



“NEWS & VIEWS”

A publication of The Machinery Haulers Association, Inc.

tmha@machineryhaulers.org www.machineryhaulers.org [@TMHAINC](https://twitter.com/TMHAINC)

In this Edition March 19, 2019

- **Las Vegas Annual Meeting Attendees say, “Viva, TMHA!”**
- **Danny Jewell, of Warren Transport, is named TCA’s 2018 Owner/Operator of the Year!**
- **TMHA thanks Mike Connell for Years of Service**
- **Hudson Insurance Group becomes new GOLD Sponsor!**
- **Transport Permits Updates Website**
- **TMHA Introduces new Lapel Pins**
- **The Last Word ... Can We Really Double Our Size?**
- **Calendar of Upcoming Events and Board of Directors**

Las Vegas Annual Meeting Attendees say, “Viva, TMHA!”



The jury is in and by all accounts the 2019 TMHA Annual Meeting was a rousing success. Many thanks to everyone who made the trip out to Las Vegas to attend the meeting. No matter what the planning may be, we can’t have a good meeting without attendance, and our attendees delivered. It was the best attended annual meeting in recent memory.



The event began with our traditional Social/Dinner Event on Friday evening, March 8 at the beautiful Eiffel Tower Restaurant. If anyone was skeptical prior to the evening, the folks at the Eiffel Tower made believers out of them. All agreed that the food, service, and ambiance were exceptional. Once again, we express our appreciation to Tim Sulentic and Transport Permits of Des Moines for sponsoring the social hour.

The Annual Meeting got rolling at 7 am Saturday morning and the presenters and discussion did not disappoint. The meeting began with Chairman Gallano cordially welcoming everyone, followed by introductions and the opening of the business portion of the meeting. President Clayton Fisk offered a brief report covering Association finances, membership progress and strategies, and what to expect during 2019.

Fisk thanked sponsors Heather Johnson and Landstar Transportation Logistics (meeting booklet and breakfast), Bob Terneus and EFS-WEX, Inc. (luncheon), and Dave Gallano and Gallano Trucking, Inc. (new TMHA lapel pins) for their contributions and support of TMHA.



Fisk introduced the newly elected Board of Directors and the new Executive Committee. They are Heather Johnson, Chairman (Landstar Transportation Logistics), Lance Votroubek, 1st Vice Chairman (Warren Transport, Inc.), John German, 2nd Vice Chairman (Hunt Transportation, Inc.), Jon Coca, Treasurer (Diamond Transportation System, Inc.), Dave Gallano, Immediate Past Chairman (Gallano Trucking, Inc.), and Directors-at-Large, Randy Amhof (Amhof Trucking, Inc.) and Wayne Hilburn (Hilburn Trucking, Inc.)

Incoming chairman, Heather Johnson, presented outgoing chairman, Dave Gallano, with an engraved plaque as a token of appreciation and shared some comments thanking him for his solid leadership and service to the organization over the last two years.

We felt we were offering an All-Star line-up of speakers and they proved the point. Barry Pottle (ATA's Chairman of the Board, the #1 spokesman for the trucking industry), David Heller (VP of Government Affairs at TCA), Beth Carroll (Managing Principal of the Prosperio Group), Bruce Chan (VP & Sr. Analyst at STIFEL Financial Corp.), and Brad Klepper, Esq. (President of Drivers Legal Plan) took the floor, each of them offering their insights and perspectives concerning their particular areas of expertise and participation in and contribution to our industry.

TMHA's 2019 got off to a great start with this meeting and we are planning to keep it rolling. Mark your calendar now for our second meeting of the year, the summer Safety & Security meeting at Fontana-on-the-Lake, WI on July 24-26. That will be a meeting you will not want to miss. We plan to have information and registration available on the website soon. Watch for it!

Photos from the Meeting



Danny Jewell, of Warren Transport, named TCA's 2018 O/O of the Year!

Only days after the conclusion of the TMHA Annual Meeting, Danny Jewel, an independent contractor owner/operator with equipment leased to TMHA member carrier, Warren Transport, Inc., was named TCA's 2018 Owner/Operator of the Year at TCA's annual conference, also in Las Vegas. Jewel was joined on stage by Warren president, Jim Schommer, during the announcement and award presentation. In addition to being honored as the "best of the best," Jewel was awarded a \$25,000 check.

Jewell has amassed a truly amazing career in the trucking industry and there could not be a more fitting individual to receive this award. Jewell's record of 52 years with one company ... Warren Transport ... more than 6 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. In September of last year, Jewell was honored by being named the Iowa Motor Truck Association's first ever "Master Driver of the Year."

This was the third time a Warren independent contractor won the prestigious TCA award, the late Fred Vorwald having won in 1991 and Steven Recker winning in 2010.

Danny Jewell is aptly named as he is most certainly a "jewel" among truck operators. Congratulations Danny Jewell and Warren Transport.



In the photos above, (left) Jim Schommer (l – Warren president) and Danny Jewell (r) hold the "BIG check." (right) Danny Jewell receives congratulations from Jim Schommer, while Kevin Kocmich (finalist for OOoY) and Jon Coca (president of Diamond Transportation System) look on.

It must be noted that Diamond Transportation System operator, Kevin Kocmich, was a finalist for this very prestigious award as well. Kocmich has compiled a very impressive record during his long and successful career. We feel it is highly notable that two of the three finalists for this high award lease their equipment to TMHA member carriers. Congratulations to Danny and Kevin and to Warren and Diamond.

TMHA Thanks Mike Connell for Years of Service

TMHA wishes to thank Mike Connell of Bennett Motor Express, LLC for his many years of service to the Association as a member, as a Director, and as Chairman of the Board. Mike has served as Bennett's primary representative to TMHA for many years and during most of that time has served the organization sitting on the board, as well as serving a two-year term as our Chairman. Mike has been active and engaged as a board member and chairman and we appreciate his many contributions during that time.

Mike certainly is not leaving the organization. He will continue representing Bennett to the Association and will continue contributing, but he felt that after his years of serving on the board, it was time to come off, thus giving someone new a chance to take a leadership role.

Thank you for your contributions, Mike! We hope you won't mind if we lean on you occasionally to take advantage of your experience.

Hudson Insurance Group becomes new GOLD Sponsor!

TMHA is pleased to announce that Hudson Insurance Group has become a new GOLD Premiere Sponsor. Ron Honken, Senior Vice President of Hudson's Commercial Auto business, said, "We are happy to begin this new relationship with TMHA and look forward to working with the organization to help it grow."

The sponsorship is unique and breaks new ground at TMHA, as Hudson wants over 40% of its sponsorship to be earmarked to help TMHA market and recruit new Motor Carrier members by allowing the association to offer four memberships at a discount of 10-20%.

TMHA wants to thank Ron and the good folks at Hudson for their generous sponsorship, and we look forward to working with them. Please join us in thanking Ron and Hudson and welcoming them to TMHA.

Transport Permits Updates Website

Allied member, Transport Permits of Des Moines, Inc., is pleased to advise it has, for the benefit of its motor carrier customers, recently updated its website to provide a modern, user-friendly, efficient tool for the ordering, processing, and management of the process of obtaining oversized permits.



Transport's customer service manager, Carrie Bos, is available to provide a tutorial on navigating the new site. Carrie can be reached at dm@transportpermits.com or at 800-725-9400. Transport's website can be found at www.transportpermits.com. Everyone at Transport Permits thanks the members of The Machinery Haulers Association for their trust and continued

support and reminds that to express their appreciation, they offer TMHA members a discounted service fee. Thank you, Transport Permits!

TMHA Introduces new Lapel Pins



Earlier in the Annual Meeting story we referred to new TMHA lapel pins. We also thanked Dave Gallano & Gallano Trucking, Inc. for sponsoring the beautiful new pins, one of which is pictured to the left.

Why lapel pins? From the early days in the mid-Fifties, TMHA members have always had pride in their Association. Membership in TMHA has always had meaning. We've never been the largest trucking trade association, but we've had a loyal core of active and dedicated members who work hard to do trucking in a quality way. That's still true today and Dave and the Board wanted a way that our members could outwardly show others, with whom they come in contact at meetings and events, that they are proud to belong to The Machinery Haulers Association.

The pins were distributed to all attendees of the recent Annual Meeting. If you were not in attendance, don't despair. We've got a pin reserved for you. Be sure to attend the summer meeting where we'll have them available or drop us a line and we can mail one off to you. We hope you will wear your pin proudly and that it will spark conversations about TMHA, giving you the opportunity to talk us up and send prospective new members our way. Don't forget the 10% to 20% dues discount available to four new motor carrier members and made available by the GOLD sponsorship of Hudson Insurance Group. Thank you, Hudson, and, again, thank you Gallano Trucking, Inc. for making these sharp-looking pins a reality.

The Last Word ... Can We Really Double our Size?

At the Annual Meeting, we laid out an ambitious goal to grow our organization by doubling its number of motor carrier members, and then some. Yes, it's ambitious, but is it possible?

We think it is. If we look at it as trying to "eat the elephant" at one sitting, it might seem a bit daunting, even overwhelming, but if we break it down we can see that it is indeed doable. Example: If each motor carrier member (and we know our Allied members will help too!) brings in just one new motor carrier member this year, we'll double our size. Doesn't seem quite so daunting in that light, does it? Then, if TMHA administration can bring in only four more new motor carrier members, we're at 30! How grand it would be to have 30 motor carrier members in the room at each of our meetings! Think of the resources we'd have available to expand our meetings. Our meetings are great now, but think what we could do if we had the resources of 30 motor carrier members, plus Allied members, at our disposal. It can be done.

Here's the catch. Like anything else, talking about something and doing it are two different things. TMHA seems to be one of the best-kept secrets in the trucking industry. We need to change that and we're working on it, making inroads for certain, but we need all our members to wear their lapel pins, follow us on Twitter, Like and forward our Tweets, and talk us up whenever they can. If you have ideas about more and better ways we can market and grow our organization, by all means, please feel free to share them with us. Pick up the phone (319-214-7323) or shoot an email off to tmha@machineryhaulers.org

TMHA and its members can do this. Let's roll up our sleeves and get to work. Thank you!

Calendar of Upcoming 2019 Events

July 24 – 26, 2019

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

December 4 & 5, 2019

TMHA Regulatory, Economic & Political Symposium
Jumers's Casino & Hotel @ Rock Island, IL

March 2020

TMHA 2020 Annual Meeting
Orlando, FL



Mark your calendar now to attend the summer Safety & Security Meeting July 24 – 26 at the beautiful Abbey Resort in Fontana-on-the-Lake, WI on the shores of famous blue water Geneva Lake. In addition to the must-attend, informative meeting, join us for the 2nd Annual TMHA Invitational Golf Tourney (sponsored by Quality Trailer Sales), the always popular boat excursion around the Lake (sponsored by HNI Risk Services), and a delicious Social/Dinner Event.

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Logistics*

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Hilburn Trucking, Inc.

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

Phone: (319) 214-7323



tmha@machineryhaulers.org
www.machineryhaulers.org

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