

Utah Trucking

Utah's Voice in Trucking

2022 Board of Directors
Meeting

2020/2021

Drivers of the Month
Awards

Challenges Facing the
Trucking Industry as We Head into 2023



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Winter 2023

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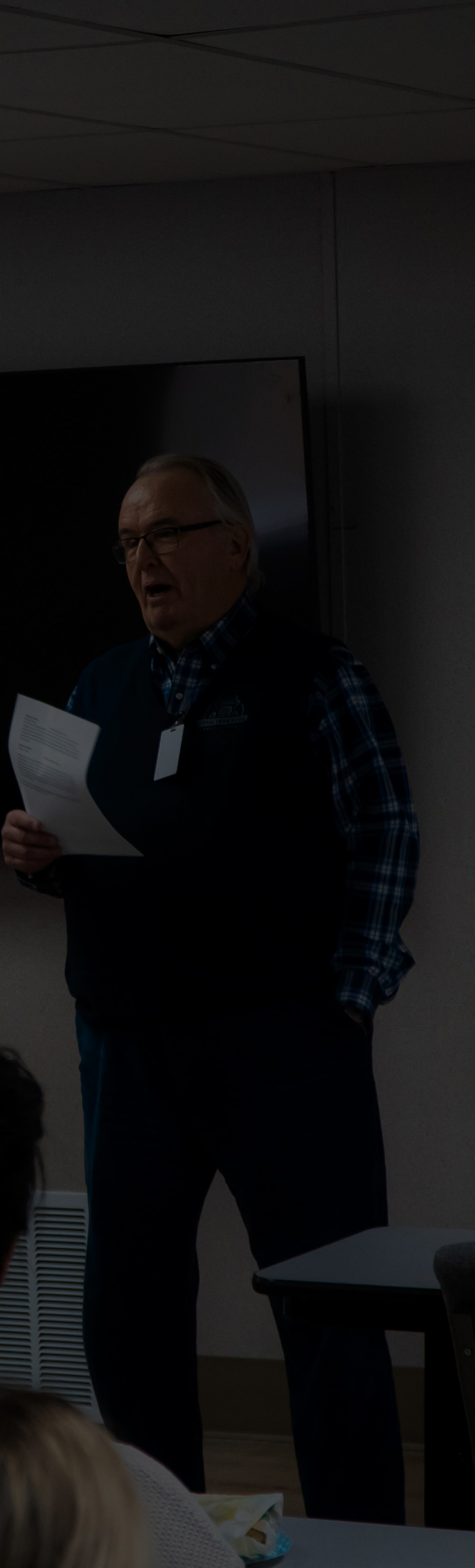
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UTAH TRUCKING ASSOCIATION PRESIDENT'S MESSAGE



Dear Association Members and Friends,

Have you ever heard the saying “How do you make a million dollars in trucking?” The correct answer is you start with 2 million. Let’s face it transportation is a tough business to be in. We have outrageous fuel prices right now, skyrocketing insurance premiums, wages are at a premium, trucks and trailers are hard to buy, and interest rates keep climbing. So why are we in this profession? In the middle of this perfect storm, what drives our passion to move freight across this great country of ours?

The answer is; truckers are a vital lifeline between producers and consumers. It is a profession that provides plenty of opportunities for work, growth and freedom. Many people do not realize that without trucking the U.S. Economy would not survive. I can say that being a small part of the Utah Trucking Association has been a blessing in my life. Interacting with other companies and learning from each other is the best way to make our companies successful. This message is to acknowledge the fact that I know how hard this business is, firsthand, and to let you know how rewarding it can be. A sincere thanks to all of you for being part of the ride!

Sincerely,

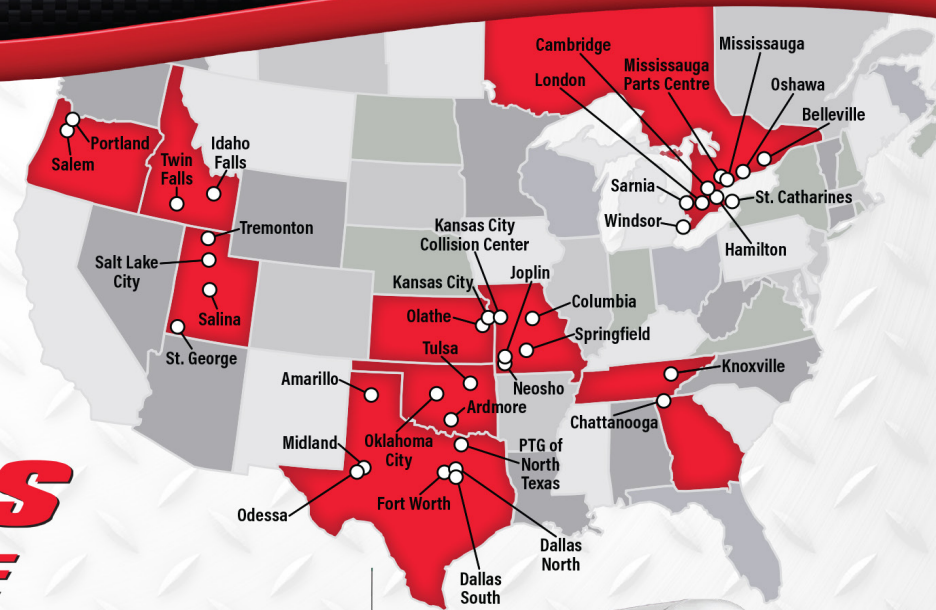
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UTAH TRUCKING ASSOCIATION EXECUTIVE DIRECTOR MESSAGE



Dear Trucking Association Friends,

As Jon and I were plowing the walks at the association building this morning, following near, if not, record amounts of snow, I could not help but notice what a beautiful place we live and work. The mountains are capped with fresh new snow, the sky was brilliantly blue, and the sun seemed extra bright as it surfaced over the mountain peaks. One of the nearby businesses was cooking breakfast so there was an awesome smell of coffee and toast wafting through the brisk breeze. Despite all of this, I could not help but to think about the upcoming Spring and our many events. After all some of the snowdrifts on our walks were 24-30" deep and even the best snowblower struggled. I was also reminded of how difficult it is to be in the transportation business during days like what we have had during this last part of February. I saw so many video clips of drivers kneeling in slush to chain up their drive tires. There were also clips of private motorists attempting to assist commercial vehicles from being stuck by pulling them with their light duty trucks. Bless them for trying to help.

After the plowing chores were complete, I was excited to receive calls and emails confirming most of the speakers for our upcoming convention. This year we will be discussing the future of trucking and some of the opportunities and challenges the future presents. We will be fortunate to hear from Robert Spendlove, Economic and Public Policy Officer, Zions Bank and Utah State House of Representatives, as our opening session keynote speaker. We will be announcing other speakers in the weeks to come. Prior to our convention, I am happy to announce a new sporting clay tournament. We have had great success with the tournament connected to the convention and our Autumn Invitational.

This year in partnership with North American trailer we decided to add a warm-up event. This will be held at the Provo Gun Club on the afternoon of April 14. Please plan to join us. I am also very excited about the Southern Utah Trucking Association Scholarship Golf Tournament. This will be held on March 29 at the Ledges Golf Club in St. George, Utah. This has become one of our most popular events each year and provides thousands of dollars of scholarships. Last year was our best year yet and the association was able to fund nearly \$33,000 to students.

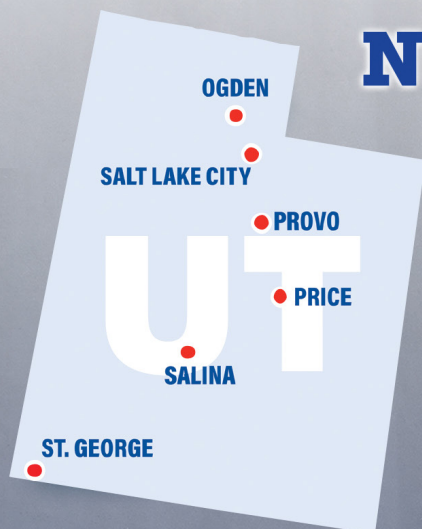
I love the four seasons and the uniqueness each provides us in this great state. It was a beautiful winter morning and a great day, but I cannot wait for Spring so that we can gather and spend time with each other at our numerous activities. The association staff cannot express enough our appreciation for being blessed to work and associate with each of you. Thanks for your ongoing support.

Sincerely,

Rick



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Truck Drivers Of The Month



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Marilyn Reeves
4 Million Miles
Parke Cox Trucking Co. Inc



November, 2022
Troy Jensen
5 Million Miles
Stokes Trucking



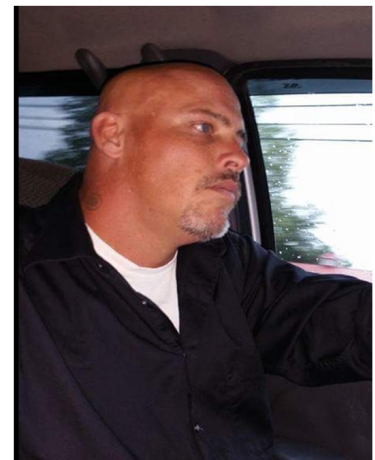
December, 2022
Kyle Leatherow
750,000 Miles
Stokes Trucking



December, 2022
Wayne Gabrish
4 Million Miles
Sharp Transportation



January, 2023
Raymond Heitzman
2.1 Million Miles
C.R. England



January, 2023
Gary Hughes
3.4 Million Miles
Stokes Trucking

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7 Challenges Facing the Trucking Industry as we Head into 2023

Written By Matt Moore, Tetra Capital

As we put 2022 in our rearview mirror, we are looking ahead to the challenges facing the trucking industry as we head into 2023. The past few years have had unique challenges, and 2023 is setting up to have several challenges as well. Although, with challenges also come opportunity. With that, here are a few things we see as challenges facing the trucking industry in 2023.

The uncertain economy and increasing costs

The record inflation and extremely high fuel and other costs of 2022 are sure to follow us into 2023. The good news is fuel prices have been falling and are lower than they were at this time last year, and hopefully, inflation will follow. Unfortunately, some of the damage has been done, and a recession in 2023 is still possible. However, the economic experts at Morgan Stanley and Goldman Sachs don't expect we will experience a recession in 2023.

With the economic uncertainty and increasing costs, getting paid quickly and not having to wait 30 or more days for payment to help cover your expenses is crucial. Factoring companies can help by paying you for every load you haul within hours.

Broker and shipper fraud

We have found that in times of economic uncertainty, there is an increase in fraudulent activity within the trucking industry. It is essential to stay vigilant; if something looks or sounds too good to be true, it probably is. One thing we have seen in the past few weeks that we expect to continue into 2023 is broker and shipper fraud. We have seen issues with people doing very good impersonations of reputable brokers and shippers. This can lead to carriers not getting paid for the loads they haul. Particularly in times like this, it is crucial to have a partner, such as a factoring company, that can help you navigate these challenging situations and help mitigate your risks. For example, factoring companies will conduct credit checks on your brokers and shippers and maintain databases of those that have had issues in the past.

Finding good loads

2022 saw rates drop, and expenses increase, making finding good paying loads often challenging, and we expect that will continue into 2023. Carriers can do a few things to help find and secure good loads. For example, filling out numerous carrier packets and building a strong network with a variety of customers. Additionally, knowing how much the load will pay you even with ever-changing costs and always negotiating.

Finding affordable insurance

According to the American Transportation Research Institute's Analysis of the Operating Costs of Trucking, insurance costs fall in the top five biggest expenses for trucking companies. Carriers have seen an increase in insurance costs for several years, and with prices rising on everything in recent months, it looks like this will continue in 2023. The ATRI noted there are measures that carriers can take to try and lower their costs. For example, carriers successfully reduced insurance costs by taking on increased direct risk.

Driver shortages

Trucking companies are not unfamiliar with dealing with labor shortages as it has been a long-standing problem. According to the American Trucking Association's Chief Economist Bob Costello, we will end 2022 with a shortage of 78,000, down from 80,000 in 2021. However, it is the second-highest level that anyone has seen previously. With an older workforce and fewer younger drivers taking their places, this appears to be a challenge that is not easily solved.

Extreme weather events

Every year it becomes more and more common for frequent extreme weather events to occur in the US. Given this pattern, it seems that we can expect the same from 2023. From major snowstorms to hurricanes, tornados, and floods, these extreme weather events cause problems for the trucking industry. The most significant challenge for the trucking industry is its effects on infrastructure.

Getting paid

No one wants to haul a load and have to wait 30-45 or more days for payment or not get paid at all. In an uncertain economy like we have experienced in 2022 that is sure to continue into 2023, getting paid is sure to continue to be a concern for many carriers. One way to help assure you will get paid is to conduct credit checks on all your brokers and shippers. This gives you a picture of how long they have taken to pay others before you. If you work with a factoring company, they will conduct credit checks for you.

A new year offers many challenges and many opportunities. We are optimistic that those in trucking industry will experience many great opportunities in 2023.

About the author

Matt Moore is an expert at helping transportation companies of all sizes grow by giving them access to the working capital they need. He has over 25 years in the financial services industry with 12 years in the transportation industry. He holds an MBA from the University of Phoenix and did his Undergraduate in Economics from the University of Utah. You can learn more about Matt and Tetra Capital at <https://www.tetracapital.com>.

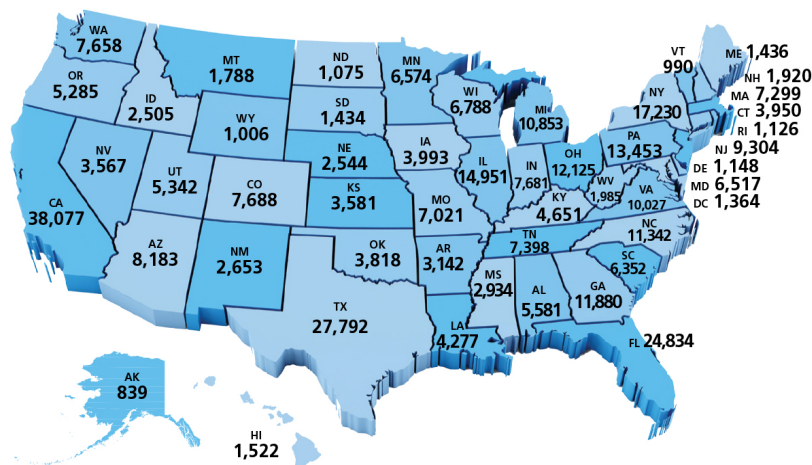


Company Overview:

Access Perks is a division of Access Development, creator of America's largest discount network. In the face of rising benefit costs, Access Perks makes for a happier workplace by helping employees save money at a low cost to the employer.

The Access network of over 750,000 participating merchant locations in virtually every neighborhood nationwide, spanning 100% of metropolitan and micropolitan markets. In contrast, our nearest competitor offers less than 20% coverage in those same markets.

Why is that so important? More than 80% of all discretionary consumer spending takes place within driving distance of home, while over 90% occurs in-store. Groceries, dining, clothing, entertainment, auto services – all are available at significant savings with Access Perks. We also offer the best travel and theme-park deals in the country, along with an unparalleled selection of online discounts and America's largest "show your phone" mobile coupon network.



"We've compared employee discount programs before and Access Perks is just in a different league. It offers local deals, so my team can walk next door and get a free drink, or go across the street for 50% off lunch every day. I've personally used it to save over \$1,000 on a weeklong vacation."

— Craig Christiansen, Senior Director of Customer Service, Younique Products

"[Access] is perfect for the more than 190,000 families we represent because shopping and saving in their communities is important to them. We appreciate that the program is going to keep us fresh on their minds every time they save."

— Randy Veach, President, Arkansas Farm Bureau

"Access discounts are an important part of our benefits program and a great member engagement tool. The mobile coupons at local merchants are very popular with our [teachers]."

— Maryann Robinson, President, MTA Benefits

Access By the Numbers

- Discounts of up to 50%
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- 900+ national brands
- 300+ client organizations
- 100% of metropolitan markets served
- 100% of micropolitan markets served
- 99.6% of U.S. consumers served
- 98% client retention
- 35+ years in business

Merchant Counts:

As of 6/30/19

Retail Locations	Web	Mobile
Dining	55,048	44,642
Quick Serve	30,245	24,713
Casual and Fine Dining	13,119	14,883
Deserts, Catering, etc.	6,684	5,046
Health & Beauty	40,705	37,500
Services	35,505	21,993
Movies	35,442	33,695
Shopping	33,217	31,653
Automotive	30,467	19,266
Home & Garden	26,382	19,775
Rec & Entertainment	13,059	8,744
Condo & Resorts	2,892	2,873
Golf	1,809	877
Ski & Snowboard	820	1,190
Cruises & Tours	53	49
Total Retail Locations	275,399	222,257
Travel & Activities Platform Locations		
Hotels	452,131	451,615
Activities	18,000	18,000
Car Rentals	47,279	47,276
Total Platform Locations	517,410	516,891
GRAND TOTAL	792,809	739,148

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UTAH TRUCKING ASSOCIATION BOARD OF DIRECTORS MEET FOR AN END OF YEAR RECAP



WRITTEN BY: UTA STAFF

On December 13th, 2022, members of the Utah Trucking Association Board of Directors gathered for the associations end of year review. Lunch was provided as long-time colleagues and friends caught up with one another. We had the pleasure to hear from Ben Hart, Executive Director of the Utah Inland Port Authority as he gave an update on the port and answered questions. We were also glad to have Senator Wayne Harper, President of Pro Tempore, Chairman of the Senate Transportation, Public Utilities, Energy and Technology Standing Committee and Vice President of the National Conference of State Legislatures join us for the afternoon. Senator Harper gave the board an update on legislature and answered questions. Rick Clasby, Executive Director of the Utah Trucking Association gave a recap on 2022 and talked about plans for the association. We are thankful for all the board members who attended and are thankful for all our members who continually serve and support the association. We are excited for another good year.



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THANK YOU BEN HART



THANK YOU SENATOR HARPER





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PREPARE YOUR TECHS FOR MOBILE REPAIR SUCCESS

By Karmak, Inc.

A lot goes into running a successful mobile repair operation, but nothing is as important as putting your mobile repair techs in a position to have success. There are a couple of key reasons for this.

First, when they're out on the road, they are basically running their own branch of your business. Why wouldn't you go the extra mile to give them what they need?

Vicki Henderson of Midlands Carrier Transcold of Omaha, Nebraska summed up the reason behind preparing your techs.

"The biggest reason to even have mobile repair trucks is to provide good customer service. These guys are a one-man band, and they can't provide that type of customer service if they are out there spending more time fumbling around with software than turning wrenches," she says.

Second, finding a good mobile tech can be difficult. Not everyone will have the skills and confidence to work independently out on the road, and among those that do, few will jump at the change to take on that role. So when you find a good one who flourishes in that role, you'll want to do everything you can to keep them happy.

We'll cover three areas that you'll want to address when it comes to getting your mobile repair techs ready to hit the road:

Training

This step has to come before everything else. You can't just toss any tech out there on the road and expect him to be effective, and more importantly, profitable for your business. You have to start with one of your more talented techs and then continue to provide that person with the proper continuing education opportunities to keep them on top of their game.

Work out time in their schedule to give them a chance to come back to the shop to take some online or in-person training. Make sure they also have access to service bulletins, online help, hotline tech help, and repair manuals just as the technicians in the shop do. The shop and the mobile repair unit need to be one and the same when it comes to access to training materials.

Make sure your techs are comfortable with how your software solution is used inside the truck as well and take time to let them discover how their processes might be a little different than what they're used to in the shop.

"Let the tech walk through a standard repair in the mobile technician system and see how it's different from what they normally do in the shop. This way, they can lead and ask any specific questions they have about the system rather than just presenting them with a training pamphlet or video that might not hit the points that they will really need out in the field," says Henderson.

Proper training when it comes to mobile repair isn't limited to the tech in the truck, either. Training your dispatcher on best practices for mobile repair is just important. There's only so much one mobile tech can do in a day, so it's important that some thought go into where you are sending your mobile tech and when. You want the tech to spend more time helping your customers get back on the road, not sitting in traffic trying to get all the way across town.

While we're on the topic, make sure the protocol on dispatching your mobile tech is crystal clear in your business. The last thing you want is for your parts manager to dispatch your tech to one location at the same time your service

manager is trying to send your tech somewhere else. Now, your tech is confused about where to be and both your parts manager and your service manager have different expectations about what the mobile tech is going to be accomplishing on that day. Details such as who will be doing the dispatching, who serves as the point of contact for the tech, and whether or not you want to have customers contact the tech directly are things that need to be hashed out ahead of time.

Tools

This is the most obvious thing, right? If your mobile technician doesn't have the necessary tools to do the work you require, that person is not going to be very productive and your mobile repair operation isn't going to be very profitable. Not providing the proper tools is the top cardinal sin in mobile repair.

Depending on the type of repairs you expect to be done on the road and what type of business you're in, the repair tools are going to be a little different for each business. There are a few items that are universal, however.

Things like a laptop, air cards for internet access, a printer, and printer paper are becoming more the expectation and less of a luxury. But that's a good thing. Giving your technician these tools allows them to be self-sufficient and complete work on-site rather than bringing a bunch of hand-written notes back to the shop to be typed in at the end of the day or the next morning, often defeating the purpose of being out on the road.

Henderson agrees. "In a worst-case scenario, they'll bring a whole stack of paperwork back in at the end of the day and bypass the whole mobile aspect of the business," she says.

Let's not forget about items to help your tech battle the elements, either. Getting things done in the face of darkness, rain, snow, heavy traffic, or being lost is not easy, but flags, flares, strobes, a rain suit, boots, adequate lighting, and a GPS are a good start toward helping your tech fight through all that and do a good job.

Incentive

Mobile repair trucks are often run most efficiently and profitably when the technician takes pride and ownership in their unit as if they are running their own branch of the business. That's much easier to do when the tech is properly incentivized to do so.

Give your tech a presentable vehicle to travel in. Make sure the outside of the truck is kept clean, make sure it has air conditioning and heat, and give your tech a comfortable space to work in once they are out on the road. This is going to be their office, after all. It probably goes without saying, but it's also important that the vehicle is reliable. It doesn't say a lot about your business if you can't keep your own vehicles on the road.

If you deem it appropriate to do so, give your mobile tech a window into the type of profit mobile repair is making for the company. Then, set profit goals for the tech to meet and consider instituting a commission for new work or a bonus for exceeding goals. As discussed earlier, good mobile repair techs are tough to find, but providing these types of incentives might make it easier to keep the ones you find.

Lastly, take some time at the end of the day to make sure your tech has everything they need before hitting the road again the next day. Are there any broken tools that need replacing? Are there any concerns with the mobile repair unit itself? Does the tech have any questions for someone back at the shop? It may not seem like much, but little things like that can let your tech know that you're looking out for their needs and it can make them feel like a part of the team even though they're away from the shop.

Conclusion

An average tech's job is difficult enough as it is. Now throw in elements like working alone, in 100-degree heat, in six inches of snow, in a downpour, while traffic whizzes by at 70 MPH, while it's dark outside, and in areas of town they may not be all that familiar with. That's what a mobile repair tech has to deal with on a daily basis, and all that can be overwhelming.

Sure, you can't stop the rain, melt the snow, or slow down traffic, but if you work to get your mobile repair tech as prepared as possible before hitting the road, you can take great strides toward making them, and your mobile repair business, successful.



About Karmak

Karmak, Inc. is a leading provider of business management solutions for the commercial transportation industry. With more than 35 years of heavy-duty experience, we offer a unique approach combining innovative technology, strategic advice and best practices. Our success programs produce measurable results by improving ROI, mitigating risks and achieving operational excellence.

Serving more than 1,500 locations across North America, Karmak is an employee-owned company with headquarters in Carlinville, Illinois.

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With over 20 years of experience in Trucking Insurance we have the tools and knowledge we need to provide you with superior service. We are honored to work in partnership with and be a sponsor of the Utah Trucking Association.



Utah Trucking Association Passes Out 2020/2021 Driver of the Month Awards



Due to COVID-19 the Utah Trucking Association was unable to present the awards for the 2020/2021 Drivers of the Month. This is a great program and opportunity to help recognize and show appreciation to the industries best drivers. Terry Smith, Safety Director of the Utah Trucking Association was able to travel to some of the participating companies and help present the awards while other participating companies were able to pass out the awards to their winners. Listed below are the 2020/2021 Drivers of the month.

Driver of the Month Winners – 2020/2021:

July - 2020:	Bruce S. Michaels; Parke Cox Trucking Co. Aaron B. Jorgensen; Parke Cox Trucking Co.
August – 2020:	Roscoe C. Pope; Walmart Transportation Kepili “Kep” Raass; C.R. England
September – 2020:	Donald R. Herd; Parke Cox Trucking Co. Kenneth A Newman; C.R. England Amanda J. Bannister; C.R. England
October – 2020:	William W. Tubbs; Parke Cox Trucking Co. Linda M. Knezovich; C.R. England
November – 2020:	Stacey G. Ott; Walmart Transportation Daniel J. Harnett; Pride Transport Inc.

December – 2020:	Donald R. Herd; Parke Cox Trucking Co. Richard D. Boole; Walmart Transportation
January – 2021:	Stephen K. Fox; Walmart Transportation Ronald D. Wright; C.R. England
February – 2021:	John A. Turley; Parke Cox Trucking Co. Brian D. Candey; Pride Transport Inc.
March – 2021:	Larry B. Jensen; Walmart Transportation Christopher E. Saunders; Pride Transport Inc.
April – 2021:	Timothy J. Gentry; Walmart Transportation Leroy N. Peterson; Pride Transport Inc.
May – 2021:	John W. Frankland; C.R. England Gary L. Osborne; Pride Transport Inc.
June – 2021:	Robert D. Bjelland; Walmart Transportation Steven K. Perry; Pride Transport Inc.

We are excited to announce that we will be celebrating the success of our drivers this year by bringing back the Drivers Awards Banquet. Further details on the event will be announced in the UTA newsletter. Congratulations to all the winners!









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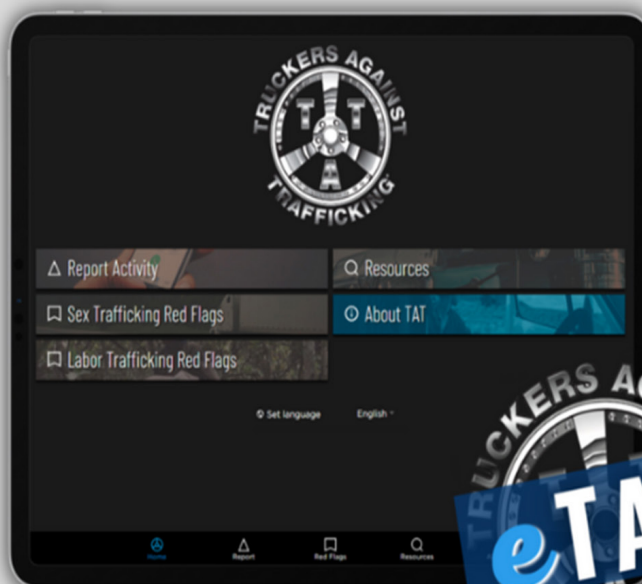
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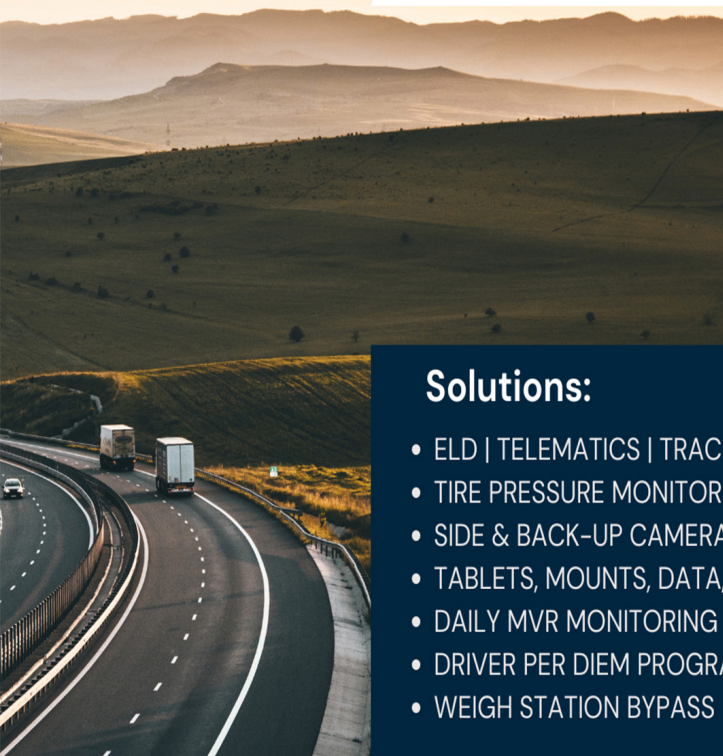
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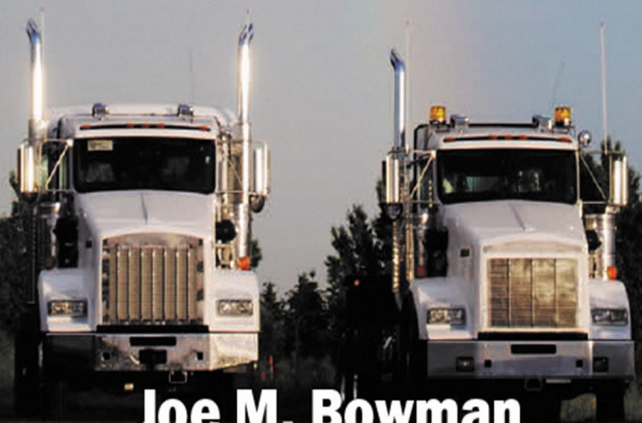
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Sponsoring a retirement plan often takes specialized knowledge and adds time-consuming administrative and fiduciary obligations to an employer's already busy workload. Employers can meet this challenge by joining a pooled employer plan (PEP).

PEP benefits

The majority of administrative and investment responsibilities are delegated to retirement professionals, so employers have more time to focus on their business needs.

Fiduciary/plan task	Single Employer Plan	Pooled Employer Plan (PEP)
Act as plan sponsor/named fiduciary	●	●
Manage plan audit	●	●
Annual audit fee (if applicable)	Market Rate	\$2,000 Max
Sign 5500	●	●
Deliver required notices	●	●
Review and approve termination, hardship and in-service distributions	●	●

- Plan provider responsibility
- Employer responsibility

Learn More

Call Brady Dall at **801.669.7707** or email bdall@onedigital.com to learn how we can support your success with a seamlessly integrated retirement plan program.



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Time to Exit Unhealthy Lifestyle

The Trucker's Association has partnered with Own My Health!

We are excited to offer a great discount on one of the best Health Management programs in the country.

Each person in your organization would have their own private, confidential, individualized program to help educate and improve their health. No matter your age, your risks, your culture, we have great features for you!

As the numbers of participants grow in the program, the pricing will go down, but to start out you will have a 50% discount. See below! We will be reaching out to each member company to show you how and what we are doing and getting such significant results in improved health.

FULL PROGRAM

- ✓ Medical survey
- ✓ Testing - Onsite, home test, our office, your own doctor
- ✓ Doctor review report and personal video
- ✓ Over 300 personal challenges (mental health, physical, nutritional, child health, dental, financial, spiritual, emotional)
- ✓ Company challenges, Webinars, Podcast daily, On site activities
- ✓ 500 doctor videos (2 to 4 minutes on all diseases, viruses, how to get healthy in food, movement, etc.

- ✓ Health Cents – Financial guidance
- ✓ Any registered tracking device will connect to the program - Garmin, Samsung, Apple, Fitbit, Oura Ring etc.
- ✓ Nutrition Tracker - meal planning, recipes, shopping lists, proper exercise for your body type
- ✓ Monthly newsletter – Doctor tips, recipes, Health help
- ✓ Health Guides - PhD. or master's degree or RN. Communicate with them each month or more often if desired.
- ✓ Cost \$10.50 to \$16.00 per employee per month. Testing can be paid by carrier if fully or partial insured.

CUSTOM DESIGNED PROGRAM

- ✓ Medical survey
- ✓ Over 300 personal challenges (mental health, physical, nutritional, child health, dental, financial, spiritual, emotional)
- ✓ Company challenges, Webinars, Podcast daily, On site activities
- ✓ 500 doctor videos (2 to 4 minutes on all diseases, viruses, how to get healthy in food, movement, etc.

- ✓ Any registered tracking device will connect to the program - Garmin, Samsung, Apple, Fitbit, Oura Ring etc.
- ✓ Nutrition Tracker - meal planning, recipes, shopping lists, proper exercise for your body type
- ✓ Health Cents – Financial guidance
- ✓ Monthly newsletter – Doctor tips, recipes, Health help

ONLINE SERVICES PRICING

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* Individuals can upgrade to the other pieces if they so choose

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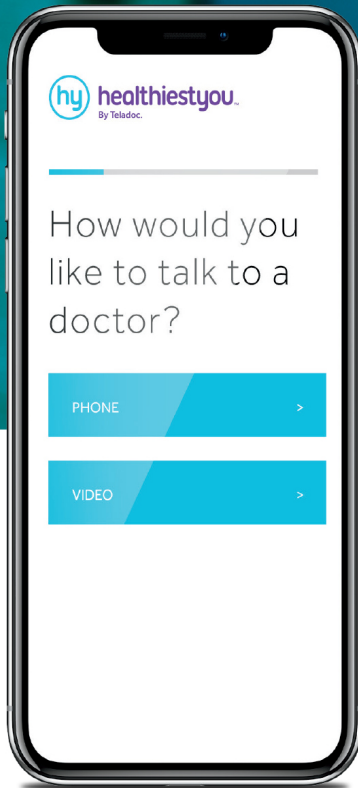
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