



TMHA “NEWS & VIEWS”

A publication of The Machinery Haulers Association, Inc.

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At TMHA, Sponsor Appreciation is a Must!

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. TMHA provides speakers and presentations that truly are second to none. You will not find better speakers at any other meeting. Yet, TMHA never charges a fee for attending one of our meetings. 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, **Transport Permits, Inc.** and **Omnitracs**! **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
(Tentative date & location)**

August 1 & 2, 2019

**Safety & Security Meeting
The Abbey Resort & Avani Spa @ Fontana, WI
(Venue Tentative)**

December 4 & 5, 2019

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

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The President Speaks Out

As a 44-year veteran of the trucking industry and a 30-year safety professional, I am still acutely aware of the operating behavior of commercial motor vehicle operators when I am near their trucks on our roads and highways. Recently, my wife and I took a road trip out to the southeast coast and what we saw on the highway was eye-opening to say the least.

I did not see many TMHA member trucks on the road, but those I did see were, I am happy to report, being operated safely and professionally. Such was not always the case with the other trucks we observed. We saw a blatant disregard for the speed limit on the part of both CMV's and 4-wheelers and very little enforcement. My experience tells me that speed was likely a major contributing factor in all three of the serious CMV crashes of which we saw the aftermath. Sadly, I'd hazard a guess that all three resulted in very serious injuries, if not fatalities.

Frankly, given the amount of speeding, unnecessary lane-changing, tail-gating, blocking both lanes of travel while attempting to pass another truck, and lane-changing without signaling and no regard for whether a car was beside or nearly beside the truck, that we observed, it's a wonder there are not more crashes.

I must admit that I was happy the buck no longer stops at my desk regarding the safety and compliance of a fleet of hundreds of CMV's. However, it does still stop at many of your desks and those of your safety personnel. The executives and staffs of "the good companies," such as the companies that comprise the membership of TMHA, understand how vital safe operation is. There is no substitute for it, there are no short-cuts, and there is no job more important.

In a little more than two months, we'll be gathering in Fontana-on-the-Lake, WI for our annual Safety & Security meeting. We'll be addressing some of these very issues and many others. Please plan to attend that important meeting and be certain to bring along your key safety personnel. We are certain you will find it to be worthwhile and we hope to see you there.

- Clayton Fisk

TMHA welcomes Crossroads Equipment Lease & Finance, LLC

We want to introduce a new Allied member, Crossroads Equipment Lease & Finance, LLC, and welcome Mike Boardman, EVP Sales & Marketing and his team to TMHA.

Founded in 2006, Crossroads is an equipment leasing company that specializes in transportation. From their initial focus of supporting their sister company Velocity Vehicle Group and surrounding Southern California truck dealerships, they manage upwards of \$300 million in assets nationwide. Crossroads offers a suite of value-added services and structures tailored specifically for transportation companies and other non-transportation industries using trucks and trailers. Crossroads has expertise in the various segments of trucking including port drayage, regional and 48-State for-hire, dedicated vocational and vertical markets such as owner operator lease-to-purchase. By working closely with companies to develop an understanding of their strategy and critical needs, Crossroads can customize financial solutions to meet the needs of the companies and/or their drivers.

TMHA is Excited about the Summer Safety & Security Meeting

If you haven't already done so, mark your calendar for August 1, 2, & 3 and be sure to block off those dates so you can attend TMHA's summer Safety & Security meeting!

Plans have been in the works for weeks and we can promise the meeting will be one you'll be pleased you attended. The Abbey Resort & Avani Spa in quaint Fontana-on-the-Lake, WI will once again host this meeting and we've got some things lined up to surprise and please our attendees. Please, bring guests who may be interested in becoming members, both carrier and allied. This meeting showcases our organization like no other, so let's have a record attendance.

Hear Jerad Childress, from the Scopelitis Law Firm, 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 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 Sarah Hansen & John Joines of Great West Casualty Company will be making a timely presentation as well!

In addition to all that, we'll also manage to work in some fun and relaxing summer lake activities as well. Plan to play in the first ever TMHA Invitational Golf Classic (YOU *are* invited!) at gorgeous Abbey Springs Golf Course, billed as "Wisconsin's Most Beautiful Golf Course," only 5 minutes from the resort! Don't miss the traditional and always looked forward to HNI Risk Advisors-sponsored excursion boat social cruise around beautiful Geneva Lake.

Registration will be available on the website, at www.machineryhaulers.org very soon and for those who'd like to register the old-fashioned way, we'll email you a registration form too. We encourage everyone to **register early this year**, so we can maximize the benefit of this meeting for all those who attend.

Ever wanted Your company's name on a Golf Event?

We're offering you the opportunity to put YOUR company's name on the inaugural TMHA Invitational Golf Classic to be held at beautiful Abbey Springs Golf Course on August 1, 2018! There will be signage as well as other recognition for your sponsorship. If interested, simply shoot an email to us at tmha@machineryhaulers.org and we'll get together to discuss the possibilities.

We're also looking for a sponsor for the cover of our summer Safety & Security meeting's event booklet. Get your name and log on the cover page as the sponsor of the meeting booklet publication! Inquire at tmha@machineryhaulers.org for details.

First come, first served on both of these! Don't miss out.

A Word about TMHA Member Surveys

Recently, you've received several TMHA member surveys. Surveys can be a very helpful tool as, to provide you the best Association we can, we need to know what you are thinking about various important matters.

We want to assure you of something regarding those surveys in case you may be reluctant to participate. **This office is the only party that sees members' responses.** We are very sensitive regarding your privacy and all survey responses are kept confidential. We aggregate the responses and those aggregated results are sometimes shared with the Board, but that's as far as it goes. We assure you **your individual responses will not be seen by anyone else,** not even our board of directors.

A Quote from You Can Help Grow TMHA!

Got something good to say about TMHA? We sure hope so. We feel TMHA is one of the most cost-effective trucking trade associations we know of and we hope you think so too. Unfortunately, TMHA is one of the best kept secrets in our industry and we're convinced that if we grow our organization, we can make it even better and we're asking for your help.

We're seeking 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.

All we need is a quote of a sentence, or several, and your permission to publish the quote and your name and company on our website and in any advertising materials we come up with. Just send them, and your permission, to us at tmha@machineryhaulers.org Thank you!

When will YOUR Company Appear in Print in TMHA "News & Views?"

We know there are a LOT of good things happening at all our members' companies that are worthy of sharing with our members in "News & Views" and putting out on our website. Show your company pride and share those good events, awards, and ideas with the rest of us. Got an opinion you'd like to share about a vital trucking industry issue? Everyone's got an opinion. Share yours. Be first to have an OpEd appear in "News & Views!"

We Want to Better Serve You, the Valued TMHA Member or Sponsor!

At TMHA, we value very highly each one of our members and sponsors. We sincerely want to make you feel, more so than ever before, that your membership in TMHA is worth your time and money. We think it is, but we want to put your ideas to work to better serve you and make TMHA an even better organization. After all, you're our customer and we want to give the customer that they want! Our goal is to provide value, so we can have the highest percentage of our members possible present at every meeting. If there are speakers or programs you feel would be beneficial to you, let us know. We're already working on meeting locations and events for 2019, let us hear from you.