

Welcome to



The Machinery Haulers Association, Inc. 2020 Annual Meeting

February 28 & 29, 2020

Gaylord Palms Resort & Convention Center Kissimmee, FL

This TMHA Publication is Sponsored by





2020 Annual Meeting

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Insert Meeting Attendee Survey (please complete)

TMHA Welcomes our Members, Sponsors, and Guests!
Thank You for Attending.

If your company is not a member, we hope you will consider its becoming one.

Visit us at www.machineryhaulers.org to learn more,

or Call us at 319-214-7323.

The Machinery Haulers Association, Inc.

Annual Meeting Schedule of Events

Saturday, February 29, 2020 Gaylord Palms Resort & Convention Center – Kissimmee, FL Meeting in Emerald Room 2

8:00 - Check-in & Breakfast

9:00 - Welcome by Heather Johnson, Chairman of the Board Pledge of Allegiance Welcome Guests Introductions

President's Remarks

Meeting conduct & Anti-trust law Policy
Sponsor Recognition
Update & Summary

9:30 - David Heller: Vice President of Government Affairs at the Truckload Carriers Association

10:30 Break

10:45 – Steve Bryan: Executive Vice President & General Manager, SambaSafety Transportation

11:45 - Luncheon

12:45 - Steven Todd: Vice President of Transportation at Specialized Carriers & Rigging Association

1:45 - Spotlight on new member DriverTech, LLC presented by Steve Sanderson, National Director of Sales

2:15 - Break

2:30 - Ted Perryman, Esq.: Attorney and Managing Partner, Roberts Perryman P.C.

3:30 - Wrap-up & Adjournment



TMHA Thanks its Generous Annual Meeting Sponsors!

PLATINUM HNI Risk Advisors

"We Love Truckers"

Sponsor of TMHA Truck Fleet Safety contest

Co-Sponsor of the TMHA Dinners

GOLD

Great West Casualty Company

"Trucking is Our Business Our Only Business"
Co-Sponsor of the TMHA Dinners

Hudson Insurance Group

"Committed to Providing Superior Specialty Insurance Products"

Sponsor of New Member Incentives

Co-Sponsor of the TMHA Dinners

BRONZE

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Supporting Sponsors

Landstar Transportation Logistics, Inc.

Sponsor of the Friday evening Social Hour

EFS – A WEX Company

Intersection of Payments, Data & Technology Sponsor of the New Electronic Meeting Booklet

Gallano Trucking, Inc.

Sponsor of the Saturday Luncheon









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Calendar of Upcoming Events

February 28 & 29, 2020
2020 Annual Meeting
Gaylord Palms Resort & Convention Center
Kissimmee, Florida



August 5, 6 & 7, 2020 Safety & Security Meeting Grand Geneva Resort & Spa Lake Geneva, WI



<u>December 9 & 10, 2020</u> Regulatory & Economic Meeting Jumer's Casino & Hotel Rock Island, IL

TMHA Board of Directors

Chairman

Heather Johnson *Landstar Transportation Logistics*

First Vice Chairman

Lance Votroubek
Warren Transport, Inc.

Second Vice Chairman

John German
Hunt Transportation, Inc.

Treasurer

Jon Coca
Diamond Transportation System, Inc.

Immediate Past Chairman
Dave Gallano
Gallano Trucking, Inc.

Directors at Large

Randy Amhof Amhof Trucking, Inc.

Wayne Hilburn Hilburn Trucking, Inc.

The Machinery <u>Haulers Association, Inc.</u>

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THE MACHINERY HAULERS ASSOCIATION, INC.

Guidelines for Conduct at TMHA Meetings

Potential antitrust violations are inherently present at all meetings of trade associations because an essential element of antitrust violation — a combination of competitors — exists. Discussions can generally involve any subject without raising antitrust concerns if they are kept free of even the suggestion of restraint of trade, or the selection of suppliers, customer, or prices.

Examples of conducts that clearly restrains competition and is presumptively unlawful include:

- (A) Agreements to raise, lower, stabilize, or in any other way establish price, or factors related to price, such as costs, wages, discounts, credit terms, or profit levels (discussion of past prices may also be suspect);
- (B) Discussions concerning what constitutes a "fair" profit level;
- (C) Agreements to allocate or control markets, sales territories, customers or geographic territories;
- (D) Agreements to restrict or affect the availability of products or services, or the terms or conditions of their sale;
- (E) Discussions of the ethics or propriety of pricing practices, such as price adjustments, discounts, and credit terms, or whether said practices constitute an unfair trade practice;
- (F) Agreements requiring customers to purchase an ancillary item or service in order to buy the desired product or service;
- (G) Agreements to refrain from competing;
- (H) Agreements refusing to deal with third parties (boycotts).

Other areas to be scrutinized for antitrust compliance include discussions concerning membership, fees and services for members and non-members, statistical programs, joint research programs, standard-setting, group buying and selling programs, and certification.

TMHA seeks to avoid antitrust violations in connection with Association activity, so participants should avoid engaging in conduct – in meetings or socially – that gives even the appearance of an impermissible conversation, agreement, alliance, or impropriety.

Meetings should be conducted in such a way as to minimize allegations of antitrust improprieties. A specified agenda and related topics should be adhered to and minutes should be taken. Participants always have the right to object to discussing any subject. Those chairing meetings should avoid discussing or making recommendations on subjects of questionable legality and should halt discussions of impermissible subjects. Less sensitive but suspect subjects, such as matters relating to data collection, cooperative research, and standard-setting, should be deferred until counsel can be consulted. Secret or "rump" meetings held when official meetings are scheduled should be avoided.

Disregard of these considerations can result in antitrust exposure for the Association, the individuals, and the companies involved. Civil and criminal penalties apply, and private rights of action are available to those alleging business interference or economic injury.





David Heller is the **Vice President of Government Affairs** for the **Truckload Carriers Association** (TCA) and is responsible for communicating and interpreting all trucking-related regulations — safety, legislative, and otherwise — to the membership of TCA and our congressional representatives on Capitol Hill.

Heller regularly develops and authors comments regarding trucking industry mandates based upon association policies and principles and serves as staff liaison for all federal and state legislative and regulatory issues pertaining to the Department of Transportation and other related federal agencies. As a routine part of his job, he supports the association membership in the resolution of technical inquiries on the trucking industry, with particular emphasis on the Federal Motor Carrier Safety Regulations (FMCSRs).

As evidenced by his participation in FMCSA's Entry Level Driver Training Advisory Committee (ELDTAC), Heller has become a recognized industry expert in trucking. Heller is also one of the few association executives who has earned his certification from the North American Transportation Management Institute (NATMI) as a Certified Director of Safety (CDS).

Heller has appeared multiple times on the Dave Nemo Show and Road Dog Trucking News with Mark Willis to explain TCA's position on key legislative and regulatory issues, has spoken on issues to multiple industry-based trade associations, and authors a monthly column for *FleetOwner*, a national publication pertaining to trucking. He is regularly approached for comment on industry-relevant matters by top trucking trade publications and offers a quarterly webinar to TCA members that provides updates on important industry issues such as ELDs, Hours of Service, and Testing for Drugs and Alcohol.



Steven Bryan, Founder and President of Vigillo, is now **Executive Vice President and General Manager of SambaSafety Transportation**. Steve and the team bring over 200 years of experience in the areas of statistics, software development, risk management and compliance.

Steve is a veteran technology leader who founded Vigillo in 2007. Vigillo was acquired by SambaSafety in 2017 and currently employs a team of data scientists and software engineers specializing in Big Data within the commercial transportation and logistics industry.

Prior to founding Vigillo, Steve combined his legal and business experience to lead five software startups and emerging companies to successful exits. Earlier in his career, he worked as a District Manager for Dow Jones & Co. and served for six years in the United States Army as a Maintenance Sergeant.

Bryan earned a Master of Business Administration, JD and a Bachelor of Science in Economics from Willamette University.





Steven Todd, began his transportation career as a self-employed consultant in both the civil engineering and public transportation industry, specializing in funding and organizing municipal infrastructure and public transportation initiatives throughout Illinois. This led to a career with the Illinois Department of Transportation where Mr. Todd oversaw areas including oversize/overweight permits, fixed weigh stations, and public transportation earning a reputation amongst specialized carriers for achieving permit policy harmonized successes that carried over to other Midwestern states. Upon his retirement from IDOT in 2012, Mr. Todd has been employed with Specialized Carriers & Rigging

Association in Washington, D.C. where he currently serves the world-wide trade association as **Vice President of Transportation** advocating for safe, efficient and harmonized regulatory policies.

In this role, Mr. Todd has co-authored two FHWA Best Practice Reports – Automated Permitting of Oversize/Overweight Vehicles and Law Enforcement and Pilot Escorts which also included a first of its kind National Training Curriculum. He currently serves on both the U.S. Department of Transportation's Emergency Route Working Group and the National Coalition on Truck Parking, The Transportation Research Board's Size & Weight Committee as well as the American Association of Highway Transportation Officials (AASHTO) National Advisory Committee.



Ted Perryman is the Managing Partner of Roberts Perryman P.C. and is regarded as one of Missouri's and Illinois' preeminent trial lawyers. He has been named one of Missouri's Best Lawyers for the past 10 years and is recognized by his peers as a "Super Lawyer." Ted was named The Best Lawyers in America's 2017 "Lawyer of the Year" for Insurance Litigation in St. Louis, Missouri. He has annually received "Best Lawyer" awards for transportation, personal injury, insurance, and the defense of class actions. His firm is annually selected by U.S. News & World Report as one of Missouri's Best Law Firms.



Ted is perhaps best known for his role as a leading advocate and defense attorney for the trucking industry. Not only does he represent trucking companies and their drivers, he is a driver himself. He actively holds a Class A CDL in Missouri. In 2011 Ted had his entire firm enroll in truck driving school and each attorney got a CDL.

Ted is active in various committees of the American Trucking Associations, Missouri Trucking Association, and the Illinois Trucking Association. He counsels motor carriers on many issues including transportation contracts, employment and regulatory matters. As a trial lawyer on behalf of motor carriers, he has taken over 130 personal injury cases to verdict.



TMHA Motor Carrier Members











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