

# Utah Trucking

*Utah's Voice in Trucking*

2022 SUTA Scholarship Winners  
Part 2

## 2023 SUTA Charitable Golf Tournament

2023 Spring Warmup  
Spring Clay Tournament



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**Spring 2023**

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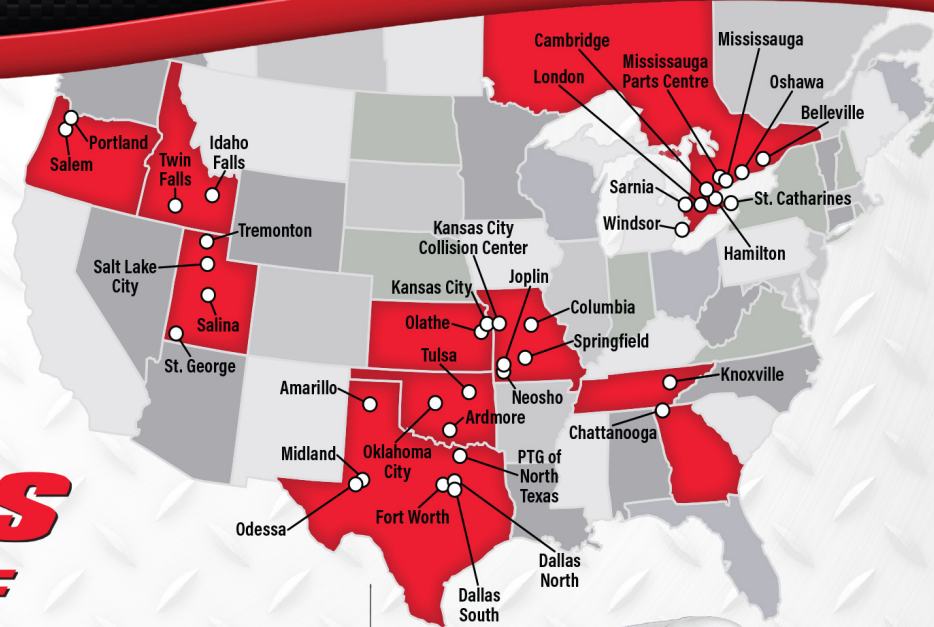
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# UTAH TRUCKING ASSOCIATION PRESIDENT'S MESSAGE



Spring is in the air and it's that time of year. The time when families are planning and gathering for outside activities. The same idea is in the air for the Utah Trucking Association. Convention season is right around the corner and we are diligently preparing for this year's experience in St George, Utah. As one of the planning committee members, I can assure you that this year's event planning is in full swing to ensure a great experience for everyone involved. It brings to mind a very well-oiled machine on auto pilot because the planning is so solid. Our theme for the convention this year is "Future Ready" and highlights what future changes are coming to our industry.

What does "future ready" mean? When is the right time to move your company to an alternative equipment platform? What are the expectations of your customers to convert to the new platform? How well does the equipment fit into your business plan and what grants and financing are available to purchase the new vehicles? These are all questions that we need to study. As an equipment buyer, I believe that we could all use some help in making the best decisions for our business.

In closing I would like to thank all the people that are donating gifts for the silent auction, bingo and ammunition for the shotgun shoot. There are so many people working hard to make this a success. If you happen to get a chance to talk to the UTA staff at our convention, please take the time to thank them for their hard work. I can't say enough about Rick, Jon, Terry, and their families that all volunteer to make the magic happen. Hope to see you all soon and keep on Trucking!!

Gregory McCandless

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# UTAH TRUCKING ASSOCIATION EXECUTIVE DIRECTOR MESSAGE



Dear Trucking Association Friends,

It is just about a week prior to our annual convention as I write this message and I cannot be more eager to see many of you at this event. This looks to be one of our best attended conventions and I am excited about our lineup of speakers, entertainment (casino, raffles, sporting clay, bingo, and golf) and exhibits. The expo hall is completely sold out and has been for weeks. We have a new component to this year's event. In partnership with the Beehive Insurance and Utah Food Bank teams the association is sponsoring a "Haulin to Stop Hunger" food drive. There will be two ways to support this cause. First, non-perishable food items can be brought to the convention and dropped in receptacles located at the Beehive Insurance booth. These will be redeemed for raffle tickets. Second, there will be QR codes located at the registration desk and the Beehive Insurance booth. This code will allow for cash donation on behalf of the association and this specific drive. These donations will also be rewarded with raffle tickets. This prize will be awarded during the closing banquet. We appreciate the Beehive Insurance team for providing this significant award. If you have not registered there is still room. I look forward to seeing you all in St. George.

Sincerely,

Rick



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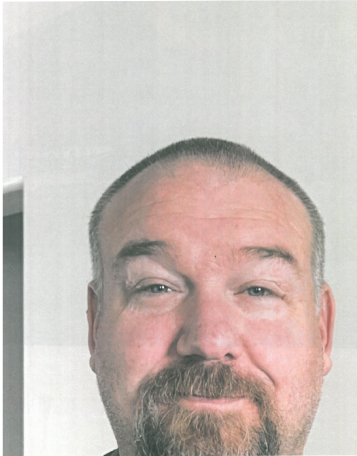


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## Truck Drivers Of The Month



February, 2023  
Sam W. Harvey  
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Stokes Trucking



February, 2023  
Mark E. Tilt  
2.7 Million Miles  
Pride Transport Inc.



March, 2023  
Garen D. Hyer  
4.1 Million Miles  
Walmart Transportation



March, 2023  
Mark W. Watton  
500,000 Miles  
Parke Cox Trucking



April, 2023  
Richard D. Pressec  
3.1 Million Miles  
Pride Transport Inc.



April, 2023  
Matthew D. Lesitsky  
1.1 Million Miles  
C.R. England

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# FALL 2022 SOUTHERN UTAH TRUCKING ASSOCIATION SCHOLARSHIP WINNERS



Thank you for choosing me as a recipient and helping me with my goals in life as a diesel mechanic.

- Braydon Charlton

I would like to express my sincere gratitude for your support through the 2022 Southern Utah Trucking Association Scholarship that I received.

Thank you for your generosity and thoughtfulness. This funding will allow me to further my education at Utah State University in the fall.

Thank you again for investing in my future!

- Brooklyn Averett



I would like to take this opportunity to thank you for your generosity in funding the scholarship. I am so honored to be one of the recipients of this scholarship. Receiving this scholarship means so much to me and has given me the motivation to keep working on maintaining my GPA, and learning as much as possible in the classes I am enrolled in so I can give back when I graduate. I thank you for your assistance in achieving my educational goals.

- Gracie Baker



# FALL 2022 SOUTHERN UTAH TRUCKING ASSOCIATION SCHOLARSHIP WINNERS



I am extremely grateful for your support and belief in my academic potential. I promise to make the most of this opportunity and work hard to achieve my goals. I hope to one day be able to give back to others in a similar way. Thank you again for your generosity.

- Jacob Nelson

I have always made my education a top priority, and with your generous assistance I will be able to lift a financial burden in order to focus on my studies. Your earnest investment in my future goals will not be forgotten. Thank you again for your generous and thoughtful gift.

- Leighton Ipson



Thank you for the scholarship.

- Lexie Clements



# FALL 2022 SOUTHERN UTAH TRUCKING ASSOCIATION SCHOLARSHIP WINNERS



I am very grateful for the opportunities this scholarship has provided me.

- Mary Hanks

I am beyond thankful and honored to be a recipient of the trucking association scholarship. This scholarship not only assists me financially but will help me achieve my future career goals. I've worked very hard and I'm happy to see my dedication pay off. Thank you!

- Riley Baldwin



I wanted to express my gratitude for the scholarship that was generously sponsored by your organization. Providing me with the opportunity to further my education debt free has been a great blessing. Your association is very inspiring to me, as it is a non-profit organization that gives back to the community in such a beneficial way. Before applying for this scholarship, I was not aware of the certain training the truck drivers obtain. I am so grateful that these truck drivers can look out for young individuals and help our society become a safer place. As I continue to work hard in school and eventually become a therapist, I will always be reminded of the support I received from the Utah Trucking Association. Thank you!

- Taylor Flynn



# FALL 2022 SOUTHERN UTAH TRUCKING ASSOCIATION SCHOLARSHIP WINNERS



Thank you so much to the Utah Trucking Association for making my dreams come true. This scholarship money is going to help me go to school and pursue a higher education. I don't know if I would've been able to go right out of high school but thanks to your generosity I can. I plan on studying business and trying to start my own company. I'll be attending Utah State thanks to you guys and be able to start classes right away. This will change my life for the better.

Thank you so much!

- Tyson Valentine

# CONGRATULATIONS TO ALL 2022 SCHOLARSHIP RECIPIENTS!



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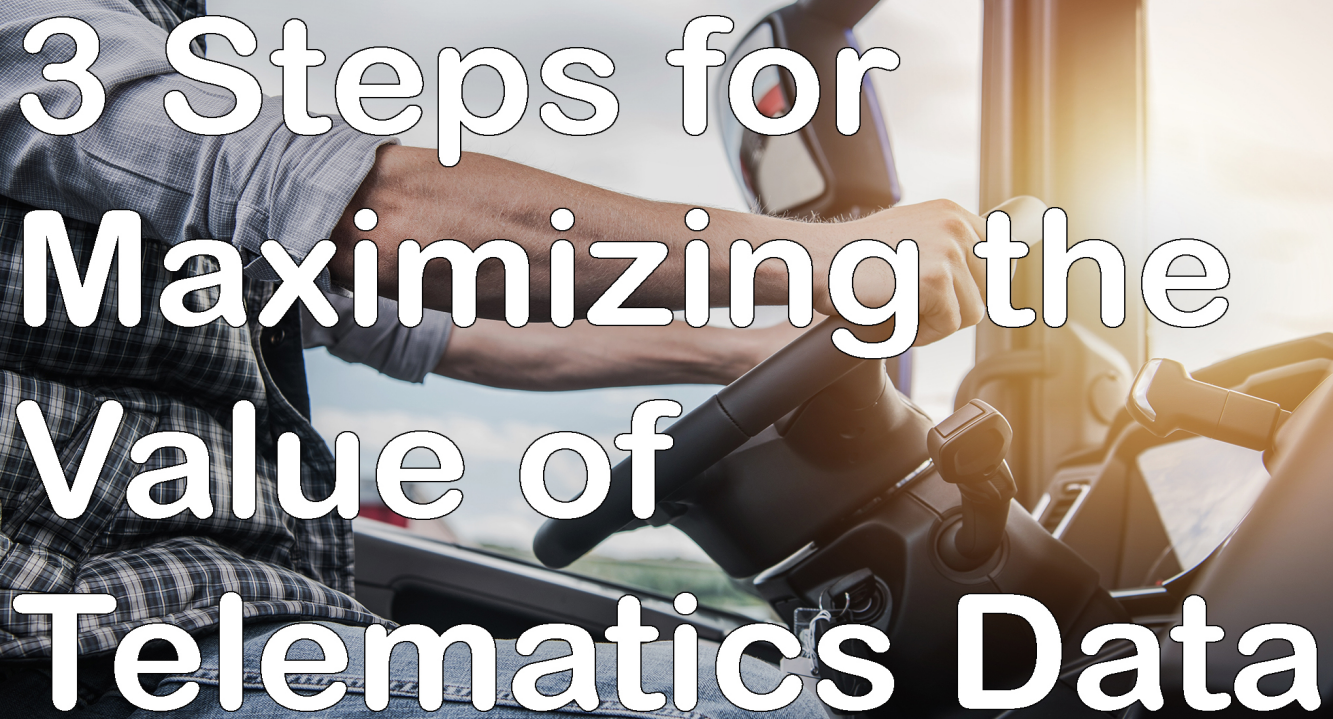


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# 3 Steps for Maximizing the Value of Telematics Data

By: Steve Schwindt

Transportation companies have invested heavily in telematics solutions throughout the last decade, and with good reason. These devices help in numerous ways – from route planning and fuel usage to fleet maintenance and safety. In some instances, devices like ELDs have even become a federal requirement.

But they're known to bring with them an overwhelming amount of complex data that's difficult to compare and make sense of. From black box telematics to driver and forward-facing cameras, these devices offer data in different formats and with differing interpretations.

This poses challenges for risk and safety managers as they struggle to normalize data across multiple vendors. Much of this process is manual and takes a lot of work.

If this data was easily accessible, it could revolutionize the way companies manage risk.

The answers are in the data, but the sheer volume of the data makes the answers hard to find.

How can companies maximize its value to better mitigate risk throughout their fleet?

## Step 1: Centralize All Data Sources

Siloed data sources create an incomplete picture of a company's risk profile. To make informed

decisions and intervene with risky drivers effectively, companies need a comprehensive view.

While having continuous visibility into MVR and CSA violations is a critical step in determining ongoing driver eligibility, we must consider that there is likely unsafe driving behavior that goes undetected by law enforcement.

And while telematics data can offer access

to daily driver behavior, it's also not always as accurate or concrete as what's reported on an MVR. Because of this, it's essential to centralize all available data sources to gain full, accurate visibility.

## **Step 2: Ensure Data is Consistent and Comparable**

Normalizing telematics data alone creates a variety of challenges, especially if you have mixed fleet across different vendors. These challenges are compounded when you incorporate other data sources like MVR and CSA violations.

Practically speaking, MVR violations and DOT inspections are often heavily influenced by exposure factors such as where your drivers are operating and how many miles they're traveling. Not only is it important to normalize different data sources from a severity perspective, but it's likewise important to normalize the data across your driver population by common metrics, such as number of events by x-number miles traveled.

By turning this disparate data into simplified, comparable insights, companies can grasp a better understanding of where their risk lies. They can identify trends, gain deeper visibility into who poses the most risk and what specifically that risk is.

## **Step 3: Establish Effective Interventions**

Having a strategy in place to intervene with drivers early based on telematics events is essential in preventing incidents. While MVR, CSA and claims represent outcomes, telematics represents daily habits. If companies address habits with targeted training before a violation or serious event occurs, they'll be more successful in reducing risk and preventing crashes.

This also promotes the increase of driver retention rates, as carriers can prioritize early interventions and remediate behavior before it results in disqualification.

## **Summary**

These strategies would be challenging to accomplish with the use of disparate programs or manual processes. By leveraging advanced technologies that combine these steps within a single, comprehensive solution, companies can maximize the value of data sources that so many in the industry struggle to tap into. This competitive access will become even more critical as the reliance on real-time data to combat risk and improve retention rates grows exponentially in upcoming years.

*Steve Schwindt is the Senior Director of Product Management at SambaSafety, a leading provider of cloud-based mobility risk management solutions.*





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**2023 SOUTHERN  
UTAH TRUCKING  
ASSOCIATION  
CHARITABLE GOLF  
TOURNAMENT**



On Wednesday March 29th, the Southern Utah Trucking Association hosted its 17th Annual Charitable Golf Tournament down in St. George at the Ledges. This year we had a great turn out of golfers and sponsorships and were able to earn over \$29,000 in funds for future scholarships. Although the weather was a little unconventional for the time of year, we all still had a great time. Listed below are the winning teams for the golf tournament.

1st Place Team: Parke Cox Trucking

Don Cox  
Steve Degraff  
Brecken Cox  
Jeff Nelsen

2nd Place Team: Rhinehart Oil

Coby Larsen  
Brad Eyre  
Cody Adams  
Cody Bettridge

3rd Place Team: State Bank of Southern Utah

Shaun Sampson  
Darin Larson  
Justin Barnes

Special thanks to Brecken Cox and Don Cox with Parke Cox Trucking and Stacey Bettridge with Rhinehart Oil for all the long hours they put into planning this event. We also want to thank CMC Tire for being the title sponsor of this year's golf tournament. Special thanks to all the other sponsors listed. We look forward to this event every year and are thankful for all those who came out to support.



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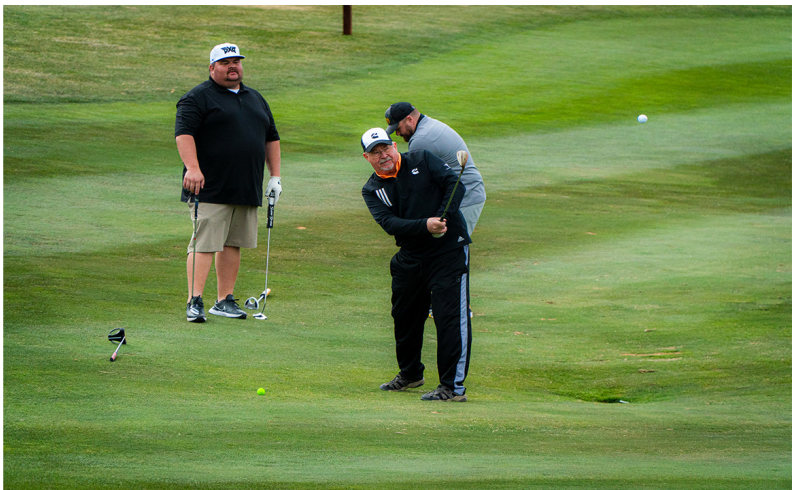
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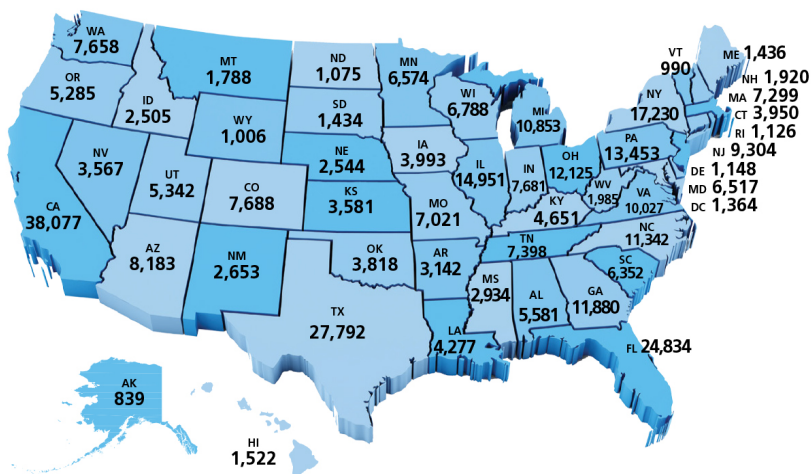


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Access Perks is a division of Access Development, creator of America's largest discount network. In the face of rising benefit costs, Access Perks makes for a happier workplace by helping employees save money at a low cost to the employer.

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%
- 750,000+ merchant locations
- 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
<b>Total Retail Locations</b>	<b>275,399</b>	<b>222,257</b>
<b>Travel &amp; Activities Platform Locations</b>		
Hotels	452,131	451,615
Activities	18,000	18,000
Car Rentals	47,279	47,276
<b>Total Platform Locations</b>	<b>517,410</b>	<b>516,891</b>
<b>GRAND TOTAL</b>	<b>792,809</b>	<b>739,148</b>

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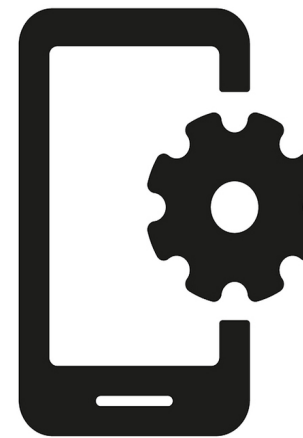
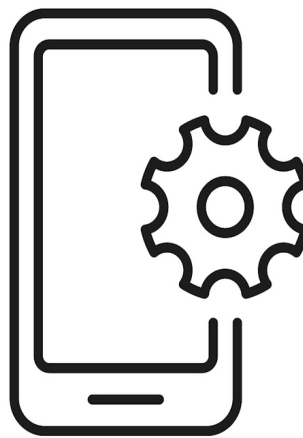


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# SIMPLE STEPS FOR PRESERVING AND MANAGING CELL PHONE DATA



Mobile devices have become an integral part of our everyday lives. We use our cell phones to not only communicate but also to store and transmit data and other information around the world. Trucking companies are even using cell phone applications as part of their company practices. New innovations are constantly evolving and continue to change the way we use our cell phones and store data. As such, cell phones and the information they contain have become an integral part of motor vehicle accident investigations and litigation. It is becoming all too common that, if you are involved in an accident, the other party will issue a preservation letter requesting a driver involved in the accident to preserve the contents of his or her cell phone and may even request an inspection of your cell phone.

There is a wide variety of data contained on your cell phone including text messages, multimedia messages, contacts, call logs, media files, local application data, files, hidden files, deleted files, and raw data stored on the memory of your phone. Failing to preserve the information stored could lead to serious repercussions during litigation. However, there are simple steps that can be taken in order to prevent the destruction of this information in compliance with a preservation request or in anticipation of an inspection.

First, ensure that your cell phone is not set to automatically delete text messages and other data. Most devices come with this setting that, if switched on, will periodically delete this information.

Turning this setting off or switching it to preserve the information for an indefinite period of time is a useful step in preventing deletion of any potential evidence. Second, back up any information contained on your phone to the online cloud. Backing up your cell phone will create a digital copy of the data in the event that the cell phone is damaged, destroyed, or lost. In some instances, pulling the cell phone information from the online cloud can be simpler and more streamlined than pulling it from your individual device. Last, it is important to periodically check your phone to ensure that the information is still there. With all these other fail-safes in place, checking your phone may seem like a simple task but is often overlooked especially as litigation progresses and focus changes. By checking your phone regularly, you can physically monitor that the data and information is being stored and not deleted. Further, by taking this extra step you can verify that the other above practices are working properly and have not been disrupted by a device update or for some other reason.

Most importantly, if you are involved in an accident or are faced with a preservation letter or inspection request, you should contact an attorney to assist you through this process and in order to prevent the spoliation of evidence.



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We at the Utah Trucking Association are always excited to host new events. This year, in partnership with North American Trailer we were able to have our 1st annual Spring Warmup Sporting Clay Tournament on April 14th, 2023, at the Provo Gun Club. Despite Utah's weather being bipolar, we had a great turnout of shooters from all over the state. Due to the mud up Provo canyon, shooting teams were not able to participate on the sporting clay courses, instead each team tested their skills on trap, skeet pad, and 5 point. Listed below are the members of the winning teams. After the teams competed, we had an individual Annie Okley Shootout, the top shooters of that event are listed below. Special thanks to North American Trailer for providing lunch and prizes to all the winners, also want to thank North American Trailer for coming up with the idea and helping plan this event. We also want to thank other sponsors listed. We look forward to making this an annual event.

### **1st Place Team:**

- Shane Francis
- Trace Francis
- Kaden Francis
- Justin Francis

### **2nd Place Team:**

- Clint Wells
- Byron Anderson
- Jayme Anderson
- Ryland McDaniel

### **Annie Okley Shootout Winners:**

- 1st Jayme Anderson
- 2nd James Taylor
- 3rd Travis Park





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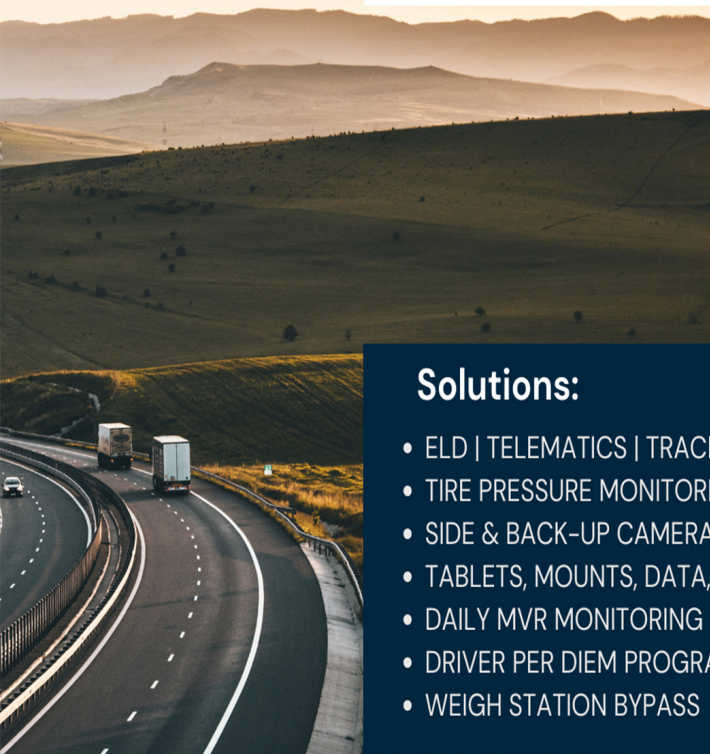
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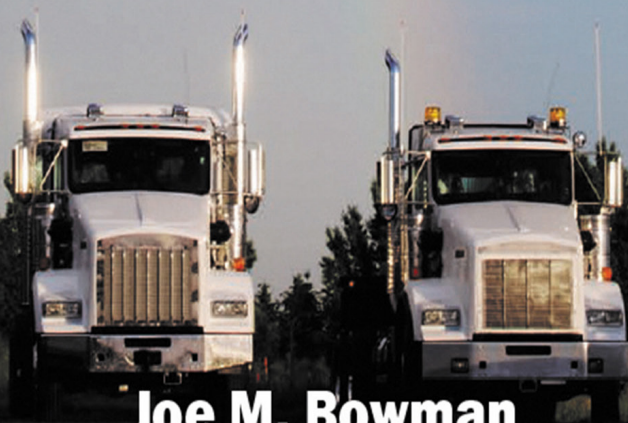
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A close-up photograph of a person's hands in metal handcuffs. The person is wearing a dark long-sleeved shirt. The background is a plain, light-colored wall.

# HOW CRIMINAL RECORDS IMPACT WORKFORCE DEVELOPMENT AND HOW EXPUNGEMENT CAN HELP

WITH



**rasa**

## EXPUNGEMENT MIGHT BE EASIER THAN YOU THINK

Having a criminal record is a common problem that affects a lot of Utahns.

One in three Americans has a criminal record. These records can make things difficult for employers and employees alike. Even old and minor criminal records can make it difficult to get a job or rent an apartment, not to mention the social stigma that comes with being labeled a “criminal.”

Criminal records are digital and permanent. Although most states (including Utah), have a legal process that allows you to expunge your record, that process is so costly and complicated that few people have been able to navigate it. Most people with records find that they need an attorney to help them, and most people cannot afford the thousands of dollars it will cost to hire one. As a result, many people simply continue to live with a record, and are forever shut out of opportunities.

### Utah Expungement Law

Under Utah law, many types of misdemeanor and felony level records are eligible for expungement, including DUIs. Whether a person is eligible to clear their record depends on how many total records they have, what they are, and how long it has been since their involvement in the justice system. Because the law can be hard to understand, Rasa has created an online tool to help people determine their eligibility. It is powered by court and corrections records, and takes less than 3 minutes to use.

People who are eligible to clear their records must fill out an application and go through a court process. Under Utah law, a judge will only grant an expungement if he or she determines that it is in the public interest and that it will not threaten public safety.

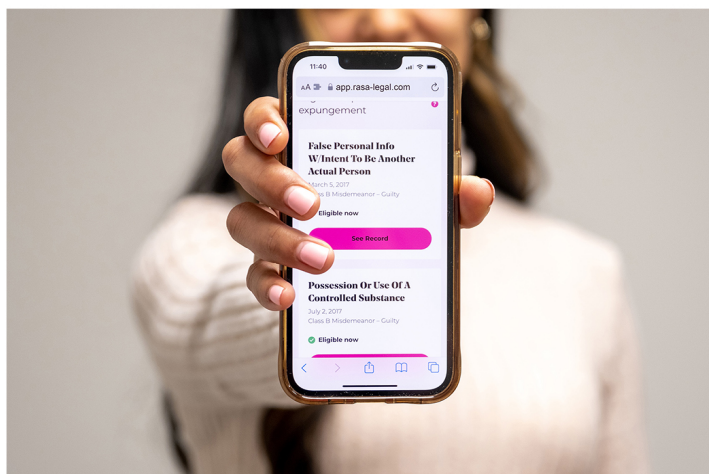
### Benefits of Expunging a Criminal Record

When a record is expunged, it is sealed from public view. A person has the right not to check the box when they are asked about their criminal record

on a job or housing application and when someone pulls a background check, expunged records will not appear. This allows people with old and minor records to get jobs, and allows employers to access needed talent without fear of liability or risk to public safety.

In addition to making it possible to get people into needed jobs, clearing a criminal record can make an almost immediate difference in someone's economic mobility. People without records (or with expunged records) are 63% more likely to get a job interview, and average wages go up by over 20% just one year after record clearance. Clearing a record can also help someone advance within their own company, qualify for a promotion or manager-level role, or access a job or delivery site that requires criminal record clearance.

## Rasa is partnering with the Utah Trucking Association to offer FREE use of their eligibility tool



**Rasa Legal is a new public benefit corporation on a mission to make it easy and affordable to clear a criminal record.**

Rasa is a public benefit corporation that specializes in affordable record expungement. It was founded by Noella Sudbury, a Utah lawyer and former public defender who saw immense need for this service with limited options available. Noella now works with additional lawyers, software engineers, and community advocates dedicated to helping people with records.

For a limited time, Rasa is letting UTA members and their employees use Rasa's tool to check their record for FREE. It takes only about 3 minutes to use the tool and find out what the options are.

### **Rasa provides affordable legal representation.**

If someone has records that qualify for expungement, Rasa offers an affordable legal solution. Instead of the \$1,500 to \$3,000 minimum most private attorneys will charge, Rasa can handle up to three cases for just \$500 (does not include government fees).

In addition, Rasa is partnering with employers and associations to help cover the cost of record clearance. In this tight labor market, helping to clear criminal records can be a great recruiting and retention tool that can help employers access needed talent and retain and promote good workers.

Under these programs, employers or associations create a total budget for the program, decide who qualifies for the program, and help cover the cost of the legal work to help someone move forward.

”

I can't describe the profound sense of relief and happiness I felt when my record was cleared. I will never forget what it felt like to have my employer offer this benefit to me and Rasa made it so easy to access. This benefit reaffirms to me that my employer cares about me as a person and wants to invest in my future. It builds my loyalty as an employee and makes it more likely I will stay here.

E.D.  
USARA Employee

★★★★★

**“Having a criminal record is a common and massive problem that keeps people out of needed jobs and hurts our workforce. We want to help the trucking community access the opportunities that come with a clean record.”**



**-Noella Sudbury, CEO and Founder of Rasa Legal**

### **Why Now is the Time to Get Started**

There is a pilot program that provides government fee waivers for those who want to apply for expungement. However, this program is coming to an end on June 30, 2023.

Starting the process of expungement before that date could save people hundreds of dollars in government fees.

Now is the time for people to get their expungement started. Rasa makes it easy to do and it might not cost as much as you think.



For more information about Rasa, check out our website at [www.rasa-legal.com](http://www.rasa-legal.com). To use the tool for free as a UTA member, go to <https://www.rasa-legal.com/utah-truckers/>

For more information about creating a sponsorship or employee benefit program, contact Chris Egbert at [chris@rasa-legal.com](mailto:chris@rasa-legal.com).

**Rasa-Legal.com**



**rasa**

 <b>COURT FILING FEES</b>  Court filing fee costs to expunge 4 Utah criminal records	<b>BEFORE HB 392</b>	<b>VS</b>	<b>AFTER HB 392</b>
	\$135 justice court filing fee		
	\$135 justice court filing fee		\$0
	\$150 district court filing fee		
	\$150 district court filing fee		
	<b>\$570</b>		

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# Getting Paid Quickly Quick Pay vs. Factoring

By Matt Moore, Tetra Capital

You need to get paid quickly for your trucking company to keep its trucks on the road and moving. There are a few ways to help eliminate the possible 30-60+ days it can take some brokers and shippers to pay. From quick pay to factoring, let's talk about how each can help your trucking business.

## What is Trucking Quick Pay?

With quick pay for trucking, you haul a load, and the broker agrees to pay you more quickly than standard invoice payment terms ask for. With quick pay, you often get the funds within a few days to a week instead of the typical 30-60+ days. Brokers will charge a fee in exchange for quicker payment.

## What is Factoring?

With factoring, you deliver the load, submit a copy of the invoice to your factoring company, and you get access to the funds usually within hours. A small percentage fee is deducted from each invoice when you use factoring.

## Quick Pay vs. Factoring

Both quick pay and factoring will give you access to funds quickly. However, there are some differences between the two that are important to be aware of when deciding which one is best for your business.

### Rates

*Quick pay rates are all over the place. One may be lower, and another may be similar to a factoring rate, whereas another would be 5% or more.*

***Factoring rates are typically 2% - 3%.***

*What loads can it be used for? The broker has to offer it as a payment option to use quick pay. Not all do, so if you rely on quick pay, you could limit the brokers you can accept loads from.*

*You can factor loads for all brokers and shippers approved by the factoring company. In order to be approved, the factor will run a credit check on the broker and shipper to help ensure they will pay you for the loads you haul. Additionally, factoring is flexible you choose which loads to factor and which loads you don't. For instance, if you are working with a factoring company and a broker that offers a lower quick pay rate for their loads you can use quick pay for those loads and factor others.*

### Submitting the paperwork

*With quick pay, you must send the documentation to each broker separately.*

*With factoring, everything goes to one place every time.*

*Following up if payment is not received from the broker or shipper*

*You have to do the follow-up when using quick pay. If the payment doesn't go through, the broker typically won't tell you if there are paperwork issues until you call to find out why you didn't get the payment.*

*When you use factoring, the factoring company will handle all follow-up calls and help you ensure the paperwork you submit is accurate in advance of a late payment.*

### **Additional benefits**

*Quick pay does not offer any additional benefits outside of paying you more quickly.*

*Factoring provides several benefits in addition to paying you quickly. The benefits include free credit checks, fuel cards, invoicing, processing, postage, collecting, and more. Additionally, factoring companies have extensive knowledge and experience working with many brokers and shippers. For this reason, they know who is good to work with and who you might want to avoid.*

After reading this list of quick pay vs. factoring, you might wonder which option puts more money into my pockets? From our experience, we would have to say it is usually factoring. Between the competitive rates, additional benefits, the amount of time it can save you, and freedom to take different loads from different brokers and shippers. However, there are a few of the bigger brokers out there that do have very low and competitive quick pay fees.

### **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>.



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