



## **“NEWS & VIEWS”**

**A publication of The Machinery Haulers Association, Inc.**

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

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### **A Few Words from TMHA’s President**

I do this rarely, but I want to take this opportunity, during these highly unusual, unsettling, and concerning times, to make just a few comments. There is no question our nation, our industry, our companies, and we as individuals are facing uncertain and troubling times to say the least. No one knows how the next few weeks or months are going to play out. We are, in many ways, in uncharted territory. No doubt, that can make planning anything, even trips to the grocery store, let alone running our companies, a difficult task, as if running our companies isn’t already difficult enough under normal circumstances.

I choose to stay positive, keep an optimistic outlook, plan for the worst, and pray for the best. I hope that long before the summer meeting at Lake Geneva in early August, coronavirus will be in the distant rearview mirror. We’ve gotten through tough times before and we’ll do it again this time. Our industry is strong, dedicated, and innovative. Circumstances throw us a curve and we adapt. Challenges arise and we persevere. We see a problem, we face it head on, and we beat it. After all, we’re truckers. That’s what we do!

One of the things that I’ve always enjoyed about TMHA, and is one of the things that drew me to accept this position, is the bond that we have between the members of this organization. I think there is a camaraderie and feeling of cohesiveness at TMHA that isn’t found at many other organizations. That’s unusual and is noteworthy in my book. We care about each other, we offer value, and that’s what draws us to our meetings and is helping us grow this organization.

Thank you for your participation and support of TMHA. Stay safe, stay healthy, and be well.

*Clay*

## **Annual Meeting Very Successful**

TMHA's 2020 Annual Meeting in Kissimmee, FL is, as they say, history. We want to thank everyone who attended the meeting, making it the big success it was. One enthusiastic attendee was overheard saying, "That was the best annual meeting we've ever had!" It was also one of the best attended as the number of members and guests present rivaled that of last year's Las Vegas meeting which was the best attended annual meeting in recent memory.

The meeting kicked off with a very enjoyable social hour on Friday evening, February 28, followed by a delicious dinner at the Old Hickory Steakhouse. Member comments confirmed it was indeed an exceptional meal.

Saturday, February 29, TMHAer's and guests got down to business for a day-long meeting of very interesting, informative, and even entertaining presentations by an all-star cast of terrific speakers. After a welcome and introductions by TMHA Chairman, Heather Johnson, and a brief update by TMHA President, Clayton Fisk, the meeting got into full swing with David Heller's (Truckload Carriers Association) engaging briefing on what's going on in Washington regarding trucking industry regulations and legislation. Next up was Steve Bryan (SambaSafety Transportation) who deviated from his usual type of presentation and delivered a riveting explanation of the background of Artificial Intelligence (AI) and some of its current and future uses and ramifications thereof. Attendees had their eyes opened for certain. After the noon break, Steven Todd (Specialized Carriers & Rigging Association) and Kyle Abbott (Landstar Transportation Logistics) presented an information-packed discussion of regulations governing the acquisition of OD & OW special permits and how the process may be made more efficient. TMHA may be working with SC&RA and other partners to achieve that end. Steve Sanderson (new TMHA Allied Member, DriverTech, LLC) then entered the TMHA "spotlight" and introduced his company to our members and explained who DriverTech is and what they do to aid motor carriers in the world of in-cab communications. Wrapping up the meeting batting clean-up, and hitting a grand slam, was Ted Perryman, Esq. (Roberts Perryman P.C.) who gave an enlightening and timely explanation of a number of "hot button" topics and issues that face our Motor Carrier members every day of operation. If you are a member, were not able to attend the meeting, and would like to have any of the speakers' PowerPoint presentations sent to you, let us know and we'll get them out to you.



Heller



Bryan



Abbott



Sanderson

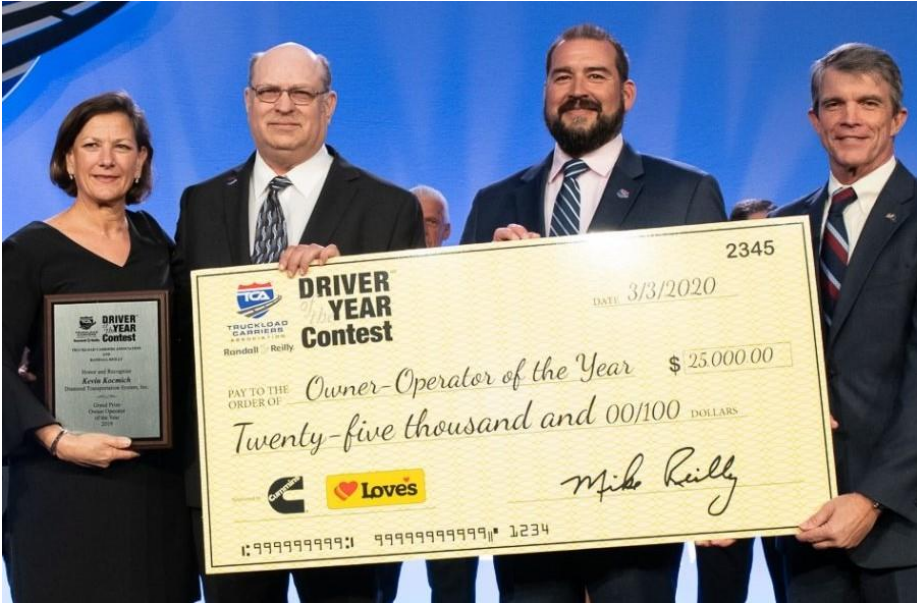


Perryman

We also want to give another shout-out to our generous meeting sponsors. Thank you to Landstar Transportation Logistics (Friday evening social hour), EFS – WEX (meeting booklet), and Gallano Trucking, Inc. (Saturday luncheon).

If you weren't in attendance, you missed a great meeting. Just ask anyone who was there. Don't despair though. We'll have another excellent meeting for you this summer (August 5 – 7), our annual Safety & Security meeting, this year in Lake Geneva, WI at the Grand Geneva Resort & Spa. Put those dates on your calendar as you and your safety folks won't want to miss that meeting.

## **Diamond Operator, Kevin Kocmich, Earns Prestigious Award**



Kevin Kocmich (2<sup>nd</sup> from left), an independent contractor with a tractor leased to TMHA member Diamond Transportation System, Inc. (Jon Coca, President – 2<sup>nd</sup> from right) was named by the Truckload Carriers Association as their 2019 Owner/Operator of the Year at TCA's recent annual conference in Kissimmee, FL.

"I'm proud to be part of such an important industry that keeps the world moving, whether it's basic supplies to disasters or to keep the country safe," Kocmich said upon

accepting the award

Kocmich, 58, began his career on a South Dakota farm. After graduating high school in 1979, he had a harvest truck run between Oklahoma and the Canadian border before getting into regional trucking. For a short time, he hauled steel out of Chicago and Detroit to Nebraska, then began moving into long-haul. He has been leased to Racine, Wisconsin-based Diamond Transportation System since 2014. Last year he bought a new 2020 Peterbilt 567. It pulls an XL Specialized RGN. Averaging about 115,000 miles per year, Kocmich has amassed more than 3.7 million accident-free and violation-free miles.

TMHA congratulates Kevin, his wife Joy, Jon Coca, and all the great folks at Diamond Transportation System on Kevin's well-deserved award.

TMHA is well-represented in this award as this is the second consecutive year a TMHA Motor Carrier member's independent contractor has won the prestigious award, with Danny Jewell of Warren Transport, Inc. earning the award last year.



## **TMHA Welcomes Two New Members**

TMHA is pleased to introduce two new Allied Members! Please join us in welcoming the Hays Companies and West Chester Permit, LLC.



The Hays Companies, represented by Dave Wittwer, Sr. Vice President, are a multi-faceted insurance broker and we look forward to learning more about them as they begin participating in our meetings and association. We received the following from Hays Companies.

*Your business should always plan for unknown risks. Hays will help anticipate what's ahead and make sure you're covered. We are one of the fastest growing risk management, insurance and employee benefits consultancy firms in the country. Our philosophy of delivering the highest-quality, customer-focused service has driven over 25 years of exponential organic growth. Through data analytics, exploration and strategic consultation, Hays creates measurable results. Discover the Hays Difference today!*



West Chester Permit, LLC, is a permit service based out of West Chester, OH. Their president, Scott Boehm, attended our recent annual meeting and was sufficiently impressed to

want to become a new Allied Member. West Chester says, "We are devoted to providing the highest level of customer care available. We understand the demands of the transportation industry and our goal is to offer you the best price and service anywhere in today's market. We specialize in over-dimensional and IFTA/IRP permitting. With more than 100 years of combined experience in the transportation industry, we have the knowledge necessary to ensure that each and every customer's account is processed quickly and efficiently.

We are happy to have these two new Allied Members on board at TMHA and we look forward to getting to know them and hearing more about their companies, what they do, how they do it, and how they can provide benefit to our Motor Carrier members. Please join us in welcoming Dave and the Hays Companies and Scott and West Chester Permit to TMHA!

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**This Space Reserved for an Article about YOUR Company**

## **Articles of Interest**

(Articles in this section are placed here for your information and interest only. They do not represent the opinions or position of TMHA or its Board or Officers.)

### **Trucking wants more clarity on emergency HOS waiver**

FMCSA order sparks confusion over what is considered emergency relief.

(Attribution: FreightWaves)

### **When fleets are hit with huge post-crash settlements, who pays?**

In post-crash litigation in which juries order trucking companies to pay multi-million-dollar settlements, who actually foots the bill?

**[READ MORE](#)**

(Attribution: Commercial Carrier Journal)

### **Class 8 Truck Sales Fall 22.1% in February**

Class 8 U.S. retail sales in February dropped 22.1% to 15,460 compared with a year earlier, WardsAuto .com reported.

(Attribution: Transport Topics)

### **Trailer Orders Lowest for Any February Since 2009**

U.S. trailer orders in February fell to the lowest level for the month since 2009, FTR reported, citing the bite of COVID-19 on demand.

(Attribution: Transport Topics)

### **Don't Let Your Trucking Data Be Held Hostage**

News of major hacks against companies, governments and other organizations has become common. No organization, it appears, is immune from cyber threats, and trucking has become a heavily targeted industry.

**[READ MORE](#)**

(Attribution: Heavy Duty Trucking)

### **Solving the trucking profitability paradox**

Profitability is the key to any business staying in business. In trucking it is harder than in many other businesses. Chris Henry explores the "trucking profitability paradox."

(Attribution: FreightWaves)

## **Calendar of Upcoming TMHA Events**

**August 5 – 7, 2020**

**TMHA Safety & Security Meeting**

**3<sup>rd</sup> Annual TMHA Invitational Golf Classic**

**Grand Geneva Resort & Spa @ Lake Geneva, WI**



**We look forward to seeing you at the annual summer Safety & Security meeting at the beautiful Grand Geneva Resort & Spa at Lake Geneva, WI, a new venue for us! Be certain to mark your calendar right now to attend! Online meeting registration will become available at [www.machineryhaulers.org](http://www.machineryhaulers.org) in the coming weeks. We'll let you know when it's out there.**

**December 9 & 10, 2020**

**TMHA Regulatory & Economic Meeting**

**Jumer's Casino & Hotel @ Rock Island, IL**



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