



“NEWS & VIEWS”

A publication of The Machinery Haulers Association, Inc.

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2020 Annual Meeting Rapidly Approaching!

The rapidly approaching TMHA 2020 Annual Meeting promises to provide exceptional presentations at an exceptional venue. The most important element of any successful meeting is its content and this meeting will most definitely provide that. Check out the impressive line-up of confirmed speakers you’ll get to see and hear at this meeting:

Steve Bryan – Executive VP @ SambaSafety

We’ve asked Steve to talk about a topic he’s very passionate about and that’s Artificial Intelligence. Are we ready for it? Steve’s going to talk about some of the applications for AI and the possible ramifications. AI is coming whether we want it to or not, so let’s learn more about it through Steve’s sure to be very interesting presentation.

David Heller – VP of Government Affairs @ Truckload Carriers Association

Dave will present, in his always dynamic style, an update on what’s going on regarding regulation and legislative initiatives that will affect our companies now, and down the road.

Ted Perryman, Esq. – Roberts & Perryman Law Firm

There are always legal issues out there that can affect our companies, often-times adversely, and which may catch us by surprise. Ted will focus on several “hot button” issues that we’ll need to keep our eyes on at the time and after this meeting.

Steven Todd – VP, Transportation @ Specialized Carrier & Rigging Association

How many times have you wished there was some uniformity from state to state regarding the regulations governing special permits? Steve will bring us up to speed on a project to improve the permit ordering process and to achieve some harmonization in those regulations.

This is going to be a meeting, as do all TMHA meetings, that contains real substance, and which will bring our attendees real value. We hope to bat 1.000 and have a representative of every member

company in attendance at this meeting. We're also aware of several guest, prospective new members who will be joining us for the meeting. Let's make this the best and most well-attended annual meeting to date! To register and to make your room reservation, simply go to www.machineryhaulers.org

Hotel Room Block for Annual Meeting Expires January 31

The opportunity to book a room for the Annual Meeting has been available on the website for a while, but that opportunity will be closing soon as the room block expires on January 31. Of course, you can still register for the meeting after the 31st (although we encourage you to do so as soon as possible) and you may be able to get a room after that date as well, but you'll be on your own to negotiate your best rate and rooms tend to fill up very quickly. Don't get caught short and have to book a room at another hotel. Staying off-premise is quite inconvenient at best. To book your room now, simply click on the link below before January 31.

<https://book.passkey.com/go/MachineryHaulers2020>

Sponsorship Slots Available for Annual Meeting

If you've attended even one TMHA meeting, you know that at TMHA we place a high value on our sponsors and that we show our appreciation for their support of our organization. Not only are our sponsors recognized on our website with a link to their website, but we also recognize them at our meetings and display attractive signage thanking them for their contributions to our success.

Out of respect for your budgets and recognizing the generosity of sponsors in the past, we have not pushed solicitation of additional sponsorships in recent months. We do have our Annual Meeting coming though and there are sponsorship slots available for that meeting.

Should you be interested, just shoot us an email and we'll let you know what's available. Thank you!

TMHA Welcomes New Member DriverTech, LLC



We are pleased to announce that DriverTech, LLC and its president Mark Haslam have joined TMHA as a new Allied Member.

DriverTech is driving on-board intelligence with a comprehensive fleet management system supporting a range of services and state-of-the-art applications for the transportation industry. The DriverTech system provides access to key information that improves driver quality of life and trucking efficiency metrics.

Based in Salt Lake City, UT, DriverTech has, for more than 25 years, provided Drivers and Fleets with groundbreaking in-cab technology to maintain regulatory compliance, lower fuel costs, improve driver safety and improve operational efficiency. DriverTech accomplishes this through tight integration within its product—bringing the driver, the truck, the fleet and the customer together.

We look forward to learning much more about DriverTech, its products and services, and its personnel in the near future. Welcome to TMHA, Mark and your team!

Bring Prospective New Member Guests to TMHA Meetings

We'll wager that, at your company, you've found one of the best personnel recruiting tools to be good ol' word of mouth. That's always been and continues to be the best way we've found to bring new members into TMHA as well. We encourage our members to bring prospective new member guests with them to our meetings. It's been our experience that once someone has attended a TMHA meeting, they see value and, more often than not, will want to become a member.

Surely, among your clients, acquaintances, and friends in the industry, you know companies that would be good fits for our organization, and which would benefit from membership. Invite and bring one of them to a meeting with you. We'll waive the guest's meeting registration fee and, if they become a member, we'll refund yours! You can't beat that. We hope to see several prospective new member guests at each meeting.

Mike Spalla Earns Tim Kunkel Award



We are pleased to announce that Mike Spalla, with Allied Member Kunkel & Associates, has been honored as the recipient of the Tim Kunkel Character Award for 2019. This award recognizes exemplified professionalism, leadership, compassion, hard work, and a great sense of humor.

Knowing Mike as we do, we know he embodies all those qualities and that he was humbled by this award. Earlier in his career, Mike worked on the TMHA account as an employee of a previous administrator and he did a great job for us. Congratulations on this fine, well-deserved award, Mike!

XL Trailer Gets the Job Done

TMHA Allied member, XL Specialized Trailers, is proud of the equipment it makes available to the specialized-hauling segment of the trucking industry. The trailer featured in this article is an XL 120 Low-Profile Hydraulic Detachable Gooseneck (HDG) with a jeep in the front and a booster in the back, also known as a 2+3+2 setup.



This rig was being used by a Canadian XL customer that owns four of these trailers and was transporting a 75-ton crane to a location in Wyoming. The customer praised the trailer saying, "With the light weight and

multiple combinations on the XL 120 HDG, it allows our team full utilization of our trailers for, as light as our XL trailers are, they are incredibly durable." The customer uses the trailers to transport construction, agricultural, manufacturing, freight logistics, and infrastructure equipment.

TMHA is proud to have XL Specialized Trailers as an Allied Member producing equipment that is so integral to what our Motor Carrier Members do on a daily basis.

Do You Follow Us on Social Media?

One of the better ways, other than word of mouth, for us to get the word out there about TMHA is to use social media. You may not be aware of it, but we are on LinkedIn and Twitter and we use those platforms primarily to get the word out about our upcoming meetings. If we get more people to our meetings, we'll grow and that'll be good for everyone.

We'd appreciate your following us on both of those platforms and liking and forwarding our posts and tweets. The more we do that, the more we'll benefit from the compounding effect that can occur. Thank you in advance for your help and, oh, by the way, if you have any ideas about how we can be more effective in this area, please don't hesitate to share with us at tmha@machineryhaulers.org



Calendar of Upcoming TMHA Events

February 28 & 29, 2020

TMHA 2020 Annual Meeting

Gaylord Resort & Convention Center @ Kissimmee, FL



Summer 2020 - Date to be Announced

TMHA Safety & Security Meeting

3rd Annual TMHA Invitational Golf Classic

Excursion Boat Cruise around Geneva Lake

Venue: TBA

December 9 & 10, 2020

TMHA Regulatory & Economic Meeting

Jumer's Casino & Hotel @ Rock Island, IL

We look forward to seeing you at the Annual Meeting at the Gaylord Palms Resort & Convention Center in Kissimmee, FL on February 29. In addition to the highly informative meeting, join us for the Social Hour / Banquet Event on Friday evening, February 28 which promises great conversation and networking opportunities and a delicious dinner! Online meeting registration is available on the website at www.machineryhaulers.org as is information regarding making your room reservation. Check it out TODAY!

To discontinue receiving TMHA mailings, e-mail tmha@machineryhaulers.org with UNSUBSCRIBE in the subject line.

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