



“NEWS & VIEWS”

A publication of The Machinery Haulers Association, Inc.

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Friday, September 14, 2018

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TMHA Thanks its Dedicated Sponsors!

Every month, and September is no exception, TMHA thanks its loyal sponsors for stepping up and very generously contributing to the success of TMHA by providing needed financial support to our organization. Hopefully, everyone is aware of the financial contributions they make to our organization and to its success, but they do more than that. They also give of their time and personnel, thus helping us provide the quality meetings and speakers that our members have rightfully come to expect.

Our sincere thanks go out to PLATINUM sponsor, **HNI Risk Advisors**; GOLD Sponsor, **Great West Casualty Company**; BRONZE Sponsor, **Kunkel & Associates**; and Supporting sponsors, **Comdata Corporation**, **Craftsmen Utility Trailer**, **EFS Inc.**, **Omnitracs**, **Quality Trailers Sales**, and **Transport Permits, Inc.**



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Calendar of Upcoming Events

December 5 & 6, 2018

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

March 8 & 9, 2019

**2019 Annual Meeting (Board Election year)
Paris Las Vegas @ Las Vegas, NV**

July 24 – 26, 2019

**Safety & Security Meeting
2nd Annual TMHA Invitational Golf Classic
The Abbey Resort @ Fontana-on-Geneva Lake, WI**

December 4 & 5, 2019

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



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Industry Celebrates National Truck Driver Appreciation Week

All week long our industry has been honoring our nation's professional truck drivers during NTDAW and deservedly so. No one knows better the contributions and sacrifices professional truck drivers make to keep our great country's goods and economy rolling, with safety at the forefront, than do we folks in our industry who employ and contract with those professional operators. Without them, none of the rest of us would have our jobs.

We feel that those of us in the specialized open-deck segment of our industry understand the value of, and appreciate just a bit more, the dedicated group of professional operators who transport our valued customers' freight. What they do is not easy and not just every truck driver can do it and do it well.

TMHA members have been conducting special events and promotions all this week to let those respected operators know just how much they are needed and are appreciated. We'd like our member carriers to send us any information and photos they'd care to share with the rest of us showing what they've been doing at their companies this week for NTDAW as we'd like to publish them in the next edition of TMHA "News & Views." Simply submit to us at tmha@machineryhaulers.org

TMHA Welcomes a New Member ... XL Specialized Trailers!

We are very pleased to announce that specialized trailer manufacturer, **XL Specialized Trailers**, has joined TMHA as an Allied member! XL is our very first trailer manufacturing member and we are very pleased to have them aboard.

XL Specialized Trailers is a truly specialized trailer manufacturer. Their products serve the construction, commercial, agriculture, wind energy, oil and gas, and custom transportation markets. A market leading manufacturer of heavy haul and specialized trailers, XL offers superior hauling solutions to fit any application.

The company was founded in 1995 by George Wall. His innovation led XL to a nationwide distribution network which provided the basis for the rapid expansion XL has since experienced. XL is based in Manchester, IA and since 2016 has been a subsidiary of Bull Moose Industries.

Since its beginning, XL has focused on innovation and improvement. Founder George Wall developed the company's DNA, and the mentality he instilled continues today. George created the acronym "WTTBAMIJALBB" which has a special meaning to those at XL "We Took The Best And Made It Just A Little Bit Better." This acronym describes XL's approach: "constant improvement and advancement provide the best possible solutions for our customers," and is a pledge to build the best trailers possible.

Rodney Crim, XL's VP of Sales, will be the company's primary representative to TMHA. We welcome Rodney and his team as new TMHA members and we look forward to meeting him in person very soon. Please join us in welcoming Rodney and XL Specialized Trailers to TMHA!

Congratulations to Danny Jewell and Warren Transport, Inc.

Danny Jewell, an independent contractor with member carrier Warren Transport, Inc., has been honored by being named the first ever “Master Driver of the Year” by the Iowa Motor Truck Association at their annual management conference last week.

Jewell has amassed a truly amazing career in the trucking industry and there could not be a more fitting individual to receive this first ever award. Jewell’s record of 52 years with one company ... Warren Transport ... 7 million miles driven, and 48 years without an accident, is truly unprecedented!

Jewell taught his wife, Sharon, to drive and she too had a successful career “two-personing” with Danny for 17 safe years herself before retiring several years ago. The Jewell’s also have two sons that are professional truck operators. Danny is Warren’s only two-time Driver of the Year, having won the award once as a solo and as a team with Sharon.

Your Association president knows Danny well as Fisk served as Warren’s director of safety for nearly thirty years. When asked about Jewell, Fisk said, “Not only is Danny Jewell a great truck operator and a class act, he is a great person. You couldn’t find a nicer guy, nor a harder working or more qualified truck operator than Danny. We could always count on Danny (and Sharon too) to get the job done and to do it safely. Danny participated on our truck driving championships team early in my career in safety at Warren and he was a place-winner at the IMTA championships, something that is very difficult for an independent contractor to do because they don’t have the opportunity to practice nearly as much as do the company driver teams. He talked me into competing in the company executives’ portion of the competition, which I was pretty reluctant to do, but with Danny as my co-pilot (they didn’t let us out on the course by ourselves! lol) we did pretty well, even got parallel parked! I just did what Danny told me to do and it worked out well. Thank you, Danny, for all the safe years and congratulations!”

Danny Jewell is aptly named as he is most certainly a “jewel” among truck operators. Congratulations Danny Jewell and Warren Transport. If you’d like to see the award ceremony, go to the link below.

<https://www.linkedin.com/feed/update/urn:li:activity:6443695835619303424>



Allied Member Autohauler Supply Expands its Footprint

The principals of TMHA Allied member, Autohauler Supply LLC, and two key employees at the "old" Safe 'n Secure have formed a new company, Safe 'n Secure, LLC. The "old" company was going to be closed by the old owner and Autohauler Supply and FlatbedPLUS, their biggest customers, stood to lose a valued vendor-partner if that happened.

A chain of events was started which ended with Cris Gomez and Janey Ausmus, of Safe 'n Secure, teaming up with Steve Rowe and Roland Jonsson of Autohauler Supply and FlatbedPLUS. They took possession of the company on September 1, 2018 and have been working seven days a week to increase stock, capital assets, and production employees.

Safe 'n Secure stocks all the traditional web and chain tie-downs, and also fabricates specialty items to meet the unique requirements of each customer. Diamond Weave webbing tie-downs, one of their fastest growing brands, is made in the USA and has two patents for abrasion resistance and edge guard. It has become the first choice among many fleet maintenance managers who value durability and purchase price and in auto transport applications, it has already proven itself to last two to three times longer than ordinary webbing. Everybody who tries it switches to it.

If you are interested in affordable, quality tie-downs, please call Steve at 503-310-0494 to learn more.



From left to right: Roland Jonsson, CFO Autohauler Supply; Cris Gomez, Production Manager Safe 'n Secure, LLC; Janey Ausmus, President Safe 'n Secure, LLC and Steve Rowe, Founder & Head Sales Guy at Autohauler Supply.

Future Meetings Shaping Up Fast! 'Vegas, Here We Come!

Your TMHA board and staff are working hard to plan our future meetings and to ensure that we are presenting quality meetings that you will enjoy and that will be of value and benefit to you. Believe it or not, we're working on the next three meetings right now!

We plan to have registration for the December 5 & 6 Regulatory, Economic & Political Symposium in Rock Island up on the website by October 15, hopefully sooner. We're excited about the meeting as we have confirmed Deborah Lockridge, Editor-in-Chief of Heavy Duty Trucking Magazine and David Heller, VP of Government Affairs at TCA, as speakers. We're looking forward to their perspectives on many issues affecting our businesses. In addition, we're awaiting confirmations from other speakers and we'll announce them soon.

Our 2019 Annual meeting promises to be something special. Get ready for a Friday night in 'Vegas as we'll have our TMHA dinner Friday evening, March 8 and our meeting on Saturday, March 9. *Paris Las Vegas* will be our official hotel for this year's meeting and you will not want to miss it. Plan now to attend!

Our Safety and Security meeting has grown in popularity and attendance each year and we're planning on next year's meeting being even bigger and better. We'll again be on the shores of beautiful and pristine Geneva Lake and will present those great events that have become a tradition at this meeting, as well as a new event or two you are sure to enjoy.

Mark your calendars now to attend these great TMHA events to avoid any conflicts. We need to see YOU there to have the best meeting we can have. Everyone contributes to and benefits from a TMHA meeting.

A New Wrinkle at Future Meetings

Like any organization, TMHA is not immune to financial pressures. It has been a long-standing tradition at TMHA that we do not charge a fee to attend our meetings. That is a time-tested and revered tradition we want to maintain. The TMHA board has determined that we will continue not charging to attend our meetings. We must, however, begin collecting a fee for our dinners to help defray those expenses.

One of the questions on the summer meeting's post-meeting survey concerned charging for our dinners and between the direct answers to the question and the written comments that were added, it was apparent that our members understand and feel it is appropriate that there be a fee for the dinners. We very much appreciate your understanding and willingness to help us out in this area.

The TMHA social dinners are an important part of our meetings as they allow us to kick back, relax, get to know each other, and to exchange ideas in a pleasant atmosphere, not to mention that the meal is always very good as well. Beginning with the December meeting, there will be fee for the dinner that will be specified on the reservation form. We are also working on a way to make it easy for you to pay that fee.

Again, we thank you, our dedicated and supportive members.

TMHA Wants to Preserve Its History

Our Chairman, Dave Gallano, has asked your TMHA staff to put together a “History of The Machinery Haulers Association.” We think that’s a great idea. Some of our history is archived (we hope) and we’ll dig out any of that which we can find, and several of our members have long memories and can help with it also, but we still will need any additional assistance we can get.

We sent out a separate email about this project several weeks ago and a few of you responded with some information that is helpful and we appreciate it very much. If any of the rest of you have any recollections regarding past TMHA history, whether it be anecdotal regarding events at meetings, special activities that were conducted, companies who were past members, or individuals who were particularly interesting or colorful, please do share those pieces of information with us. You may have colleagues, family members, or retirees from your companies who may be able to shed some light on this. Nothing is too insignificant to consider for this project. We want it all. Simply shoot an email to us at tmha@machineryhaulers.org

We hope to be able to roll out the finished product at the annual meeting in March in Las Vegas. We thank you in advance for your help with this fun project.

Help Us Grow TMHA! Earn a \$100 Credit off Your Dues for Each Referral!

The word is getting out there, but TMHA is still one of the best-kept secrets in our industry. We’re trying hard to change that. 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.

You can help market us just by offering a few good words about TMHA when you’re visiting with other carriers or with suppliers. To incentivize you just a bit to do more of that, **we’ll give you \$100 off your membership dues for 2019 for each referral** you give us that turns into a new motor carrier member! Just be sure that both you and the referred party mention your referral to us. That’s all there is to it!

It’s Almost Time to Invoice for 2019

It’s hard to believe that it’s almost time to send out next year’s invoices already. We plan to send them out around November 1 and payment will be due by January 15, 2019. In the meantime, we’d appreciate your sending us the specific information regarding to whom the invoices should be directed at your company and their email address. This year, invoices will be sent by email only, so please be looking for them in your Inbox around Nov. 1. We’re hoping to provide you with a new, easier method of payment this year that some members will prefer. Thank you in advance for your support of TMHA!

