



# “NEWS & VIEWS”

A publication of The Machinery Haulers Association, Inc.

319-214-7323

[tmha@machineryhaulers.org](mailto:tmha@machineryhaulers.org)

[www.machineryhaulers.org](http://www.machineryhaulers.org)

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Thursday, July 12, 2018

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## **Sponsor Recognition & Appreciation Continue to be a Top Priority at TMHA!**

Again, this month, and every month, we want to give priority to thanking our loyal sponsors for stepping up and very generously contributing to the success of TMHA by providing needed financial support to our organization. Our sponsors give of their time, personnel, and money to help us provide the quality meetings and speakers that have become a hallmark of TMHA. We want to offer our very sincere thank you to PLATINUM sponsor, **HNI Risk Advisors**; GOLD Sponsor, **Great West Casualty Company**; BRONZE Sponsor, **Kunkel & Associates**; and Supporting sponsors, **Omnitracs**, and **Transport Permits, Inc.** In addition, we want to express our gratitude to **Quality Trailer Sales**, for sponsoring the 1<sup>st</sup> Annual TMHA Invitational Golf Classic on August 1. We also want to give a special shout out to Supporting Sponsor **Craftsmen Utility Trailer** which will be donating the Winner and Flag event prizes! Also, we want to thank **NEW** Supporting Sponsor, **COMDATA Corporation** for sponsoring the Safety & Security meeting booklet! **Thank You!!!**



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## **Calendar of Upcoming Events**

**August 1, 2 & 3, 2018**

**Safety & Security Meeting  
The Abbey Resort & Avani Spa  
@ Fontana-on-the Lake, WI**

**December 5 & 6, 2018**

**Regulatory, Economic & Political Symposium  
Jumer's Casino & Hotel  
@ Rock Island, IL**

**March 14, 2019**

**2019 Annual Meeting (Board Election year)  
Location: Las Vegas, NV**

**August 1 & 2, 2019**

**Safety & Security Meeting  
The Abbey Resort & Avani Spa @ Fontana, WI**

**December 4 & 5, 2019**

**Regulatory, Economic & Political Symposium  
Jumer's Casino & Hotel @ Rock Island, IL**



## **TMHA Board of Directors**

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## **The Machinery Haulers Association, Inc.**

**Clayton Fisk - President**  
*P.O. Box 338  
Dysart, Iowa 52224*

*Phone: (319) 214-7323*

[tmha@machineryhaulers.org](mailto:tmha@machineryhaulers.org)  
[www.machineryhaulers.org](http://www.machineryhaulers.org)

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## **TMHA Welcomes NEW Allied Member, Autohauler Supply, LLC**

Subtitle – “From the Unemployment line, to a multi-million-dollar trucking supplies firm!”

Hi! My name is Steve. A little over 14 years ago, the truck sales company I was working at went out of business. I'd been working in the parts department and didn't look forward to the prospect of tiny unemployment checks and sending out loads of job applications and going to job interviews. I was literally standing in the unemployment line when I got the idea for Autohauler Supply and FlatbedPLUS.

In the beginning, the idea was simple: dropship trucking supplies direct from manufacturers to the trucking firms that needed them. I knew several manufacturers, and I also knew some trucking companies I thought might buy from me. I went home and told my idea to my wife, and to my surprise, she said, “Well, why don't you try it? We've got \$4,000 in the savings bank...but that's all you're getting!” Gulp!

Long story short, as my Uncle Charlie used to say, I took that leap of faith and started my own business at the ripe old age of 38. I started with the kitchen phone and our old family computer. My next-door neighbor gave me a wireless card, so I could use his internet. I started getting more and more customers, and more and more suppliers. Our organizing principle right from Day One was to develop the best possible quality, and then figure out a way to make it affordable. We represent manufacturers like Laclede Chain Manufacturing, Morgan Manufacturing and many others. Additionally, we have started making our own brands: Big Orange Straps and Big Red Height Sticks are some of our top sellers. We developed our own height sticks based on all the complaints our customers had about the old yellow ones! We've learned that it pays to listen to our customers!

Our offer to you: Email me your contact info and shipping address, and I will send you a 20-foot height stick OR a box of straps to try out. In a month or so, I'll call you up to see how you like it. If you don't like it, I'll send you a UPS label, and we'll just take it back. If you want to keep the product, I'll make you a heck of a deal.

Anyway, I look forward to talking with you. And thanks for reading this far down!

Sincerely,

Steve Rowe

Founder & Head Sales Guy - Autohauler Supply FlatbedPLUS

Customer Service: 866-855-4285 Cell: 503-310-0494



## **A Few Words from Allied Member/Supporting Sponsor, Transport Permits, Inc.**

We're proud to be an Allied Member and a Supporting Sponsor of TMHA. We're also proud of the service we provide the industry and we'd like to share a few reasons why we're the best choice for fast and accurate permits.

Transport Permits, Inc., has been servicing the permitting needs of open-deck motor carriers throughout the U.S. and Canada specializing in oversize/overemotional movements for nearly 40 years. For this family-owned and operated business, success has come in many forms. Most importantly has been the responsibility and longevity the company's valued employees possess each and every day on the job. Understanding state rules and regulations and prioritizing compliance are the standards that all of Transport Permits' clients have come to rely on. We take pride in building professional working relationships with our customers. We do not believe in automated phones or customer account numbers. We know when a customer calls they need help and a friendly understanding voice. We're on a first name basis with all our customers. This "hands on" approach has been instrumental in our 10-year relationship with CNH Industrial as their exclusive permitting agent for their carrier group.

Building our customer base through referrals is very important to us. With service fees, price is always an issue. We will actually lower our rates to customers who bring us new business. It's a win-win. We continue to extend special pricing to members of The Machinery Haulers Association. While Transport Permits wants to be known for fast and accurate permits, we also understand and appreciate the importance of getting to know our customers.

We want to thank TMHA and its many members who have partnered with us and want to wish them many safe and profitable miles ahead.

## **Mercer Transportation Co. Steps Up Again to Help Veterans' Charities**

In June, Mercer Transportation Co., Louisville, KY, held their annual charity golf outing to raise money for the "Intrepid Fallen Heroes Fund". Mercer's fund-raising efforts are driven by their employee volunteers. As a result of the generosity of the employees, independent contractors, agents and friends of Mercer Transportation, Mercer recently mailed a check for \$25,351 to Intrepid Fallen Heroes Fund as this year's contribution. Since inception, Mercer's contribution to veterans' charities is now over \$277,000!

Intrepid Fallen Heroes organization uses 100% of all collected money to build Intrepid Spirit Centers and then hands the keys over to the DoD. Spirit Centers are built specifically to deal with traumatic brain injuries and other combat related brain issues. The two newest Spirit Centers opened this year are at Joint Base Lewis-McChord, Washington and Camp Pendleton, California. The next three Spirit Centers to be built are planned for Fort Carson, CO., Fort Bliss, TX., and Eglin Air Force Base, FL.

Mercer says, "We are proud to support the Intrepid Fallen Heroes Fund as one of our Corporate fund-raising efforts." TMHA is proud to have Mercer Transportation as a motor carrier member. Thank you, Mercer Transportation and your team, for your generous contributions to aiding our nation's fallen heroes.

## **Diamond Transportation System Earns Safety Award**

Diamond Transportation System, Inc., Racine, WI, has recently been awarded a First-Place award in Division 1 of the Wisconsin Motor Carriers Association's 2018 Fleet Safety competition. Diamond recorded an impressive 0.00 accident frequency ratio for fleet operations in the state.

TMHA congratulates Diamond Transportation and their truck operators and employees for this fine achievement. TMHA has long boasted its members are the safest carriers on the road. Diamond's award is another piece of evidence to support that claim. Thank you, Diamond Transportation, for helping keep our roads and highways safe.

## **TMHA Summer Safety & Security Meeting Less than 3 Weeks Away!**

Don't miss the boat! If you haven't already registered for this year's TMHA Safety & Security meeting, you may do just that. Don't let it happen. Go online at [www.machineryhaulers.org](http://www.machineryhaulers.org) and register TODAY! The room block expired on July 2, but if you hurry, you *may* still be able to grab our preferred rate. Don't hesitate! Make your meeting registration and room reservations today!

The Abbey Resort & Avani Spa, in quaint Fontana-on-the-Lake, WI, will once again be the venue for this meeting. Please, bring guests who may be interested in becoming members or sponsors. This meeting showcases TMHA like no other, so let's show off our organization and have a record attendance.

Hear Sarah Hansen & John Joines of Great West Casualty Company give a timely and pertinent presentation regarding how insurance and safety programs can work together to achieve safety success. Jerad Childress, from the Scopelitis Law Firm, will fill us in on the latest regulatory & enforcement activities, FMCSA audit protocols & preparation, load securement, litigation issues, and More! Hear C-TPAT expert, Gene Garza, explain how a carrier gets C-TPAT certified and then what's needed to stay that way! David Medeiros, of Scopelitis Transportation Consulting, will explain what your company can do to prevent an active shooter situation and how to prepare to deal with one if the unthinkable happens at your company. Also in store, by popular demand, is another of our excellent panel presentations, moderated by John Simms (HNI Risk Advisors) and featuring Linda Blisset (Illinois Trucking Assn.), Jeff Davis (Napa River Insurance Services), and Milton Van Horn (Carrier One). There's even more .... Don't miss it!

Plan to play in the first ever TMHA Invitational Golf Classic (YOU *are* invited!) at gorgeous Abbey Springs Golf Course, touted as "Wisconsin's Most Beautiful Golf Course," only 5 minutes from the resort! We want to especially thank event sponsor **Quality Trailer Sales** and supporting winner & flag event sponsor **Craftsmen Utility Trailer** for helping to make this event possible! Thank you, David & Tony!

Don't miss the traditional and always looked-forward-to **HNI Risk Advisors**-sponsored excursion boat social cruise around beautiful Geneva Lake prior to dinner, and the social hour between the cruise and dinner sponsored by **Transport Permits, Inc.**



*An aerial photograph of beautiful Abbey Resort & Marina at Fontana-on-the-Lake, WI.*

### **Want to Help Grow TMHA? C'mon, Give us a Shout!**

Unfortunately, TMHA is still one of the best-kept secrets in our industry. We truly have a great organization and a great product to offer, but too many people just don't know about us. If they did, they'd be members. We need to market ourselves and get the good word about TMHA out there, and we've got some things in the works to do just that.

Something that can be very helpful to us are quotes from our members regarding why they enjoy belonging to TMHA, why they feel it brings their companies value, and why they feel it is cost-effective compared to other trucking trade associations.

Just give us a sentence, or several, and your permission to publish your quote, your name and your company's name, on our website and in any advertising materials we come up with. Please send them, and your permission, to us at [tmha@machineryhaulers.org](mailto:tmha@machineryhaulers.org) Thank you!

