# Utah Trucking

Utah's Voice in Trucking

2023 Utah Trucking Association Truck Driving Championship

2023 Management

Conference & Frucking Expo

2023 Utah Trucking Association Road Rally

90 Years Strong

Summer 2023

**UTAH TRUCKING** 

ASSOCIATION

# **Advertising Index**

This publication was made possible with the support of these corporate advertisers. They support the trucking industry by enabling the association to provide this publication to its members, prospective members and the community at large. They deserve your consideration and patronage when making corporate purchasing decisions.

10, 25, 74 Beehive Insurance Cox Trucking 57 **CUI Agency** 19 Elston Manufacturing 75 25 Great Dane of Utah 5 **Great West Casualty** HUB International 53 J.J. Keller Kenworth Sales Co. 18 One Digital 11 Own My Health 15 **UTAH TRUCKING Premier Truck Group** 14 Reading Truck 75 ASSOCIATION -SDI 18 Southern Tire Mart 6 Tivitri 75 Truckers Against Trafficking 8 **Utah Trucking Association** 69 75 Vicar Wallwork Financial 60 WCF Insurance 68 69 1580 Utility Trailer



# Contents

7 Presidents Message
9 Drivers of the Month
12 Utah Trucking Association Members Receive Safety Summit Awards
16 6 Tips to Find and Haul Loads That Pay
20 3 Steps for Maximizing The Value of Telematics Data
20 2023 UTA Sporting Clay Tournament
26 2023 Utah Trucking Association Management Conference & Trucking Expo
39 UTA Safety Awards
52 Safety Supervisor of the Year Award
54 UDOT Industry Partner of the Year Award
55 Trooper of the Year Award
56 Distinguished Service Awards
59 David R. Free Lifetime Achievement Awards
61 Grand Trophy Award
62 Presidents Award
63 2023 President's Cup Golf Tournament
70 2023 UTA Truck Driving Championship
76 A Hidden Risk in a Rising Cost Enviorment
78 Utah Trucking Association 2023 Road Rally

#### Officers

President:

Gregory D. McCandless (James H. Clark & Son Inc.)

1st Vice President Adam Mason (First Source Fuels)

2nd Vice President Adam Lindsay (Alpha Transport)

3rd Vice President Justin Deputy (1580 Utility Trailer)

Secretary/Treasurer Dustin England (C. R. England)

Immediate Past President Jimmy Andrus (Andrus Transportation)

## **Executive Committee**

ATA State Vice President Drew Free (Superior Service Transport)

Danny Hansen (Sinclair Trucking Company)

Greg Robinson (Purcell Tire)

Keith Jensen (Peterbilt of Utah)

Ronnie Johnson (Mountain West Truck Center)

Bryon Gravley (Double D Distribution)

Anne Glenn (AG Needs Inc.)

## Region/Council Presidents or Chairs

**BUTA President** 

Jason Dean (Basion Western)

**NUTA Vice President** 

Mark Lawver (Stokes Trucking)

**SUTA President** 

Brecken Cox (Cox Trucking Inc.)

**CUTA President** 

Craig Payne (Barney Trucking)

USMC Chair

Reed Newman (Great West Casualty)

## Carrier Members

Bruce MacRae (United Parcel Service Inc.) Doug Smith (Ralph Smith Co.) Jaden Kemp (Geodyne Transport)

John K. Savage (Savage Services Corporation)

Lyn Simon (Simon Transport)

Rex Miller (L.W. Miller Transportation Inc.)

Steve "Schoony" Schoonover (Thomas J. Peck & Sons

Steve Knight (Intermountain Rigging & Heavy Haul)

Randall Gibson (James H. Clark & Son Inc.)

Steve Roberts (Deseret Transportation)

Derek Roberts (Advantage Transportation) Mike Briggs (Sinclair Trucking Company)

Zan Sharp (Sharp Transportation)

Kate Smith Walton (Ralph Smith Co.)

Bruce E. Pollei (Walmart Transportation)

Mario Archaga (UPS)

Dave Hansen (Performance Trucking and Logistics)

Brittany Magana (Marco Transportation)

Darin Bowman (First Source Fuels)

Ian Peterson (Pride Transportation)

Aaron Leonard (Holiday Trucking)

Brandt King (King Farms Trucking)

#### Allied Members

Bill Nehmer (Great Dane of Utah)

Corby Dall (OneDigital)

Greg Jenson (Carrier Transicold of Utah)

Kyle Treadway (Kenworth Sales Co.)

Rand Austin (Beehive Insurance Agency)

Trevor Pasman (Kenworth Sales Co.)

Justin Schiffman (Bridgstone Tires)

Ed Miles (Interstate Transportation Consulting)

Mark Thorton (Skoubye, Nielson & Johansen, LLC)

Daryl Elliot (SAF Holland)

## **Past Presidents**

1971-1972

Glenn Goodrich (IML)

1986-1988

John Wlaker (Bailey's Moving & Storage)

1988-1990

Doug Dredge (C.H. Dredge & Co.)

1990-1991

Brad Barney (Barney Trucking)

1991-1993

Jeff England (Pride Transport)

1993-1995

David G. Free (Superior Service Transport)

1995-1997

John Eberthardt (Redman Van & Storage

1999-2000

Daryl Taylor (Western Petroleum Inc.)

2000-2002

Don Ipson (DATS Trucking)

2002-2004

Jack White (Alpha Transport)

2004-2006

Dan England (C. R. England.)

2006-2008

Don Cox (Parke Cox Trucking Co, Inc.)

2008-2010

Kim Robinson (Robinson Transport Inc.)

2010-2012

Dale Ipson (DATS Trucking)

2012-2014

Scott Godfrey (Godfrey Trucking Inc.)

Duane Braegger (Tramcor Corp.)

2016-2018

Mark Droubay (Double D. Distribution)

2018 - 2020

Stacey Bettridge (KB Oil)

2020 - 2022

Jimmy Andrus (Andrus Transportation)

#### Advertisers

Beehive Insurance

Cox Trucking

**CUI Agency** 

Elston Manufacturing

Great Dane of Utah

Great West Casualty

**HUB International** 

JJ. Keller

Kenworth Sales Co.

OneDigital

Own My Health

Premier Truck Group Reading Truck

SDI

Southern Tire Mart

Truckers Against Trafficking

Utah Trucking Association

Wallwork Financial

WCF Insurance

1580 Utility Trailer

## ontributing Writers

Greg McCandless

Natalie Lovell

Nathan Skeen Matt Moore

## New Members

Quality Carriers, Inc. Heisman Delivery, Inc.

SureLine Capital LLC

Ryder

Equipment Transport

Prime Inc.

Nebo Express Trucking

Bountiful Logistics & Transportation Inc.

Western Truck & Trailer Sales, Inc.

Hankook Tires

JB&B Capital

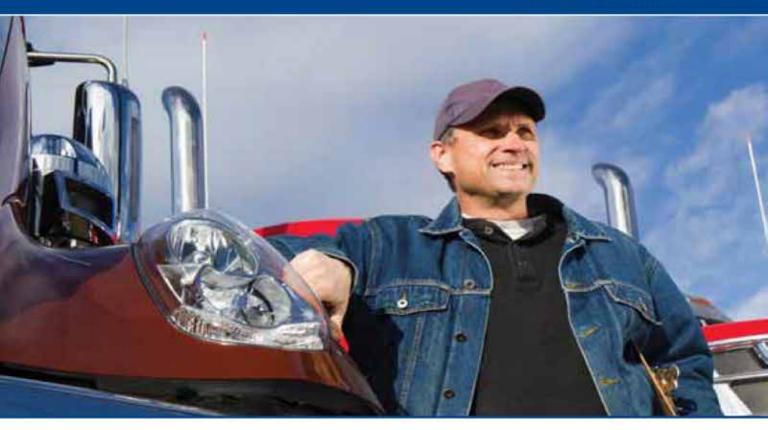
Aspire Home Health & Hospice

Graphic Impressions, Inc.

McGee Company JAG Equipment

# É GRÉAT WEST CASUALTY COMPANY

The Difference is Service®



# **Knowledge is Power**

Not All Trucking Companies Are Alike

**Trucking is all we do.** When you choose Great West Casualty Company to insure your trucking business, you are getting more than 60 years of experience serving the trucking industry.

Our agents work with you. We selectively choose agents with a keen focus on the trucking industry. Our agents are knowledgeable, dependable, and responsive. They understand your needs and work with you to match the right coverage and level of service for your trucking operation.

Do one thing, and do it right. Our agents can guide you through the process and customize a plan to provide you the broadest protection possible. You can be confident, knowing that our service begins, not ends, with the issuance of your policy.

**Great West Casualty Company** – No matter where the road takes you, you will discover that at Great West, *The Difference is Service®*.

800.228.8602 gwccnet.com



# WEKEEP AMERICA ROLLING



From America's quality brands to comprehensive maintenance programs and 24/7 roadside assistance, we deliver the very best in tires and services to keep you rolling.

Visit any of our 150+ locations throughout the USA.

STMTires.com



Dear Association Members and Friends,

I was tasked with writing a letter for the summer magazine and the elephant in the room is the state of Trucking in the U.S. right now. How can you not notice the extreme inflation happening and crippling prices in our grocery stores right now? Meanwhile, manufacturers and stores are showing record earnings and profits while manufacturing less goods or shrinking the product containers.

The expenses of operating equipment with the high price of energy, rising interest rates, slowing truckload tonnage, difficulty in acquiring equipment, increased costs of equipment, and the lack of ability to get parts, has become a post COVID nightmare that appears to have no end.

As I speak, with my colleagues in the industry, there has become a practice that some customers are taking to cut revenue in your freight lanes to continue to keep the present business that you have. The shippers and receivers are also charging egregious lumper and late fees. This practice has become common place in a slowing economy and flat freight markets, where the carriers have lost their voice.

After reading through this article, I know that you're thinking that this is a supply and demand problem. Economists say that this happens every 10-15 years, and that may be the case. My question is, how can inflation be at such a high level on the store shelves and at the pump, with store and fuel vendors posting record profits with less production? With that question comes, how can a carrier not pass along their increased costs into the supply chain to their customers? It's hard to be part of the supply chain team, when the proverbial thumb is upon your head and limiting or decreasing your ability to make a profit.

I believe that the answer to the questions lies in finding ways to become more efficient, hunker down and weather the storm, help each other stay successful, and pray to the good Lord that the hard times don't last too long. Everyone in this industry knows how tough it can be when our freight market tightens, and I hope you and your team have prepared for the storm we are in. Stay positive, look for opportunities to improve, be patient, and Keep on Trucking!!!

Gregory D. McCandless





#### Over-the-Road

TAT's original training film, this 27-minute video features the story of a survivor trafficked as a teen and how it was a trucker's call to 911 that led to her recovery and the prosecution of her trafficker. The film includes expert testimony from law enforcement on how this crime occurs and intersects with transportation, as well as first-hand accounts from truckers as they reflect on seeing potential trafficking situations. This video will educate and equip drivers to know the signs to look for and actions to take if/when they ever suspect trafficking is taking place.

#### **Local Drivers**

From package delivery and others operating straight trucks, rideshare, USPS, final mile, couriers, food delivery, waste disposal, etc., this film is for those not operating an OTR truck. In essence, any driver who is in and around neighborhoods and local businesses should be educated and equipped to spot the signs of both labor and sex trafficking. In response to this need, TAT released this 23-minute training for local drivers that features a survivor's testimony, as well as guidance from law enforcement on how to identify red flags and report to either the National Human Trafficking Hotline or local law enforcement.



#### Movers/In-Home Delivery

A 23-minute training video in 2022 for members of the moving industry and all other in-home delivery professionals. The video provides an understanding of what human trafficking is, how it might intersect with everyday jobs and the specific red flags drivers can be alert to as they move in and out of homes across North America.



# **Truck Drivers Of The Month**



May, 2023 Steve Hepner 1.2 Million Miles Stokes Trucking



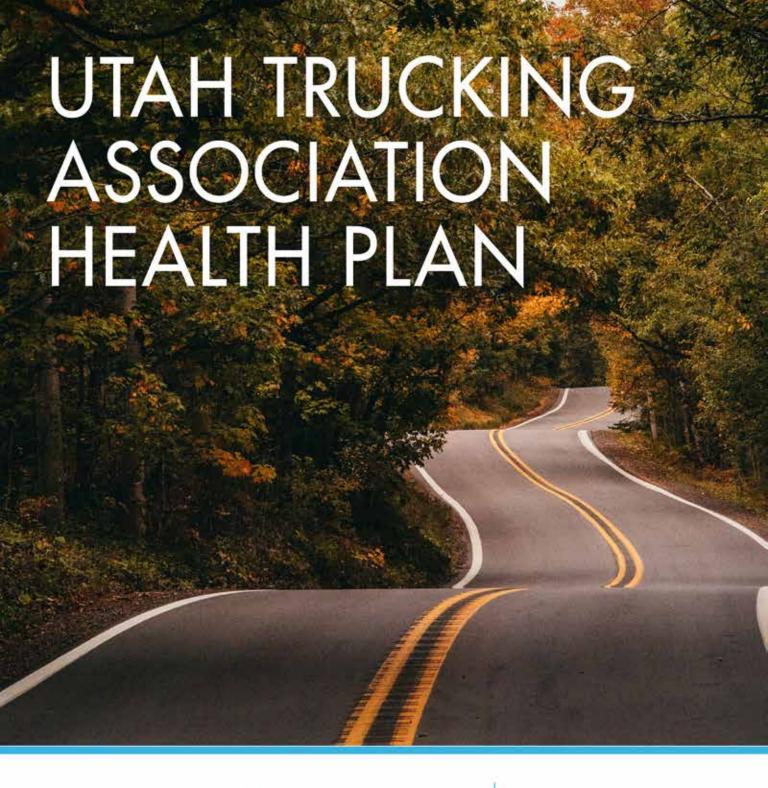
May, 2023 Alan Kimber 1.7 Million Miles Stokes Trucking



June, 2023 Mike Hampton 4 Million Miles Stokes Trucking



June, 2023
Davis Rogers
1.3 Million Miles
Parke Cox Trucking



## Let our experienced benefits team help you navigate the twists and turns of your employee benefits.

In partnership with the Utah Trucking Association, Beehive Insurance is proud to offer The Utah Trucking Association Health Plan. This is a great option for Utah based Trucking companies looking for large group plan designs that offer low out of pocket maximums and broad plan choices. Contact us to learn more.



## RETIREMENT SOLUTIONS



# Secure Future Pooled Employer Plan



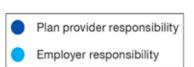
Driven by the Utah Trucking Association

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	•	•



#### **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.



#### The Standard, 1100 SW Sixth Avenue, Portland, OR 97204 | standard.com

Utah Trucking Association and OneDigital are not affiliated with StanCorp Financial Group, and its subsidiaries. The Standard is the marketing name for StanCorp Financial Group, Inc., and its subsidiaries. Standard Retirement Services, Inc. provides financial recordkeeping and plan administrative services. Standard Insurance Company and Standard Retirement Services, Inc. are subsidiaries of StanCorp Financial Group, Inc., and all are Oregon corporations.



# Utah Trucking Association Members Receive Safety Summit Awards

Written By: Natalie Lovell; Truck Smart

Every two years, Zero Fatalities holds a large Safety Summit and as part of that, awards are given out to different people and organizations in the traffic and safety industries who are making a difference. This year, we gave awards to nine trucking companies, each of whom have all been so generous of their time to help the Truck Smart program in educating new drivers.

Below is a copy of what was read, with a list of the companies:

On behalf of the Utah Department of Transportation, I would like to present the award for Outstanding Traffic Safety Program to several companies that have been instrumental in the success of the Truck Smart program:

- Altaview Concrete
- Barney Trucking
- DST Distributors
- LeGrand Johnson Construction
- Robinson Transport
- Stokes Trucking
- Tramcor
- UPS
- WalMart Distribution Center

These companies spend countless hours driving trucks and trailers all across the state to help driver education students learn the importance of driving safely around the big rigs. These companies alone have donated their valuable time at more than 400 events over the past two years, letting students climb into the cab of their truck so they can see firsthand how difficult it is to see what's happening around them. The companies pay their drivers to be with these classes without hauling goods or making money, and we couldn't do it without them. They show up at 5 a.m. and stand outside in the ice, snow, rain and sub-zero temperatures. But they never complain - they just respond to our calls with, "Where do you need us?" Thanks to all of you for helping teens learn to drive safely around the big rigs.



# Congratulations!





















SERVING VALUED CUSTOMERS AT

44 LOCATIONS ACROSS THE U.S. & CANADAI

> NORTH AMERICA'S LARGEST FREIGHTLINER GROUP



SERVICE | PARTS | COLLISION CENTER | SALES | FINANCING





















# Take the Steps to GREAT health.

Make the change!

Join our program at Own My Health through a discounted rate with the Utah Trucking Association and we will teach you the following!



Integrative health relies upon evidence-based, safe, and effective medicines and healing approaches, along with valid principles of lifestyle or preventive medicine from a variety of traditions.

The truth is that the brain and the rest of the body can be treated through a whole-person approach. By taking an integrative approach to medicine, we can nurture and heal the mind through behavior, social learning, and mind-body practices.

Below, are some basic integrative behaviors shown to facilitate healing.

#### **Basic Nutrition Guidelines:**

- Always eat breakfast and don't eat dinner too late.
- Limit your intake of calories and sugar.
- Avoid soda and refined carbohydrates.
- Drink more water.
- If possible, follow the Mediterranean diet.

## Other Behaviors That Promote Health and Healing:

- · Make more time for fun, laughter, exercise, nature, compassion, and art.
- Do less drinking, smoking, unhealthy eating, drugs, and violence.
- Invest in healthy social connections.
- Participate in group activities.
- Exercise for at least 150 minutes a week, including two or more times a week of muscle-strengthening activities.
- Establish boundaries around a healthy work/school-life balance.
- Make time for a mindfulness activity, such as yoga, meditation, journaling, or deep breathing for 20 minutes one to two times a day.

Whether you are struggling with a chronic disease such as inflammation, or have no current health concerns, these are simple yet important steps that you can take in your everyday life to feel and function better.







By Matt Moore, Tetra Capital

There are many places to turn to find trucking loads but how do you ensure those trucking loads will pay? Here are 6 things we have pulled from our years of experience that you can do to help get trucking loads that pay.

# Rates that look too good to be true probably are.

When you find an unusually high rate listed for a load on a load board, you can think there is no question you should take the load. However, we caution you to think twice. Truck freight rates can be a major indicator telling you if you will get paid for the trucking load. Legit brokers and shippers know the going rate for truck freight, and their rates will reflect that. We have had a few clients who found unusually high rates on load boards, and on further inspection, they ended up being fraudulent loads that will not pay you once you make the delivery.

Run a credit check on new brokers and shippers.

Credit checks give you a sense of the payment history of the broker or shipper. Typically, if they have a good history of paying other carriers on time, you can expect the same. However, running credit checks on your own can be costly and time-consuming. Although, when you partner with a company such as Tetra Capital for trucking factoring, it won't be. We provide you with free credit checks for your new brokers and shippers.

## Build relationships with brokers and shippers.

Having a wide variety of customers to turn to for loads will limit your concentration and exposure. Plus, you will find you always have a reliable source of good loads that pay. When you have long-term relationships, you will undoubtedly reach a point where you are "cherry-picking" the available truckloads that work best for you. Regular, professional, and effective communication is one of the easiest ways to maintain your trusted network.

# Have a partner with their finger on the pulse of who is paying and who is not.

Partners, such as factoring companies, regularly work with hundreds of brokers and shippers. The continual contact helps them to know who pays quickly, who takes a while to pay, and who doesn't pay at all. This type of information is something you will never get from a load board and can be invaluable to your business.

#### Have a partner who will handle the collections if there is a delay in payment.

There are better uses of your time than chasing late payments. Not to mention it could hurt the relationships you are working hard to build with your brokers and shippers. For these reasons, it is helpful to have a partner, such as a factoring company, who will handle the collections if payment is delayed.

# Look for consistent ratings between the factors credit report and the load board.

We often see that companies that are trying to do bad things will focus on building their credit on certain sites like a load board or a credit site, but it's tough to do that on all of them, so inconsistencies can be a red flag.

No one wants to work for free and all carriers deserve to get trucking loads that pay. These six things should help ensure you are consistently hauling good loads for brokers and shippers who pay you for every mile.

#### 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.







# THE FUTURE IS NOW



Sales • Parts • Service • Lease • Finance

www.KenworthSalesCo.com

# Subrogation Division Inc.

We take the stress out of claims...



136 South Main Street
Spanish Fork, UT 84660
866-SUBRODIV \* SUBRODIV.COM
CONTACTUS@SUBRODIV.COM



# Truckers Deliver for America. CUI Agency Delivers for America's Truckers. Are you ready for a dedicated Certificates Team? Do you need more options for your Trucking Insurance? CALL (801) 352-1161 for a Competitive Quote from CUI Specializing in Traditional & Captive Insurance CUI AGENCY

**SPECIALIZING IN TRUCKING INSURANCE SINCE 1969** 



On May 10th, 2023, the Utah Trucking Association kicked off their annual convention with a sporting clay tournament and Annie Oakley shootout. We had over 119 shooters come to Purgatory Clay Sports in Hurricane Utah: testing their skills and luck. Congratulations to the winning teams and the winners of the Annie Oakley shootout, listed below.

We want to give a special thanks to North American Trailer for providing all the great raffle prizes and prizes for the winners. Thank you also to Greg Robinson with Purcell Tire for providing and passing out refreshments to all the participants. We also want to give thanks to all the other sponsors listed below.

#### 2023 Sporting Clay Tournament Winning Teams: Prize Sponsor:

#### Upper Course Winning Team

Lance Pitcher Mike Young Dallas Edwards Steve Boekholder

#### Lower Course Winning Team

Shane Francis Justin Francis Trace Francis Kaden Francis

#### Winners of the Annie Oakley Shootout

1st: Trace Francis 2nd: Troy Fulmer 3rd: Paul Foreman

North American Trailer

Refreshment Sponsor:

Greg Robinson

Ammo Sponsor's:

Stokes Trucking

Alpha Transport

Carrier Transicold of Utah

General Sponsor's:

PBC Finance

Parke Cox Trucking

Beehive Insurance Agency

Subrogation Division Inc.

Rush Truck Centers

Jackson Group Peterbilt

We look forward to seeing everyone again next

year!













# Annie Okely Shootout Winners

























2023 Utah Trucking Association Sporting Clay Tournament Sponsors

# NORTH AMERICAN TRAILER

**Fontana** 











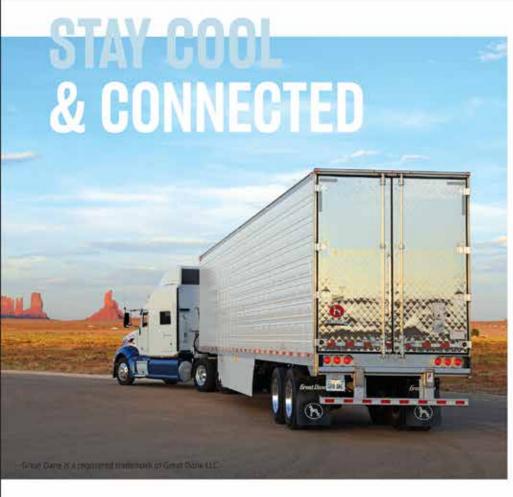












Our future-focused reefers are designed to provide peak thermal efficiency through liner innovations like ThermoGuard and keep cargo fresh with built-in antimicrobial protection from Microban. All Great Dane trailers now come standard with FleetPulse telematics to help keep your equipment safe and on the move.

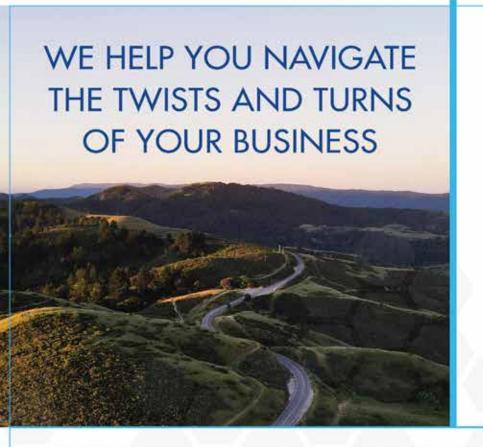
Great Connects Us.



Sales | Parts | Service Leasing & Rentals

770 West 2100 South Salt Lake City, UT 84119 **801.433.5425** 

GreatDaneUtah.com





MORE THAN JUST A POLICY

TYWAVE

OUTPLACEMENT SERVICES

EMOD ANALYSIS

BACKGROUND SCREENING

CYBER SECURITY

BEEHIVE PERKS PROGRAM

# UTAH TRUCKING ASSOCIATION



2023
MANAGEMENT CONFERENCE
& TRUCKING EXPO

The Utah Trucking Association was proud to hold its annual conference and expo in St. George Utah on May 10th – 12th, 2023. We had a great turnout of nearly 500 people attend. Wednesday May 10th, we started with our annual Sporting Clay Tournament (details about the tournament are in 2023 UTA Sporting Clay Tournament article). Later that night we had an opening social, dinner, and casino night where guest had a delicious Dutch oven dinner and played a wide selection of casino games for a chance to win some awesome raffle prizes

Thursday, May 11th, we started things off with breakfast and the morning session where UTA members had the opportunity to hear from Robert Spendlove (Vice President and Economic and Public Policy Officer for Zions Bank). After the morning session we opened the expo hall with over 37 exhibitors, 16 tractors, and 10 trailers on display. During expo hall hours, Mark and Lisa Droubay with Double D Distribution put on another great bingo extravaganza. During the expo hall, guests were able to network with one another, view all the different displays, bid on the silent auction, and had a great lunch. After the expo hall, guests were able to attend the Future Ready Panel that consisted of speakers Geoff Ruch (Cummins), Mikal Ann Byrd (Special Programs Manager for Transport Equipment Company), and Michael Masquelier (Chief commercial Officer at ASPIRE and Utah State University's Engineering Research Center). The speakers talked about the future of trucking and the direction the industry is heading.

Later that evening we wrapped up with the Presidents Reception and Awards Banquet. On Friday, May 12th, we wrapped up with the Presidents Cup Golf Tournament (details about the golf tournament are in the 2023 Presidents Cup Golf Tournament article). Thank you to all who came out to help support the association, we are blessed to have such amazing members. We also want to give a special thanks to all sponsors and exhibitors for making this convention possible. We look forward to seeing everyone again in 2024.









# THANK YOU TO OUR PLATINUM SPONSORS





















BEEHIVE INSURANCE



# CASINO NIGHT & OPENING SOCIAL















# THANK YOU TO OUR GOLD SPONSORS















# **BINGO EXTRAVAGANZA**















# THANK YOU TO OUR SILVER SPONSORS



Subrogation Division Inc.





Best in Class Service on America's Favorite Brands









# **EXPO HALL**











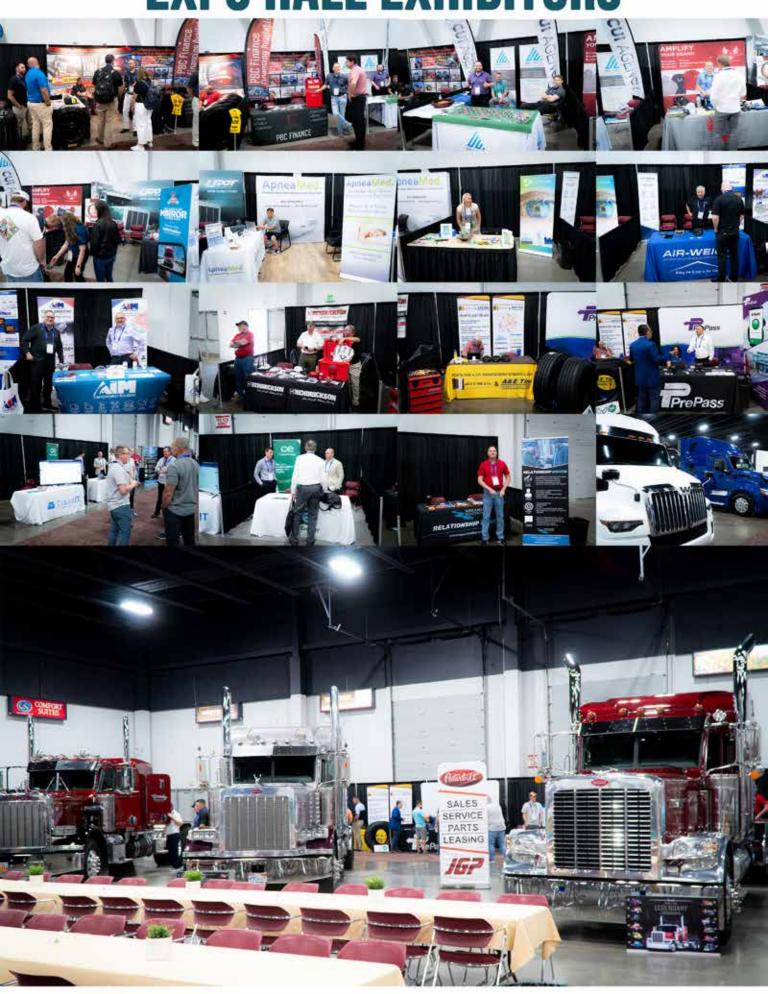




# **EXPO HALL EXHIBITORS**



# **EXPO HALL EXHIBITORS**



# THANK YOU TO OUR **BRONZE SPONSORS**

















# **CLOSING BANQUET**







Utah's Voice in Trucking





# SPECIAL THANKS TO















On Thursday May 11th, 2023, the Utah Trucking Association had the pleasure to recognize and award their members. These recipients have done an outstanding job in achieving safety within the industry or have done a great service to the association. Special thanks to Great West Casualty for helping sponsor and support this banquet. Congratulations to all those who received awards and special recognitions.









#### ABF Freight

Great West Casualty:
- LTL Carrier

# Andrus Transportation Services

**Great West Casualty:** 

- Flatbed
- TLC Carrier

#### **UTA Industrial Award:**

- Flatbed
- General Commodities





#### Barney Trucking

#### **Great West Casualty:**

- Tank Truck
- Heavy Hauler
  - -Dirt Hauler

#### **UTA Industrial Award:**

- Tank Truck
- Heavy Hauler
  - -Dirt Haulers



#### Basin Western Inc

Great West Casualty: - Tank

#### C. R. England, Inc.

Great West Casualty:
- TLC Carrier

UTA Industrial Award:
- General Commodities





#### **Deseret Transportation**

Great West Casualty:
- Private

UTA Industrial Award:
- Private



# Diversified Transfer & Storage

UTA Industrial Award:
- LTL/Small Package Carrier

#### Don Stockley Trucking LLC

UTA Industrial Award:
- LTL/Small Carrier





#### **Double D Distribution**

#### Great West Casualty:

- Tank Truck
- TLC Carrier

#### **UTA Industrial Award:**

- Tank Truck



#### **DST Distributors, Inc**

Great West Casualty:
- TLC Carriers

UTA Industrial Award:
- General Commodities

#### FedEx Freight

Great West Casualty:
- LTL Carriers





#### Godfrey Trucking Inc.

Great West Casualty:
- Private



#### James H. Clark & Son Inc.

Great West Casualty:
- TLC Carriers

UTA Industrial Award:
- General Commodities

#### **Iowa Tanklines**

Great West Casualty: - Tank Truck





#### King Farms Trucking

Great West Casualty: - TLC Carriers

UTA Industrial Award:
- General Commodities



#### Lincoln Truck Lines, LLC

Great West Casualty:
- TLC Carriers

UTA Industrial Award:
- General Commodities

#### LW Miller Diversified Inc.

Great West Casualty:
- TLC Carrier



# MAVERIK

#### Maverik Logistics LLC

UTA Industrial Award:
- Tank Truck



Old Dominion Freight Line, Inc.

Great West Casualty:
- LTL Carrier

#### Parke Cox Trucking Co

Great West Casualty:
- TLC Carrier
- Flatbed

UTA Industrial Award:
- General Commodities





#### Pride Transport

Great West Casualty: - TLC Carriers



#### Ralph Smith Company

Great West Casualty:
- Dirt Hauler

UTA Industrial Award:
- Dirt/Cement Hauler

#### Reed Hurst Trucking Inc.

Great West Casualty: - Tank Truck

UTA Industrial Award:
- Tank Truck





#### Robinson Transport

**Great West Casualty:** 

- Tank Truck
- Livestock

UTA Industrial Award:

Flatbed

#### Simon Transport, LLC



Great West Casualty:
- Flatbed
- TLC Carrier

UTA Industrial Award:
- General Commodities
-Flatbed

#### Sinclair Trucking Company

Great West Casualty: - Tank Truck

UTA Industrial Award:
- Tank Truck





#### Stokes Trucking LLC

Great West Casualty:
- TLC Carrier

UTA Industrial Award:
- General Commodities



#### **Sunroc Corporation**

**Great West Casualty:** 

- Flatbed
- Heavy Hauler
- Dirt/Concrete Hauler

#### **Superior Service Transport**

UTA Industrial Award:
- LTL/Small Carrier





#### Tramcor Corporation

Great West Casualty: - Flatbed

UTA Industrial Award:
- Flatbed



#### Trinity X-Express LLC

UTA Industrial Award:

#### Walmart Supply Chain

Great West Casualty:
- Private Carrier

UTA Industrial Award:
- Private Carrier







# UTAH TRUCKING ASSOCIATION RECOGNIZES MAJOR CONTRIBUTORS TO THE INDUSTRY DURING THEIR ANNUAL MANAGEMENT CONFERENCE & TRUCK EXPO

The Utah Trucking Association each year recognizes major contributors to the association and the trucking industry. This recognition is offered during the association's annual convention in St. George, Utah as part of the closing awards banquet. During this event many safety awards are presented to carriers who have demonstrated exemplary safety relative to the prevention of accidents and industrial incidents. Additionally, the association selects individuals and/or companies for numerous prestigious awards including Safety Supervisor, UDOT Safety Partner, and UHP Trooper of the Year. They also recognize Distinguished Service, a David R. Free Lifetime Achievement, Grand Trophy and President's Award recipients. As is always the case, this year's recipients have made remarkable contributions to the betterment of safety, efficiency, and the promotion of a positive image of trucking. Each were presented as follows:



Utah's Voice in Trucking



"I am pleased to present the Safety Supervisor of the Year Award. This position in all our companies is critical to our success. Tonight's recipient is an example of going the extra mile to ensure a culture of safety is prevalent throughout his company.

Our honoree has been the Safety Supervisor with his current company for two years. He initially hired on as a driver and promoted to dispatcher and ultimately to Safety Manager. His time as a driver and dispatcher makes him able to understand and relate to the drivers and their perspectives. He treats all with respect and helps them make corrections as needed in a polite and professional manner.

Our recipient instituted a safety program that rewards drivers for safe behaviors. This initiative has produces excellent results. The company's CSA score has dropped well below thresholds, with major achievement being in the change in vehicle maintenance. This resulted in a score of just below the 80% threshold to no violations in one year.

This leader provides monthly safety lessons that are engaging and pertinent to what the drivers need to hear. Even veteran drivers have reported learning something new from these lessons.

Under this managers leadership, the company had just one reportable accident and zero workplace injuries.

In a letter of recommendation from a Sr. Risk Control Representative regarding this safety program it was stated; 'He took that task seriously and has created one of the best training programs that I have ever seen.'

From the Zero Fatalities/Truck Smart Outreach Coordinator; 'without companies and managers like this, the Truck Smart Program would not be possible. We are so grateful for his passion for safety and the priority that he makes programs like Truck Smart in his ever-busy schedule. It is because of people like this that the goal of 'zero fatalities' feel possible.'

From a Small Business Sr. Safety & Risk Specialist; 'one of his strengths is ability to listen to drivers in a way that they know he cares. I have watched him interact with drivers and found that he truly cares about them and their families. When he gives council and advice, it is to help them be successful.'

This leadership quality in addition to excellent, regular safety training have been key components to lowering the company's work-related injuries

and their Experience Modification Rate (EMOD).

From the company President; 'this leader has been a superstar in safety for our company. He hit the ground running when he became Safety Manager. He took it as a personal mission to develop, build and implement a safety culture. This started with personal training for each driver, inspection contests, and weekly/monthly safety lessons. I am very proud of his accomplishments.'

Under this gifted leader's stewardship, his company had only one reportable accident last year with an accident frequency of .55. Please join me in congratulating this year's Utah Trucking Association Safety Supervisor of the Year, Jake Shelly of DST Distributors."



Utah's Voice in Trucking



### Know the Signs of Impaired Drivers with REASONABLE SUSPICION TRAINING

Our **BRAND-NEW Reasonable Suspicion Training** helps motor carriers keep unsafe drivers off the road by providing the tools and knowledge needed to recognize signs of drug use and alcohol misuse.

Product Code: 71293

#### DEVELOPED BY OUR SUBJECT-MATTER EXPERTS, THIS CURRICULUM:

- ► Fully satisfies the requirements of 49 CFR 382.603, including one hour of training on alcohol misuse, plus one hour on controlled substance use.
- Includes 14 individual modules, covering important topics such as the grounds for alcohol or drug suspicion, the testing process, and more.
- Uses a flexible training approach with "bite-sized" chunks of content and plain language.



REASONABLE SUSPICION

Now available in USB format for easy, on-the-go access.

**ORDER TODAY!** 



Please call Terry at UTA 801-973-9370 or email terry@utahtrucking.com for your member discounted pricing.

Order must be placed with UTA for discount to apply.



"It is my honor to present this important and prestigious award. Our partnership with the Utah Department of Transportation is extremely valuable. Because of dedicated and exemplary employees like our recipient, we are better informed, more compliant, and safer. This year's recipient of the Industry Partner of the Year Award is an example of ethics, commitment, and hard work.

This inspector is very thorough with every inspection conducted. He communicates with the driver of each inspection in a professional and cautious manner and explains the nature of each violations found, if any. He takes time to make sure drivers know what is expected. He takes his job very seriously; it is all about safety on our highways.

Tonight's recipient is very knowledgeable and is always willing to share his time to help fellow agents and inspectors, assisting and teaching them so that they can perform better. He is very well-liked and respected by all his co-workers and it is not uncommon for him to receive calls from other port locations asking for assistance. He has a great work ethic and is always learning more about his job.

Our honoree is an asset to the trucking industry and the UDOT, Motor Carrier Division.

Please join me in congratulating and recognizing this year's UDOT Industry Partner of the Year Inspector Brandon Kite of the St. George Port of Entry."



Utah's Voice in Trucking



"It is a sincere honor to be asked to present the 2022 Utah Trucking Association's Utah Highway Patrol Trooper of the Year. Personally, and collectively as an association of trucking leaders, I/we have the utmost respect for our Highway Patrol partners and respect their public service.

This year's recipient began his career with the UHP on January 5, 2004. He has served in several field assignments in Cache, Rich, and Weber counties before receiving his current assignment with the Motor Carrier unit. One of his first assignments was in Rich County where he expanded his skills as a field trooper and gained knowledge of Federal Motor Carrier Safety Regulations.

Our honoree was instrumental in restoring relationships with local law enforcement and community members in Rich County. He accomplished this by being open and friendly with all holding them, and himself, accountable for compliance with the law. He has learned to handle a variety of calls for service and small-town eccentricities in this capacity.

Tonight's recipient was selected as the Section 15 UTIP submission for UTA Trooper of the Year because of his friendly personality as well as his daily efforts. He performs at a high level every day and has been a leader in commercial motor vehicle inspections every year.

He is happy to assist the field sections when they are short staffed, pitching in to help with field coverage, construction shifts, and oversize load escorts. This trooper has completed thousands of truck inspections in his career. His inspections are very evenly split between full inspections and driver, logbook, and document inspections. He is one of those Troopers who accomplishes the mission of the UHP daily by providing a variety of quality police services while protecting the constitutional rights of all. He is simply willing to do the work, hold himself accountable, and is happy to engage at all levels.

Our recipient is supported by his family, including his wife, Tori, who has served in the Driver License Division and is now with UDOT as a Port of Entry Agent assigned to the Echo Port. Please join me in congratulating Russell B. Handley as this year's Trooper of the year."





"It is a distinct privilege for me to present one of our Distinguished Service Awards. Like previous recipients, tonight's recognition goes to an individual who has made a significant mark on the trucking industries success and has been a tremendous supporter of the association.

Tonight's honoree has been an allied member of the association for decades, initially helping individual members with their financial planning and benefit offerings. He has sense guided the association to a successful multiple employer 401K plan. This offering has saved participants from audit requirements and expenses while reducing the fiduciary burden on companies. He has been a tremendous supporter of the association and leaves everyone feeling like family and close personal friends. He has also been known to run up the bids during our annual silent auction.

Our recipient started in the financial services industry in the 80's and quickly realized the need for honest advice. His passion led to a clear path; partnering with employers to help their employees, thus helping as many people as possible retire with confidence and dignity. He has helped countless companies stop thinking of "401k" as a four-letter word while creating thousands of successful retirement outcomes.

He is the immediate past president and a founding member of the National Association of Plan Advisors, a 20,000-member non-profit professional organization with two major goals: to educate all retirement plan and benefits professionals, and to create a framework of policy that gives every working American the ability to have a comfortable retirement. He was named 2017 Retirement Plan Advisor of the Year and has been recognized as one of the Nation's Top 100 Retirement Plan Advisors by PLANADVISER magazine 10 years running. He serves on several industry advisory boards and works closely with lead policy makers, legislators, and regulators to help shape future retirement policy.

In his more than 30 years in retirement plan consulting, he has never met someone he does not like

His many strong relationships across the industry and across the country have put him in a unique position to be at the forefront of trends, technology, and opportunity. He is regularly called upon to vet new tools and processes for service providers that are looking for value add programs for retirement plan advisors.

On a personal note, our honoree has been married to his wife Karen for 39 years and was "blessed" with 3 boys, 2 of them followed him into the retirement plan business and he is working hard on the 3rd! He enjoys spending time teaching financial awareness to local youth and volunteers with several youth groups. He also loves boating, skiing, tennis, and snowmobiling. Please join me in expressing gratitude for his years of service, expertise, and support to Corby Dall, OneDigital."



Utah's Voice in Trucking





"In all sincerity, I am thrilled to present one the 2022 Utah Trucking Association Distinguished Awards to a friend and invaluable business resource. Tonight's recipient is extremely deserving of our recognition and gratitude.

He has been a long-time allied member and strong supporter of the association. He and his family have been fixtures at the convention and on the Board of Directors, with our recipient currently serving on the Executive Committee. In serving in this capacity, he is an obvious leader with a style all his own. He in a subtle, even keeled, and discerning manner can reestablish a course or redirect a conversation. He is the kind of leaders that does not need to say much but when he speaks it is best to listen. What he brings is high intelligence, well-informed and a thoughtful confidence.

In discussion with our recipient's customers, associates and friends, the common attributes noted include him being an extremely hard worker, customer focused, flexible, reasonable, and always, always honest. All remarked about him just being a good guy who will never shirk responsibility or accountability.

I cannot be happier to recognize this great man, business associate, and friend with a 2022 Utah Trucking Association Distinguished Service Award.

Please join me in recognizing Ronnie Johnson, Mountain West Truck Center."



Utah's Voice in Trucking



"I am so honored, and deeply touched to be asked to present this award tonight. On March 24, 2017, the association lost a tremendous friend, leader, and mentor in David R. Free. At that time the association's leadership determined it appropriate to recognize Dave's many contributions to the association and trucking industry by creating the David R. Free Lifetime Achievement Award.

This award recognizes individuals who have dedicated decades to the furtherance of trucking, transportation, and business in a manner like Dave did throughout his lifetime of service. It further provides a mechanism where the association can remember Dave's accomplishments, personality, character, mentorship, and commitment.

The lifetime achievement award recognizes nominees who exhibit the ability to influence positively law makers, regulatory personnel, industry leaders and the public relative to the critical nature of trucking, safety, and freight mobility. It further honors those who have dedicated significant time and energy to improving the industry for all participants. Nominees are considered based on leadership, courage, integrity, commitment of time and resources, civic service, charity, and generosity.

In addition to recipients being honored during this convention, they are added to a progressive plaque that hangs in the association's Board of Directors conference room.

Unfortunately, the association family lost another great man this year who embodied all the attributes that I have outlined. On April 3, 2023, David Parke Cox (Dave) passed away after a courageous and hard fought 2 1/2 year battle with pancreatic cancer. This fight, and Dave's approach to life during the good times and the difficult is an example to all of us. Dave's leadership and impact on the trucking industry was uniquely his own. His infectious personality drew people in. His quick wit and sense of humor gave him the ability to be comfortable in any setting. He could become immediate friends with newcomers and could deescalate tense situations with a grin, a joke, or story. These most often made fun of himself.

Dave is fiercely committed to his family and would do anything in his power to ensure their comfort, well-being, and satisfaction that they were loved and appreciated. This translated to his professional life as well. He was never shy about expressing appreciation and love to all his affiliations. This was never contrived.

He was sincere and authentic. Every meeting, gathering or event were more fun, and frankly more real when Dave was involved. Personal interactions were always unforgettable and cherished. During the past 2 ½ years, despite his battle, Dave rarely showed sign of pain or complaint.

For us, it was a joy to see him in attendance. We were all blessed to have Dave in our lives. Association events will not be the same with him absent and we will greatly miss his one-of-a-kind style of leadership and inclusion.

After a successful career with Moore Business forms. Dave joined the family business at Cox Trucking in 1990. Along with his brother Don, they mastered a business created by Parke and Emily. Cox Trucking is a beacon within the trucking industry from their custom blue trucks to their reputation of safety and being a great place to work. It has been said that the best way to measure leadership is to watch the organization when the leader is away. Dave has left a remarkable legacy with a family poised for continued success and a remarkable culture of love and respect and a company destine for sustained achievement. Most important tonight, we are all better people because of the example Dave set for each of us to focus on what really matters most and a pathway for how we should interact with one another.

We offer our combined condolences to the Cox family and want them to know how much we will miss Dave and his incredible influence. Brecken Cox, Dave's son, will be receiving this award on behalf of Dave and the family."



Utah's Voice in Trucking





"It is my pleasure to present the 2022 Grand Trophy Award. As you know, this recognition is offered to a carrier with the utmost reputation and highest level of safety, along with a proven dedication to the association and trucking industry. This is once again the case for tonight's honoree. This company is well-known, from the ownership throughout their entire team for a culture of safety, professionalism, community service and association involvement. They represent all that is good in trucking and are stand-out examples of leadership, professionalism, and generosity to their community.

One of the guiding qualifications to be considered for this award is evidence of an exemplary safety program. The association staff has reviewed our recipient's safety records and report that they are far below national averages in every category including inspection violations, out of service incidents and accidents. They maintain a "satisfactory" safety rating from the Federal Motor Carrier Safety Administration. Our honoree has an obvious commitment to doing the job right and providing a safe and comfortable working environment for their employees. Their ownership are proven leaders for the association, always willing to support, sponsor and offer any assistance necessary.

Please join with me in recognizing the 2022 Grand Trophy winner, Gurney Trucking of Aurora, Utah."



Utah's Voice in Trucking



"It is a real honor for me to present the 2022 Utah Trucking Association President's Award. This Award is the most prestigious recognition offered by the association and is presented to those who make significant contributions to the trucking industry and who have supported the association in highly meaningful ways. Tonight's recipient fits this description and then some.

Our honoree is an amazing leader and an exemplary public servant. Whenever greeting our leadership, she will always ask; "how are my trucker friends"? This is not just a salutation it is a sincere question that requires an intelligent response. As a legislator, our recipient studies every issue relentlessly. If we agree, there is no more loyal and fiercer ally. If we differ, she can be counted on to listen, learn and to be completely honest.

Tonight's recipient, served as a member of the Utah Legislature since 2007 when she filled the Senate seat occupied by her late husband. She was re-elected to that seat in 2008 and has served through 2022. She has held numerous leadership positions and committee assignments including Executive, Higher Education, Infrastructure and General Government Appropriations. Additionally, the Senate Business and Labor, Senate Economic Development and Workforce Services, Senate Ethics, Senate Legislative Expense and Oversight, Senate Transportation, Public Utilities, and Energy, and Technology Committees just to name a few. At the time of her recent resignation, she was the Assistant Minority Whip.

During her service as Senator, she won several awards, including the Elenor Roosevelt Distinguished Woman of the Year Award, Legislator of the Year Award from Salt Lake Community College, "Hero on the Hill," from the Legislative Coalition for People with Disabilities, Fire-fighters' Legislator of the Year, Salt Lake Chamber of Commerce's Business Champion, Rocky Mountain Center Award of Excellence in Workplace Safety and so many, many more. When reviewing her list of affiliations and accomplishments, she is obviously the who's, who for civic service, supporting women in business and championing employee support and safety.

Our recipient is a life-long resident of the west side of the Salt Lake Valley and has been a strong advocate for business generally but is especially vigilant when it comes to supporting and defending the west side, including leading a fight against tolling the Mountain View Corridor.

Our honoree resigned her seat in the Senate for health reasons and to focus on family. She will be greatly missed as a voice of balance, a champion for safety and for her practical and wise approach to getting things done. We wish her the very best moving forward and will always appreciate her friendship and support. Our recipient is the proud mother of two Paul and his wife Jana and Jamie and husband Trevor. She is and an even prouder grandmother of six.

Please join me congratulating our Utah Trucking Association President's Award recipient, Senator Karen Mayne.



On May 12th, 2023, The Utah Trucking Association finished their annual convention with the Presidents Cup Golf Tournament. We had over 148 golfers team up for an 18-hole scramble. We couldn't have asked for better weather. We also had 31-hole sponsors with a handful of them setting up exhibits on each hole. After the tournament we had lunch at the golf course and awarded all the winners. Congratulations to the winning teams listed below.

#### 1st Place Team

Dave Watkins

Ted Hill

Jeff Soreence

Dave Erickson

#### 2nd Place Team

Adam Lindsay

Brad Robinson

Alec Gottenfelder

Dave Morice

#### 3rd Place Team

Stacey Bettridge Travis Bettridge Cody Bettridge Rand Bettridge Longest Drive Hole 4 Woodbridge Sam Remden

Longest Drive Hole 6 Woodbridge Mike Valentine

Longest Drive Hole 6 The Point Brad Robinson

Closest to the Hole (Hole 3) Woodbridge Barry McKenzie

Closest to the Hole (Hole 3) The Point
Dave Erickson

Closest to the Hole (Hole 9) The Point Dave Green

Thank you to all the sponsors listed below!

#### Refreshment Sponsor

James H. Clark & Son, Inc.

#### Hole Sponsors

Ritichie Brothers

Parke Cox Trucking

Cummins Meritor

Wallwork Financial Corp

Beehive Insurance Agency Enviro Care Inc Regence Rush Truck Centers Barney Trucing **CUI** Benefits Jackson Group Peterbilt James H. Clark & Son, Inc.

Southern Tire Mart

IRH

**HUB** International Alpha Transport

Tramcor Corp

Great Dane of Utah

Sequoia Risk Partners

USI Insurance Services

Cummins

Double D Distribution, Inc.

Love's Travel Stops

MRES Custom Hydraulics and Fabrication

Peak Thermo King

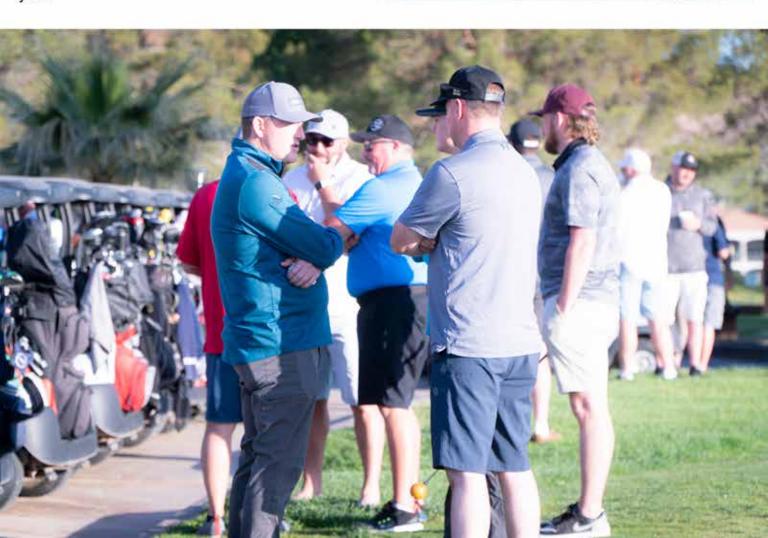
EnviroServe Inc.

Eaton Cummins Joint Venture

Thanks again to all those who came out to support. We look forward to seeing you again next year.







### **CONGRADULATIONS**

TO ALL The Winners



# WINNING TEAMS







# LONGEST Drive







CLOSEST TO THE HOLE



# THANK YOU TO ALL WHO CAME OUT AND SAT ON A HOLE































2023 **Utah Trucking Association** Presidents Cup Golf Tournament **Sponsors** 







































When It Comes To Service We Take The **Bull By The Horns** 



INSURANCE





Best in Class Service on America's Favorite Brands

Great Dane of Utah, Inc.









www.mountainregionaleq.com









(801) 973-4040 www.1580utility.com

























REEFERS, DRY VANS, FLATBEDS, DROP DECKS, DUMPERS & OTTAWA TRUCKS

# 2023 Utah Trucking Assocation TruckPAC Golf Tournament



Wednesday, September 20th, 2023

Registration/Breakfast: 7:00am

Shotgun Start: 8:00am Sleepy Ridge Golf Course 730 S Sleepy Ridge Dr, Orem UT 84058

Register at: www.utahtrucking.com/events



ASSOCIATION

On June 2nd and 3rd, 2023, the Utah Trucking Association was able to host its annual Truck Driving Championships (TDC). We had 147 drivers come out and compete; testing their skills with a written test on Friday, June 2nd and a practical test that consisted of a pre-trip inspection and driving on a course set up by the judges on Saturday, June 3rd. We were blessed to have cool weather with a few quick thunderstorms. There was a great turnout of attendees, spectaters, and companies. Companies did a great job sponsoring their drivers by providing food and other activates making this a great family event. Special thanks to Prime Inc for hosting our TDC and for helping us make it happen. We also want to thank those who serve on the TDC committee and help plan this event. We also want to thank all the sponsors and the companies who donated equipment listed below.

> Course Sponsor: Prime Inc.

Platinum Sponsor: Walmart Transportation

> Silver Sponsor: FedEx Freight

#### **Equipment Donners:**

Pride Transport
Old Dominion
Yellow Freight
Double-D Distribution
Tramcor Corporation
C. R. England Inc.
Walmart Transportation
Nicholas and Co.
Fed Ex Ground





# Congratulations to All the Champion's

2023 Grand Champions



lst: Lonnie Christensen (FedEx Ground)
2nd: Anthony Eck (Prime Inc)
3rd: Trevor Lang (Airgas)

4 Axle

3 Axle



lst: Jeffrey Payne (Yellow Freight)
2nd: Cody McCormick (Old Dominion Freight Line, Inc.)
3rd: Stephen Jones (Nicholas and Company)



1st: Roscoe Pope (Walmart Transportation) 2nd: Glenn Springer (FedEx Freight) 3rd: Devin Jakeman (FedEx Freight)

#### Step-Van



1st: Lisa Steed (FedEx Ground)
2nd: Paul Weiss (Walmart Transportation)
3rd: Sam Adams (FedEx Ground)

#### 5 Axle



lst: Mike Redd (FedEx Freight)
2nd: Ben Walker (Prime Inc.)
3rd: James Falconburge (Nicholas and Company)

#### Sleeper Berth



1st: Roy Romo (Prime Inc.) 2nd: Paula Carter (C.R. England) 3rd: Barry Geck (Walmart Transportation)

#### **Tanker Truck**



lst: Anthony Eck (Prime Inc.) 2nd: Trevor Langford (Airgas) 3rd: Ryan Baranowski (Teton Petroleum)

#### Flatbed



lst: Mark Davidson (Airgas)
2nd: Scott Johnson (Old Dominion Freight Line, Inc.)
3rd: Brett Anderson (Walmart Transportation)

#### Straight Truck



1st: Lonnie Christensen (FedEx Ground)
2nd: Deven Jenks (Old Dominion Freight Line, Inc.)
3rd: Michael Jockwig (C.R. England)

#### **Twins**



1st: Blair Fogg (Old Dominion Freight Line, Inc.) 2nd: William Black (FedEx Freight) 3rd: Shawn Baxter (FedEx Ground)

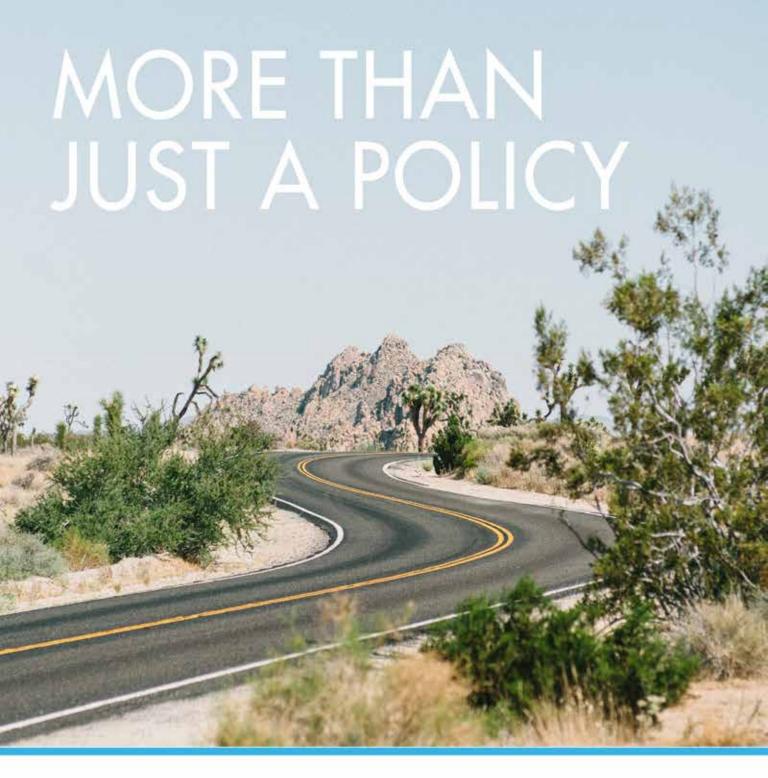
#### 2023 Team Utah











# Let our experienced trucking team help you navigate all the twists and turns of your insurance.

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.







Reading Truck Centers in Utah and Idaho (formerly Semi Service) provide you with semi trailers sales, parts and service with an extensive inventory, expert technicians and a knowledgeable sales team. Our success comes from putting you first, understanding what you need to work at your very best and being there for you.

Reading Truck is a leading manufacturer and distributor who has been designing and building work truck bodies with outstanding craftsmanship for more than 65 years.

SALT LAKE CITY | N. SALT LAKE CITY | CALDWELL, ID

801-521-0360

readingtruck.com



Improve traction, save money, and time compared to chains.



Approved as a alternative traction device in most Western States and Canadian Provinces

#### CONVENIEN

Our sanders drop grit to improve traction at the push of a button. It is ready to provide extra traction in places where other traction solutions cannot, such as acy city intersections and loading tamps.

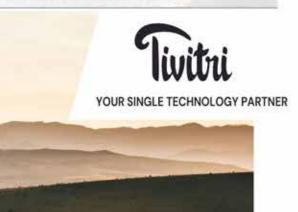
#### ALTERNATIVE TO CHAINS

Our sanders are an approved substitute for chains, which saves you time chaining and onchaining times and the expense of replacement chains.

#### ECONOMICAL

Between low maintenance, reduced chain replacement costs, and reduced labor chaining up, the multi-year cost of traction sanders is much less than chains.





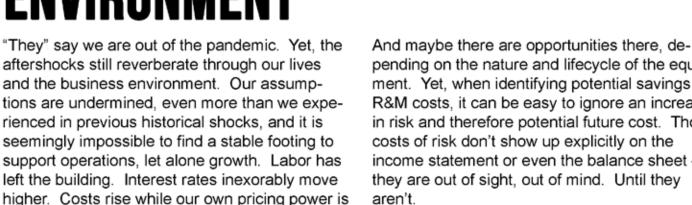
#### Solutions:

- ELD | TELEMATICS | TRACKING
- TIRE PRESSURE MONITORING
- SIDE & BACK-UP CAMERAS
- TABLETS, MOUNTS, DATA, ETC.
- DAILY MVR MONITORING
- DRIVER PER DIEM PROGRAMS
- WEIGH STATION BYPASS



Truck & Trailer Suspension Systems

# A HIDDEN RISK IN **A RISING** COST **ENVIRONMENT**



Whether we can accommodate the fragmented nature of reality these days, there is one common theme: distraction. We are pulled in many directions as soon as our eyes open in the morning.

limited. Technology not only marches forward

but is arguably in a revolutionary era.

In business, we fight fires seemingly daily, and in many cases for trucking those end up manifesting as higher costs. While parts costs may be stabilizing, labor is still increasing. And when costs are and have been leaping higher, we naturally look for lines in the P&L to control. An easy target is repairs and maintenance ("R&M"), and management can gravitate to that line with questions:

- How can this cost be reduced?
- What are our competitors spending?
- Can we use different suppliers?
- · Can we live with a different (lower) level of quality for parts and labor?

pending on the nature and lifecycle of the equipment. Yet, when identifying potential savings in R&M costs, it can be easy to ignore an increase in risk and therefore potential future cost. Those costs of risk don't show up explicitly on the income statement or even the balance sheet they are out of sight, out of mind. Until they

There are plenty of ideas out there about how to reduce fleet maintenance, from optimizing owning versus leasing to telematics to driving best practices; we won't belabor those here, as these tactics are well covered in the industry and must be implemented on a case by case basis depending on the precise profile of your business. Ideas are everywhere and you know best how to implement those that suit your operation.

Taking a step back though, how much does a 2% decrease in R&M, even if the methods used are well-implemented, increase the risk of a failure? If there are multiple aspects to a maintenance process or system, and there are small increases in known or unidentified risks, how does that proliferate through the business and into an individual truck or operator? Conversely, if a higher quality level for repairs and maintenance or best practices actually increases cost, how might that change the risk level of the fleet when it comes to a major accident?

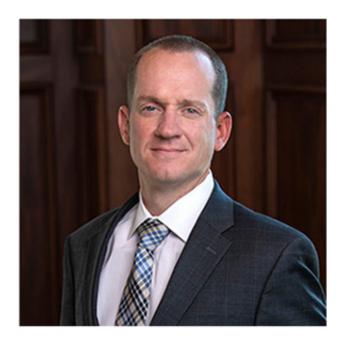
Might that increase in cost on the income statement potentially reduce the risk of a catastrophic incident that can very well be catastrophic in these days of "nuclear verdicts"?

These are complex issues with no straightforward, boilerplate answers. When considering strategies in this challenging environment, it is important to consider hidden risks and their potential costs, and create a comprehensive approach that includes prudent risk prevention and mitigation. Whether you are increasing or decreasing spend on repairs and preventive maintenance, keep hidden pitfalls in full view, insure appropriately, and consult with counsel to ensure your approach is sound.

Parts and Labor Costs Stabilize In First Quarter Of 2023, https://tmc.truck-ing.org/blog/parts-and-labor-costs-stabilize-first-quarter-2023. (Citing the Decisiv/TMC Benchmark Report, "Between 2022 Q4 and 2023 Q1 parts costs dropped by 0.4 percent and labor costs increased 2.3 percent, reflecting that new vehicles backordered for historically long periods are finally reaching end users.")

Fleet Maintenance and Repair Cost Increases Slowed By End of 2022, https://www.decisiv.com/fleet-maintenance-and-repair-cost-increases-slowed-by-end-of-2022/. (Citing the Decisiv/TMC North American Service Event Benchmark Report, "On a year-over-year basis between 2022 Q4 and 2021 Q4, parts and labor costs rose by 14.4% and 10.8%, respectively, and combined expenses were up 13%. Earlier in 2022, annual comparisons between quarters showed that combined parts and labor costs were up 15.3%, parts costs rose 15.8%, and labor expenses increased by 14.6%.")

See, e.g., Own or lease: are you making the right choice for your truck fleet?, https://www.do-nahuetrucks.net/fckimages/Own-or-lease.pdf; 9 Ways to Reduce Fleet Maintenance Costs, https://www.businessnewsdaily.com/16181-reduce-fleet-maintenance-costs.html; Top 10 Fleet Maintenance Costs (and 5 Ways to Reduce Them), https://measuredability.com/top-10-fleet-maintenance-costs-and-5-ways-to-reduce-them/.



Written By: Attorney Nathan Skeen

### SNOW CHRISTENSEN & MARTINEAU



# UTAH TRUCKING ASSOCIATION 2023 ROAD RALLY





June 9th – 10th, 2023, the Utah Trucking Association hosted its Annual Road Rally. We had over 50 participants with their motorcycles and favorite cars come out and take the scenic route to Star Valley Wyoming. We gathered at the association's building Friday Morning (June 9th) and had a great breakfast provided by Greg Robinson and Purcell Tire. From there we departed and headed north up through Logan stopping at Garden City for a great lunch and fresh raspberry shakes. After lunch, the group headed north through Idaho past Soda Springs riding through TinCup Canyon then heading south into Afton Wyoming where we stayed for the night.

The group met for a great prime rib and salmon dinner at the Salt River Grill and had a fun raffle with some great prizes. After dinner, the group settled down for the evening and went their separate ways the next morning. Thank you to all those who came and supported this event. We also want to thank everyone who serves on the UTA Road Rally committee who help plan this event and find sponsorships. We especially want to thank all the sponsors listed below. This is always a great event; we look forward to another great ride in 2024.

#### SPECIAL THANKS TO THE 2023 ROAD RALLY









Wheeler





SAFE, SUSTAINABLE, SERVICE













































ASSOCIATION

Utah's Voice in Trucking