for scholarships.

We also wanted to give a huge thanks to Brecken Cox, Don Cox, Stacey Bettridge, and all other volunteers and members of the Southern Utah Trucking Association who help put this together. You all are the reason we can have this tournament every year and are thankful for such active and eager members.

Listed below are the winning teams and golfers of the tournament. Thanks again to all of you who came down to support this golf tournament. We have said it before and we will say it again, we have the best membership and association can ask for! This is a great tradition that allows the trucking industry to give back to the local community.

## SUTA Golf Champions

### 1st Place:

- Bryce Knudtson, Kenworth PacLease
- John Butterfield, Kenworth PacLease
- Kirk Glancy, Kenworth PacLease
- Shayne Murdock, Kenworth PacLease

### 2nd Place:

- Rick White, Great Dane of Utah
- Brecken Cox, Parke Cox Trucking
- Don Cox, Parke Cox Trucking
- Jerry Thomas,

### 3rd Place:

- Charles Gunter, Camping World
- Friend
- Friend
- Friend





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# Announcing UTA Travel Perks!

The Utah Trucking Association is pleased to announce a new partnership designed to deliver even more value to UTA members.

Now, you can earn hundreds on executive and leisure travel on hotels and rental cars using the UTA Travel Perks website. Simply go to <https://uttruckingsassociation.tripplio.com/> and click **SIGN UP** to create your username and password. Creating a username and password is required to search and book due to the wholesale nature of the inventory but registration costs are covered for our valued UTA members.

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# Mythbusting Utah's Inland Port Authority



Written By: Stephen Smith

Utah Inland Port Authority Business Development Account Specialist

Of the many perceptions changed over the last year dealing with the pandemic, perhaps the most glaring (especially for those of us who work in it) is the spotlight that has been shone on the logistics industry. The effort and workings of how goods move through supply chains has a much more prominent spot in the minds of consumers now. It is also easier than ever to see Utah's role as an ideal logistics hub.

While the idea of an inland port in Utah has been around for decades, the events of the last year have helped solidify the vision of the Utah Inland Port Authority (UIPA). No longer do we consider the goal of an inland port to be a facility or development in a specific area of land. The vision for the Port Authority has grown to encompass the entire landscape of logistics, as a whole, in Utah.

So, what does this mean for the trucking industry in our state? What are a couple of myths that might be out there, and what is the reality?

## **The first myth:**

The Utah Inland Port Authority is only focused on rail, and not trucking.

Here is the reality: UIPA is focused on promoting logistics systems that are efficient, smart, and sustainable as we move into the future. This includes balancing our trucking strategy with rail and other modes of transport. Trucking is critical, especially for in-state, drayage, and other last mile needs.

One of UIPA's urgent and immediate priorities is to expand the availability of overnight parking options for trucking. It is no secret that there has been a significant deficit in overnight parking for years, particularly in the Salt Lake area, but also state-wide. This results in truck drivers seeking accommodations in less-than-ideal locations which may create security and safety concerns for both drivers and their cargo. This also causes potential losses in delivery efficiency as some drivers may stop at the first available parking location, potentially far short of the ideal stop, to avoid risking an end-of-service infraction while searching for a spot. Given the current shortage of drivers, eliminating any job-related stress is a critical need for driver retention.

Furthermore, as we expand our parking for trucks, we will provide robust auxiliary power infrastructure options which will greatly assist to eliminate needless idling. This in turn will reduce overall fuel cost, limit emissions, and reduce the impact of noise in the parking areas (another bonus for drivers!)

The Port Authority has been working to create partnerships to expand the availability of overnight and long-term parking, and we expect to see an acceleration of options over the next six months and beyond.







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Which brings us to our next myth:

The Utah Inland Port Authority will mandate alternative energy for trucking.

Here is the reality: UIPA is not a regulatory agency and therefore, cannot mandate use of a particular fuel source. As part of our mission to improve the availability and infrastructure for green sources for logistics movement, we seek out programs and partnerships that support innovation for sustainable energy and fuels.

More and more customers are insisting on alternative or advanced fueling options. The UIPA is working to build the infrastructure to help ensure that our Utah trucking companies can readily meet this demand. However, this also means that we need an open dialogue with Utah trucking businesses to serve as a resource for those interested in making changes to their fleets or operations.



Logistics is about the system, and we are all part of Utah's system. UIPA looks forward to working together to put Utah at the forefront of logistics systems in our nation.

UIPA wants to hear from you! Check out our website and let us know your questions or concerns at:

[Inlandportauthority.utah.gov](http://Inlandportauthority.utah.gov)

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# THE SOLUTIONS AUTONOMOUS VEHICLES HOPE TO OFFER THE TRUCKING INDUSTRY

Written By: Rachel E. Phillips and Nathan R. Skeen

Many people are aware of emerging technology in self-driving personal vehicles (as made popular by companies like Tesla and Google). However, just as important are the advancements made in self-driving commercial vehicles and in the trucking industry. Billions of dollars are being invested every year in the race to reach a complete level of autonomous driving.

Investors are betting that autonomous trucks will greatly improve safety and efficiency in the trucking industry. It is no secret that truck drivers face one of the most dangerous jobs in the nation. In the last few years, injuries and fatalities from trucking accidents have been increasing to all-time highs. Studies have found that approximately 90% of trucking accidents stem from human error. Additionally, many companies are suffering from driver shortages. In fact, reports indicate that there is a national shortage of up to 60,000 drivers. Autonomous trucks may be the answer for many of the problems the trucking industry is facing.

Ideally, autonomous trucks will not get distracted, can operate longer without rest or breaks, and will have a much better reaction time than a human driver. Current technology already allows autonomous trucks to detect objects and vehicles almost one mile away, and this will likely only increase with ongoing advancements. Most autonomous trucks have full 360-degree awareness and can collect and analyze amazing amounts of data. This data can be shared and adapted by entire fleets of vehicles in a matter of minutes, improving efficiency and safety.

Autonomous trucks are already making deliveries and test runs throughout the United States. In fact, one company recently reported that its autonomous truck completed an 800-mile drive without driver intervention. Another company is operating seven routes autonomously from Phoenix to Dallas. Yet another company offers add-ons to any truck for \$5,000 to allow for adaptive cruise control, emergency braking, and automatic lane centering.

With these new technologies comes new challenges. The trucking industry will need to adapt its strategy for employment, accident investigation, and liability defense. Attorneys who are prepared for changes in the industry will be able to assist business as it embraces the future.

Rachel E. Phillips and Nathan R. Skeen 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](http://www.scmlaw.com).



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# HOW TO ESCAPE TRUCK COMPANY PURGATORY

WRITTEN BY: JAKE PETERS  
SEO SPECIALIST  
DRIVETEK.SCOM

***Truck company heaven = no driver shortage, trucks constantly on the road earning money.***

***Truck company purgatory = more trucks than drivers, barely scraping by month to month.***

***Truck company hell = no trucks, no drivers because you went out of business.***

What is truck company purgatory? It is when your company is stuck with more trucks than drivers. Instead of being out on the road earning you money, your trucks are stuck on the fence costing you thousands. You are making enough money to stay afloat, but if one driver decides to leave then the whole company could go under.

**To escape truck company purgatory all you have to do is hire enough drivers. Easy right?**

Wrong.

Hiring quality drivers is the most difficult thing to do in the industry. Especially if you do not know how to get quality truck drivers to apply to work for your company. Here is how your company can get quality truck drivers to apply for your company, hire those drivers, retain the drivers, and escape truck company purgatory.

## **Getting Drivers to Apply for Your Company**

You can not hire truck drivers if they never apply to work for you. But how do you get drivers to apply for your company?

In simple terms, the key to getting driver applicants is digital touches. You need to diligently go.



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This can be accomplished by combining social media advertising, posting on job boards, search engine optimization, and pay-per-click advertising.

Once drivers are seeing your advertisements every time they get online then they will always have your company on their mind. Digital advertising only gets drivers aware of your company. To get the application you also need to have an attractive offer. It does not matter how many ads drivers see if your job advertisement is a bad position.

The most important element of a good job position is the pay. However, drivers care about more than just the money. Quality truck drivers want to work for companies that have a supportive company culture, have newer trucks, promote from within, and work with their drivers to get the schedule they desire. A combination of a great job offer and widespread exposure will get truck drivers applying for your positions.

### **Hiring Truck Driver Applicants**

Generating truck driver applicants is merely step one for escaping Truck Company Purgatory. The next step is hiring drivers who apply. Hiring truck drivers comes down to speed and organization. Time is of the essence, as soon as the driver hits submit on your application the clock starts ticking. Keep in mind that drivers are oftentimes applying to multiple carriers at once. The odds of contacting a lead are 100 times higher if called in 5 minutes versus 30 minutes. The odds of qualifying a lead are 21 times higher if called in 5 minutes versus 30 minutes. Applicants that receive a call immediately after submitting their application exhibit an emotional response.

That emotional response creates a feeling like, "this is a company that truly wants me to be a part of their team."

In addition to being fast, your recruiters need to be organized. The best way to stay organized is by utilizing a quality applicant tracking system. Using an ATS will enable your recruiters to keep track of all the drivers they are in communication with and the driver's information. Keeping track of drivers and their information ensures that recruiters do not allow for a driver to fall through the cracks or confuse any two applicants. Combining speed and organization provides a huge advantage for your recruiters to hire the drivers that apply to your company. Once you have these two elements down all that is left is collecting the driver's information

### **Retaining Your Truck Drivers**

Ask any person in the industry and they will tell you that the most important factor of driver retention is money. Pay your drivers more and they will stick around. However, There is much more to truck driver retention than paying them more money. Yes, pay is one of the most important factors but truckers care about things beyond money.

If your company is small then it may not be able to afford to pay truckers top dollar. One way you can work around this is by offering high-performance bonuses. All that matters with the performance bonuses is that the action needed to receive the bonus can be easily tracked by the company and the driver. On top of pay, you need to go above and beyond to make drivers feel valued. Quality truck drivers want to work for a company where their hard work is appreciated.



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The bottom line, driver retention comes down to paying your drivers a competitive wage and then going above and beyond to show your drivers they are appreciated. Truck company purgatory can feel like an impossible situation to escape. How can you afford to pay more drivers if your trucks are on the fence not earning money? Take things one step at a time. Start by generating more applications, then focus on hiring those applicants, and finally

use the increase in revenue to improve driver retention. Focus on one step at a time and before you know it, you will be in truck company heaven.



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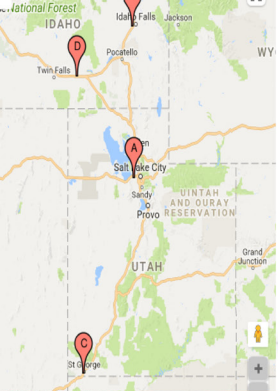
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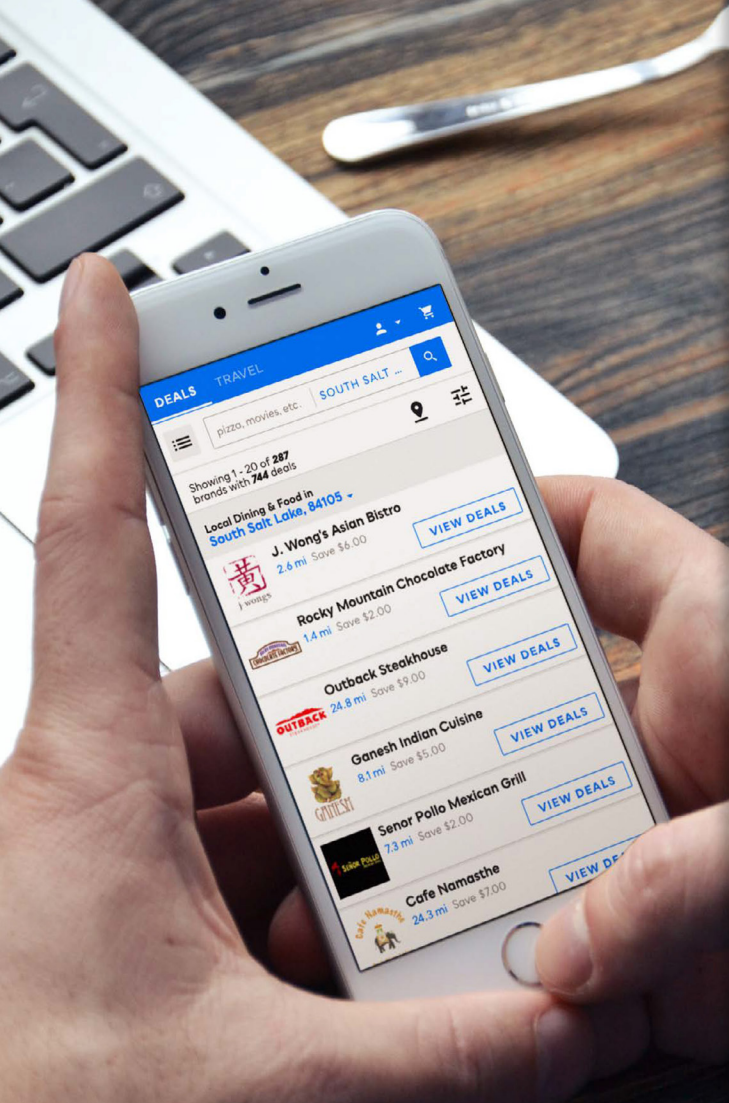
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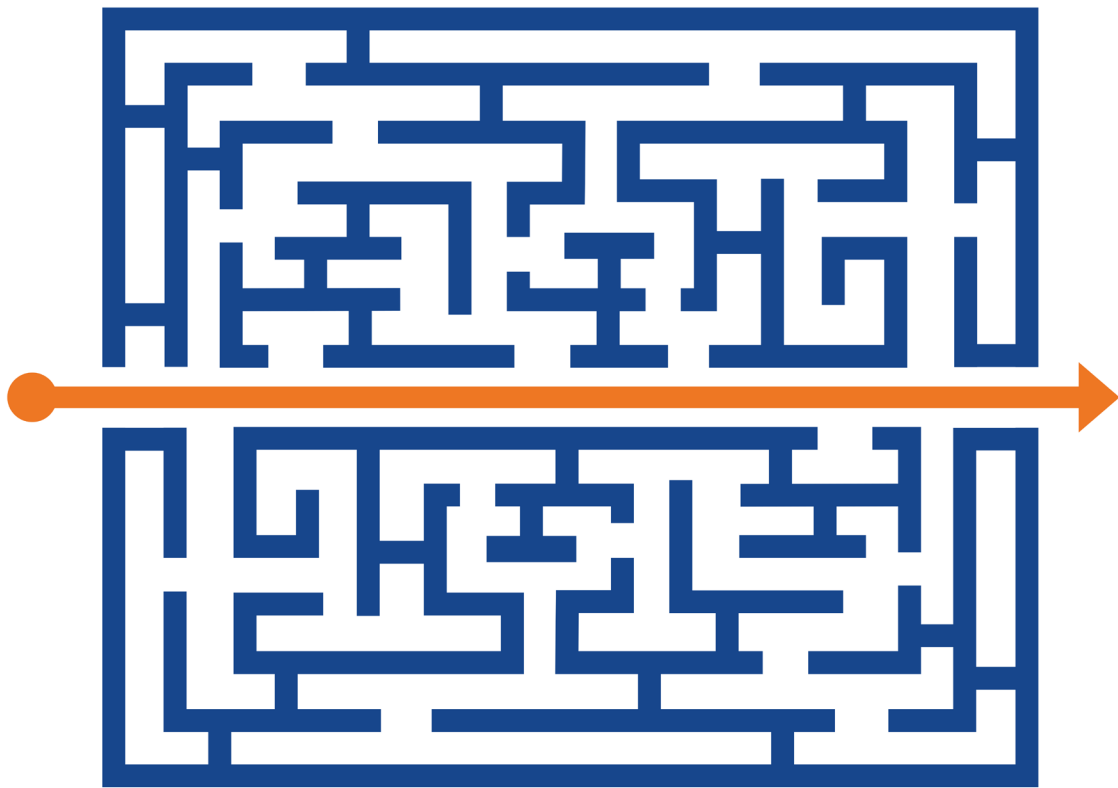
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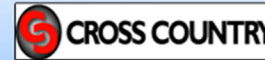


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