



**SPRING 2025**

**2025 Spring WarmUp  
Sporting Clay Tournament**

**2025 Southern Utah  
Trucking Association  
Charitable Golf Tournament**

**2025 Call On Washington**

**UTAH TRUCKING**

**UTAH'S VOICE IN TRUCKING**



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**UTAH TRUCKING**  
ASSOCIATION



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Utah's Voice in Trucking



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16

LIVES COVERED:

538

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# EXECUTIVE DIRECTORS MESSAGE



**RICK CLASBY, EXECUTIVE DIRECTOR  
UTAH TRUCKING ASSOCIATION**

One of the most rewarding aspects of our work at the Utah Trucking Association is the opportunity to advocate directly on behalf of the trucking industry and the men and women who keep it moving. In this edition of the magazine, you'll find an article highlighting our recent Call on Washington, D.C., and I'd like to take a moment to express my sincere appreciation to those who helped make this important trip such a success.

It was a truly productive and energizing experience. I had the privilege of joining a remarkable group of Utah trucking leaders who represented our industry with professionalism, passion, and credibility. Each of them embraced the mission of advocating for the priorities that matter most to Utah's motor carriers:

- Adam Lindsay, Alpha Transportation
- Aaron Leonard, Holiday Trucking
- Mark Lawver, Stokes Trucking
- Keith Jensen, Jackson Group Peterbilt
- Steve Knight, IRH
- Derek Roberts, Advantage Transportation
- Luke Braegger, Tramcor Corp.
- Bryce Morgan, Handy Truck Lines

Together with Jon Boyer, our Communications Director, and myself, this group engaged in thoughtful, solution-focused conversations with our congressional delegation. Key topics included the need for safe and accessible truck parking, the long-overdue repeal of the federal excise tax (FET) on new trucks and trailers, tariffs and their impact on equipment pricing and global trade, regulatory burdens impacting motor carriers, workforce development challenges, freight mobility, and emission mandates that affect our operations and long-term planning

Our participants spoke with clarity and conviction, making a strong case for practical policies that support both industry and infrastructure.

We are deeply grateful to our elected officials and their teams, who gave generously of their time and attention. Special thanks go to Senator Mike Lee, Senator John Curtis, and Representatives Burgess Owens, Celeste Maloy, Mike Kennedy, and Blake Moore. Each of them—and their outstanding staff—welcomed us with respect and genuine interest in our concerns.

This trip was made possible through the excellent support and coordination of the American Trucking Associations (ATA). We're especially thankful for the leadership of Chris Spear and the entire ATA Hill Team. A special word of appreciation goes to Julia Convertini, ATA Senior Manager of Legislative Affairs, who accompanied our group throughout the trip. Her knowledge, organization, and energy made navigating both logistics and politics seamless—and enjoyable.

Several participants have encouraged us to make these types of advocacy trips a more regular part of our association's work, and I couldn't agree more. If you are interested in joining a future Call on Washington, please reach out. We'd be glad to include you in what is a valuable, high-impact experience for our association and the industry at large.

Thank you for your continued support of the Utah Trucking Association—and for everything you do to strengthen this vital industry.

Warm regards,  
Rick Clasby





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2024



2025

# TRUCK DRIVERS OF THE MONTH



January, 2025  
Glen "Jim" Russell  
2.4 MILLION MILES  
King Farms Trucking



January, 2025  
Hadgi Robinson  
500,000 MILES  
Superior Service Transport



February, 2025  
John Dombrowski  
4.1 MILLION MILES  
C. R. England



February, 2025  
Brett Bushnell  
350,000 MILES  
Fedex Freight



March, 2025  
Dave Witt  
4 MILLION MILES  
Walmart Transportation



March, 2025  
Charlotte Dodd  
3.5 MILLION MILES  
Walmart Transportation



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# THE CORPORATE CREDIT JOURNEY



## CREDIT SCORE

## FOR SMALL TRUCKERS



Written By: Mark “Sturdy” Sturdevant (TJ Corporate Consultants)

When you ask yourself, I am a small business and what is the small business failure rate in the US for companies like mine? And what do I need to look out for as some of the leading factors in failures of businesses like mine? There are some very sobering answers.

According to the U.S. Bureau of Labor Statistics (BLS) and SBA data: 1 in 5 small businesses fail in their first year. In year 2, 30% fail, year 3, 62% fail, year 5, 50% fail, and year 10, 70% fail. That is roughly 2 out of 3 businesses that do not make it beyond year 10. The U.S. trucking industry experiences even a more significant rate of business failures annually, particularly among small carriers and owner-operators. In the first four months of 2024 alone, over 31,000 trucking companies either shut down or were absorbed by larger fleets, primarily due to operational issues, lack of credit, or low cash flow.

While precise annual failure rates do vary, industry estimates suggest that up to 90% of new owner-operators exit the business within their first year. This high attrition rate is attributed to factors such

inadequate business planning and structure, poor cash flow management, lack of corporate credit, and cost challenges related to truck technologies, and regulatory compliance. These are staggering numbers and reflect how difficult it is for small businesses to survive.

One of the most important factors related to getting beyond these hurdles is by having good corporate credit.

Building and maintaining good corporate credit is essential to a small or medium sized trucking companies' survival. As one of the primary factors to their long-term financial success, corporate credit is commonly overlooked, ignored completely, or the business owners just do not know how to correctly build their business credit. There are correct pathways and incorrect pathways to follow within the corporate credit building journey.

Here are just a few of the factors that come with building good corporate credit.



**Improved cash flow management-** good corporate credit facilitates the acquisition of flexible financing solutions, such as business lines of credit. These can be used to bridge gaps between receivables and payables, ensuring smooth operations even during periods of delayed payments.

Ultimately good corporate credit helps business owners avoid personal credit burnout. Running your business on personal credit can hurt your debt-to-income ratio, which affects your ability to buy a house, car, etc. Business credit lets your personal score breathe while your business gets the funding it needs.

**Enhanced business opportunities-** a solid credit history can make a company more attractive to potential clients and partners, as it reflects financial responsibility and reliability. This commonly leads to increased business opportunities and favorable contracts.

Ability to secure equipment financing- with good credit, trucking companies are more likely to obtain financing for the high-cost assets such as trucks and trailers, often with more favorable terms such as lower down payments, longer contracts, and better interest rates resulting in lower monthly payments.

**Lower insurance premiums-** Insurers often consider credit scores when determining trucker's premiums. A higher corporate credit score can result in lower insurance costs, reducing overall operational expenses and maximizing profits.

Vendor and supplier relationships- strong credit can lead to better payment terms with suppliers, such as extended payment periods or substantially higher credit limits, which can improve cash flow and operational flexibility.

**Separation of personal and business finances-** establishing and maintaining good corporate credit helps separate personal and business finances,

protecting personal assets from personal guarantees and providing a clearer financial picture of the business.

How many employees do you have? Most companies do not know that there are programs available that allow you to get positive credit reporting from your payroll. So that every pay period you build your corporate credit.

When businesses look for funding, their lenders look at a business's "Fundability". Fundability is a business's legitimacy and financial credibility. They look at how Fundable or bankable is the business? There are a minimum of 125 factors that help a business's Fundability. Some businesses get favorable funding because they have built their business credit on a **minimum of those 125 factors**. While the others that followed the incorrect pathway to corporate credit, continually get denied. They get declined even if their P&L numbers look similar on paper to the company that got approved. It isn't just about your P&L and revenue, it's about your business structure, and your proven ability, in the right ways, to borrow and to pay as agreed, and is it reported or not. This means that they are Fundable.

The first step in setting up a solid foundation for Fundability is to make sure the business has its own name, phone number, email, and address. It needs to be a physical address where you can receive mail, not a P.O. Box or an UPS Box. Not having the business structured properly are immediate red flags to the lending institutions. Do you have an EIN (Employer ID Number), business licenses, banking history, and what is your time in business? Do you have a business credit profile (DUNS Number, etc.) There are dozens of additional steps within the Fundability journey.

Did you know that just having a business Gmail address for your business is a red flag to the algorithms that many of the lenders use in the credit approval process?



And there are hundreds of possible red flags that can and will affect your approvals if done incorrectly.

100% of lenders report the negative credit but it is estimated that only around 20% report the positive credit, and typically not to all 3 business credit agencies. It is to your benefit to always ask any lender “do you report the positive credit, and what agencies do you report it to?”

So why focus on your businesses Fundability? In short, fundability is how attractive and trustworthy your business looks to lenders, creditors, customers, and investors. It's the overall profile they assess before deciding if they want to work with you, or to give you money—or not, especially in terms that are beneficial to you, your business, and your financial future.

Your Fundability influences how much money you can get, what interest rates you'll pay, and what kind of repayment terms you'll qualify for. A fundable business can get better, larger, and cheaper financing.

Without being Fundable, you may never know why you got denied. Lenders don't always tell you—their response is just “denied.” The key is to work with professionals that know how to help you down the correct and most direct path to become more Fundable.

The corporate credit journey, when done properly, can be completed in months. When done incorrectly it may take years, or maybe never.



**Mark “Sturdy” Sturdevant**

**TJ Corporate Consultants**

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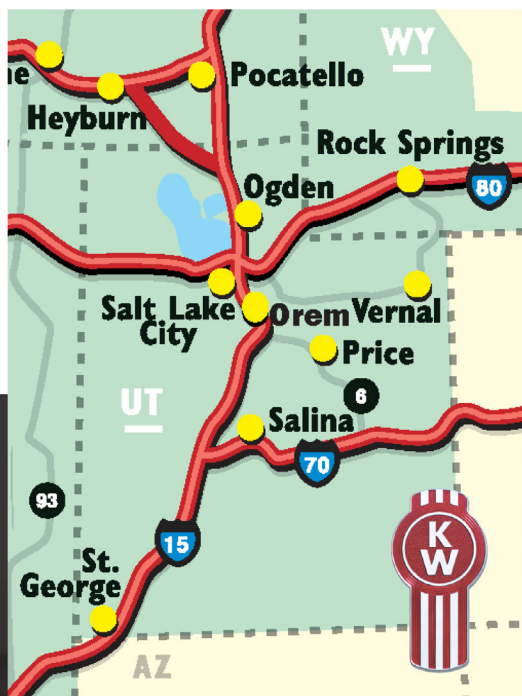






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2025

# SUTA CHARITABLE GOLF TOURNAMENT

WRITTEN BY: UTA STAFF

A DAY ON THE GREEN FOR A GREAT CAUSE



A white banner with a logo on the left and text on the right. The logo is a stylized truck cab inside a circle with the words "UTAH TRUCKING ASSOCIATION" below it. The text on the banner reads "SOUTHERN UTAH TRUCKING ASSOCIATION" in blue and "SCHOLARSHIP GOLF TOURNAMENT" in red.

SOUTHERN UTAH  
TRUCKING ASSOCIATION  
SCHOLARSHIP GOLF TOURNAMENT

19TH ANNUAL SOUTHERN UTAH TRUCKING ASSOCIATION CHARITABLE GOLF TOURNAMENT



A logo featuring a stylized truck cab inside a circle, with the words "UTAH TRUCKING ASSOCIATION" below it in a blue box.

UTAH TRUCKING  
ASSOCIATION





The 19th Annual Southern Utah Trucking Association (SUTA) Charitable Golf Tournament teed off on April 2, 2025, in beautiful St. George, Utah, bringing together industry professionals for a day of fun, friendly competition, and—most importantly—charity. With a strong turnout of 112 golfers and the generous support of 25 sponsors, this year's event raised over \$30,000 to fund scholarships for students across the state of Utah.

The tournament festivities began the evening before at the 5150 Hideout, where Stacey Bettridge and Dave Ipson hosted the much-anticipated annual pizza and pie social. Participants gathered for a casual evening of food and camaraderie before the big day on the course.

The following morning brought perfect golfing weather for the 9:00 AM shotgun start, and teams hit the course with enthusiasm. With scenic views, great company, and competitive spirit, the event was a memorable success.

## Tournament Results:

Congratulations to this year's top-performing teams:

**1st Place:** Rhinehart Oil – Team 2

**2nd Place:** Flynn Construction Team

**3rd Place:** Great Dane of Utah Team

Individual honors also went to several talented golfers:

**Longest Drive Hole #7:** Alex Gerled

**Longest Drive Hole #11:** Austin Smith

**Closest to the Line Hole #18:** Zac Clayton

**Closest to the Hole #2:** Ryan Barney

**Closest to the Hole #5:** Herb Turner

**Closest to the Hole Second Shot #8:** Weston Bettridge

**Closest to the Hole #10:** Darin Housekeeper







A special thank you goes to **CMC Tire / Continental Tire**, our **title sponsor**, for their continued support. We also extend our appreciation to all sponsors—especially those who joined us on the course to engage with the golfers and enhance the tournament experience.

The success of this event would not have been possible without the **dedication of the Southern Chapter of the Utah Trucking Association**. A heartfelt thank you to **Brecken Cox, Don Cox, and Stacey Bettridge** for their outstanding planning and execution of this year's tournament. We would also like to thank all the volunteers who came out and managed registration, Vegas hole, and Dice holes.



Funds raised from this event go directly toward scholarships available to members, their families, and friends of the Utah Trucking Association. Applications for the 2025 scholarships are open now through June 30, 2025. Visit [www.utahtrucking.com/suta-scholarship/](http://www.utahtrucking.com/suta-scholarship/) to apply.

We invite all UTA members to mark their calendars and join us next year in support of this meaningful event. Your participation helps make a difference in the lives of students statewide.



# Thank you again to all our members and sponsors for your continued support!





# 2025 Winning Teams



**UTAH TRUCKING**

ASSOCIATION

1st



2nd



3rd







**UTAH TRUCKING**

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# PREPARE FOR ROADCHECK 2025

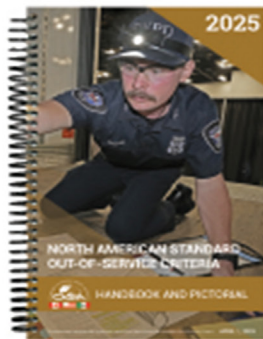


Each year during the CVSA's International Roadcheck event, tens of thousands of inspections are conducted on commercial motor vehicles and drivers following CVSA and FMCSR inspection criteria. Rely on these products to help you prepare for this year's event May 13-15, 2025.



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# FLEET ACQUISITION STRATEGY: A **DATA-DRIVEN** GUIDE TO SMARTER GROWTH

## Why Your Fleet Acquisition Strategy Needs Data

Choosing between renting, leasing, or purchasing fleet vehicles can make or break a logistics operation. The stakes are high—impacts span operational efficiency, cost control, and scalability.

So how do leading businesses make the right choice?

***With data.***

## Compare Your Options: Rent, Lease, Purchase

### Renting

- Best for: Short-term needs, seasonal peaks, startups
- Pros: Flexible, low commitment, little to no maintenance
- Cons: High per-mile cost, no ownership, limited control

### Leasing

#### Market Value Lease

- Lower monthly cost
- Assumes end-of-term risk

#### Full-Service Lease

- Higher monthly cost
- Includes maintenance, telematics, more predictable budgeting
- **Best for:** Mid-sized fleets, growth-stage businesses



## ❏ Purchasing

- **Best for:** Long-term fleet planning, enterprise-level operators
- **Pros:** Asset ownership, long-term cost savings
- **Cons:** Capital intensive, full maintenance burden

### Which Is Most Cost-Effective?

From a Total Cost of Ownership (TCO) lens, here's how the options stack up:

1. **Purchasing** (Most cost-effective long-term)
2. **Market Value Lease**
3. **Full-Service Lease**
4. **Renting** (Highest per-mile cost)

But remember—**context is everything**. Peak-demand companies may value flexibility over long-term savings, while others prioritize predictability and simplicity.

1. Average Miles per Driver: How effectively are drivers completing their routes?
2. Truckload Utilization: Are payloads optimized for each trip?
3. Dwell Time: How much time is wasted in delays?
4. Revenue vs. Cost per Truck: Which vehicles are generating value, and which are liabilities?

Leveraging tools like GPS tracking, vehicle logs, and fleet management software helps streamline data collection and analysis, providing actionable insights for improvement.

### Which Is Most Cost-Effective?

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3. **Full-Service Lease**
4. **Renting** (Highest per-mile cost)

But remember—context is everything. Peak-demand companies may value flexibility over long-term savings, while others prioritize predictability and simplicity.



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- Evaluate acquisition costs across all options
- Forecast fleet performance
- Identify cost leaks and optimization opportunities

## 👉 Case in Point: RC Willey

RC Willey used Link-X data to shift their vehicle acquisition strategy. The result?

- ✓ \$0.07 per mile savings
- ✓ \$21k savings annually per vehicle
- ✓ Streamlined maintenance and operations

## Power Your Fleet—Whatever the Strategy

Whether you rent, lease, or buy, **Link-X helps you manage smarter:**

- ✓ **Preventative maintenance scheduling**
- ✓ **Asset lifecycle management**
- ✓ **Real-time utilization tracking**
- ✓ **Route and performance optimization**

We turn vehicles into data assets—and data into operational efficiency.

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# UTAH TRUCKING ASSOCIATION HEADS TO THE NATION'S CAPITAL

2025 CALL ON WASHINGTON – APRIL 8-9, 2025 | WASHINGTON, D.C.



**UTAH TRUCKING  
ASSOCIATION**

Utah's Voice in Trucking

This spring, members of the **Utah Trucking Association** traveled to Washington, D.C. to participate in the annual **Call on Washington**, held April 8–9, 2025. This impactful event brings together industry leaders and policymakers to discuss pressing issues in the trucking industry and ensure that the voice of Utah's trucking community is heard on Capitol Hill.

## This year's delegation included:

- **Adam Lindsay** (Alpha Transportation),
- **Aaron Leonard** (Holiday Trucking),
- **Mark Lawver** (Stokes Trucking),
- **Rick Clasby** (Utah Trucking Association),
- **Jon Boyer** (Utah Trucking Association),
- **Keith Jensen** (Jackson Group Peterbilt),
- **Bryce Morgan** (Handy Truck Line, Inc.),
- **Steven Knight** (IRH),
- **Derek Roberts** (Advantage Transportation)
- **Luke Braegger** (Tramcor Corp.).

The group convened at the **American Trucking Association headquarters** in downtown D.C. on Tuesday, April 8th. Some participants began their day as early as 2:00 AM to make the trip out to the nation's capital. Upon arrival, attendees were welcomed by **ATA President and CEO Chris Spear** and ATA policy staff, who provided an in-depth legislative briefing. The team was equipped with the tools and context needed to effectively advocate on behalf of the trucking industry during their meetings on the Hill.

That evening, the UTA delegation enjoyed a joint dinner with members of the **Minnesota Trucking Association**, building camaraderie and exchanging regional insights with fellow industry advocates.







On Wednesday, April 9th, the group was up before dawn to begin a full day of advocacy. After breakfast at the **ATA's Capitol Hill office**, participants hit the ground running—literally. Over the course of the day, they **walked more than 8 miles** between various meetings in the House and Senate office buildings.

The delegation held productive, face-to-face meetings with **Senator John Curtis, Representative Burgess Owens, and Representative Blake Moore**, and met with key staff members from the offices of **Senator Mike Lee, Representative Celeste Maloy, and Representative Mike Kennedy**. During these meetings, the group advocated for a wide range of critical industry issues, including:

- Addressing the national truck parking shortage
- Ensuring reliable access to restrooms for truck drivers
- Establishing federal penalties for staged accidents targeting commercial trucks
- Requiring transparency in third-party litigation financing
- Preventing forum shopping and curbing nuclear verdicts
- Fighting supply chain fraud and cargo theft through federal coordination
- Creating pathways for qualified 18–20-year-olds to enter interstate trucking
- Expanding financial aid opportunities to skilled trade programs
- Protecting workers' rights to choose trucking careers that fit their lives
- Opposing EPA efforts to limit internal combustion engine vehicle sales
- Preventing implementation of the EPA's Greenhouse Gas Phase 3 rule
- Supporting repeal of EPA Clean Air Act waivers
- Repealing the outdated 12% federal excise tax on heavy-duty trucks and equipment

Following the meetings, the group had the special opportunity to receive House of Representatives gallery passes, allowing them to observe the legislative process in action from inside the chamber.

To close out the day, the group gathered for dinner where members were able to further connect, reflect on the day's events, and provide valuable feedback to the association. The experience not only strengthened relationships but also reaffirmed the power of a unified voice in advancing shared goals.



The success of this year's Call on Washington was underscored by a follow-up message from Julia Con-vertini, the group's American Trucking Association representative and guide. In a heartfelt email to the group, she shared:

"I just wanted to take a moment to thank you all for your incredible efforts yesterday. It was a lot of running around, but you were total troopers and absolute rockstars in every meeting. I also want to make sure you knew just how effective you really were, and assure you that all those steps from yesterday were not walked in vain!

Earlier this afternoon, I received an email from Devon Murphy (LD) in Rep. Burgess Owens' office, and I had to share the good news: **as a direct result of our meeting, Rep. Owens has agreed to co-sponsor three of the bills we discussed—H.R. 1151**, the Freedom to Invest in Tomorrow's Workforce Act; **H.R. 1659**, the Truck Parking Safety Improvement Act; and **H.R. 1319**, the Modern Worker Empowerment Act.

Believe it or not, this is a career first for me—so thank you for that! More importantly, though, it's a powerful testament to the thought, work, and care each of you put into preparing for these meetings—and then showing up and delivering. I appreciate you all so much."

The Utah Trucking Association extends a sincere thank you to all participants who took time from their businesses to attend this important advocacy event. Your voice, experience, and dedication help shape the future of trucking not just in Utah, but across the nation.

We encourage all UTA members to consider participating in future Call on Washington events. When we stand together, we move the industry forward.







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2025  
Utah Trucking Association  
Spring Warmup  
Sporting Clay  
Tournament



**UTAH TRUCKING**  
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The Utah Trucking Association's 2025 Spring Warmup Sporting Clay Tournament was held on Friday, April 18th, at the Provo Gun Club—and it was a blast in every sense of the word. Despite the chilly weather and light snowfall, members from across the state gathered for a day of competition and clay-busting fun.

Participants formed teams of four to take on an eight-station, 50-shot sporting clay course. The echo of shotguns and the cheer of teammates filled the air as shooters tested their aim and reflexes across a challenging but exhilarating layout.

After the main round, all shooters were divided into random groups of four for a high-energy shooting frenzy—adding an extra layer of excitement to an already thrilling day.

Congratulations are in order for the top team of the day from **Francis Trucking**, made up of Shane Francis, Justin Francis, Kaden Francis, and Dirk Barkdull. Their outstanding coordination and marksmanship earned them first place honors on the course.

A special shoutout also goes to **Jayme Anderson**, who claimed the title of **Best Shooter on the Course**, showcasing consistent accuracy and top-tier skill.

The **Shooting Frenzy** brought its own brand of adrenaline, and the team of **Tim Hiatt, Brent Barlow, Chris Zimmerman, and Kenny Grygla** came out on top, proving that quick reflexes and teamwork can win the day—even in a random draw.

We extend our deepest thanks to **North American Trailer** for title sponsoring and helping plan this exciting event. Their continued support makes events like this possible, and we appreciate their commitment to the Utah trucking community.

As always, we're grateful to all the members who braved the cold to shoot, support, and spend time with colleagues and friends. Here's to more great events throughout 2025!













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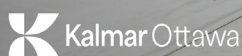
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**UTAH TRUCKING**

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2025 Utah Trucking Association Road Rally  
September 9th - 10th, 2025

Registration Coming Soon

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**Save The Date**



**UTAH TRUCKING**

ASSOCIATION

Utah's Voice in Trucking

2025 TruckPAC Golf Tournament  
August 26th, 2025

**Registration Coming Soon**



# ***UTAH TRUCKING ASSOCIATION PARTICIPATES IN TARIFF ROUNDTABLE HOSTED BY CONGRESSMAN BLAKE MOORE***



*THE UTAH TRUCKING ASSOCIATION WAS PLEASED TO PARTICIPATE IN A TARIFF ROUNDTABLE DISCUSSION HOSTED BY REPRESENTATIVE BLAKE MOORE EARLIER THIS MORNING. THE EVENT BROUGHT TOGETHER A DIVERSE GROUP OF UTAH BUSINESS LEADERS AND INDUSTRY STAKEHOLDERS TO DISCUSS THE ONGOING AND EVER-EVOLVING IMPACTS OF TARIFFS AND INTERNATIONAL TRADE POLICY.*

*WE APPRECIATED THE OPPORTUNITY TO SHARE THE UNIQUE PERSPECTIVES OF THE TRUCKING INDUSTRY AND HOW CHANGES IN TRADE POLICY DIRECTLY AFFECT TRANSPORTATION, LOGISTICS, AND THE BROADER SUPPLY CHAIN. CONGRESSMAN MOORE PROVIDED VALUABLE INSIGHT INTO CURRENT DEVELOPMENTS AND ENGAGED IN AN OPEN Q&A SESSION WITH PARTICIPANTS.*

*WE ARE GRATEFUL TO THE CONGRESSMAN AND HIS TEAM FOR ORGANIZING THIS IMPORTANT DIALOGUE AND FOR INCLUDING THE UTAH TRUCKING ASSOCIATION IN THE CONVERSATION. AS A FOLLOW-UP, HIS OFFICE HAS PREPARED A BRIEF QUESTIONNAIRE TO GATHER ADDITIONAL FEEDBACK FROM INDUSTRY AND BUSINESS LEADERS. WE ENCOURAGE ALL MEMBERS TO TAKE A FEW MINUTES TO RESPOND:*

***THANK YOU AGAIN TO CONGRESSMAN MOORE AND HIS STAFF FOR THEIR LEADERSHIP AND CONTINUED ENGAGEMENT WITH UTAH'S BUSINESS COMMUNITY.***



**UTAH TRUCKING  
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# UTAH TRUCKING STAFF



Rick Clasby  
Executive Director



Jon Boyer  
Communications &  
Administrative  
Director



Terry Smith  
Director of Safety &  
Member Services