



“NEWS & VIEWS”

A publication of The Machinery Haulers Association, Inc.

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TMHA Works to Cope with Virus Challenges – August Meeting Still On

Everyone has found it necessary to find ways to cope with the challenges that COVID-19 has presented to American society, in fact societies worldwide, and TMHA is no exception. Our most immediate challenge is making correct decisions regarding the upcoming 2020 Safety & Security Meeting scheduled for August 5-7.

As of this writing, the meeting and its various activities are planned to be held as scheduled. It is our hope and expectation that by August it will be deemed safe to resume most normal activities, including holding association meetings in person. Of course, the health and safety of our members is of paramount concern to us and that will guide all our decisions. TMHA’s board will continually monitor the situation and will be making firm decisions in the upcoming weeks. An option would be to cancel the meeting and move the safety & security theme of the meeting to the December 9-10 meeting to be held in Rock Island, IL.

It is our intention to roll out meeting registration and room reservation opportunities, to be available on the TMHA website at www.machineryhaulers.org, on June 8. We will encourage everyone to register as early as possible to give us a needed indication of how many people to expect, thus allowing us to plan accordingly and properly. It will be the inclination of some to hold off until the last minute, waiting to “see what’s going to happen.” We completely understand that thought process. To respond to that, we will do three things. 1) We are holding the line on the registration fee and will keep it at the usual \$99 per person. 2) We will offer an early-bird registration fee of only \$85 to those who register by June 22. 3) We will offer a 100% refund to those who have registered for the meeting, if it turns out the meeting must be cancelled.

We are interested in what our members think, and we encourage you to let us know. Please do not hesitate to shoot us an email informally sharing your thoughts on the matter. Will you plan to attend the meeting? Can you say at this time definitively that you will not attend the meeting? Do you feel it should be postponed until December? Around June 1, we may be conducting a more formal survey or even do some telephone canvassing, as we will need to know how many will attend the meeting. We will get through this with a plan that is acceptable to our members. Thank you for helping.

TMHA Sets Next Year's Meeting Schedule

We have still got two great meetings to present this year, but we are not going to just take it easy. We are already deeply involved in planning the 2021 meeting events and the schedule has been set.

We've listened to our members and in 2021 will be adopting a new two-meeting approach that will give you just as much, maybe even more, content than did the previous three-meeting format, but will eliminate one of your trips out of town. A win-win for sure! The meetings will be designed to offer our members a full two-day meeting experience, preceded by a great welcome reception event the evening before the meeting begins. In addition, we will offer you truly premium meeting locations and venues. Check out this schedule and mark your calendar now!

2021 Annual Meeting - April 7-9 in San Antonio, Tx at the Marriott Hotel Rivercenter

2021 Safety & Security Meeting – September 8-10 in Lake Geneva, WI at the Grand Geneva Resort & Spa

That's four great TMHA meetings coming up the rest of this year and next year. Plan to attend them all.

TMHA Welcomes Two New Allied Members

We are pleased to announce that TMHA has two new Allied members. We want to welcome Roberts Perryman, P.C (Ted Perryman) and TCI Business Capital (Scott Franzen) to the Association. Both Ted and Scott attended the annual meeting in Orlando and were impressed enough with what they saw to want to become members.



Roberts Perryman is an "AV" rated law firm that has been recognized as one of the leaders in providing experienced legal services. Their clients are trucking companies, employers and insurance companies and they have devoted the last 50 years to serving their needs.

The attorneys at Roberts Perryman are recognized as leading advocates for the industries they represent, and they are frequently invited to speak and contribute to educational seminars and events. An example of the firm's commitment to the industries they serve is that all attorneys who handle trucking litigation hold CDL's. In addition, they are members of various committees and boards serving both the trucking and insurance industries.

Roberts Perryman says, "We understand that effective, quality and cost-efficient legal representation are important to our clients. We take a hands-on approach to resolving claims before they reach litigation. We will make sure your cases are settled, mediated, or tried as soon as practical. We are advocates of alternative dispute resolution and routinely mediate well over 100 claims each year. We handle your case as if it was our own...because it is."



TCI Business Capital is a division of Fidelity Bank and is based in Edina, MN. TCI distinguishes itself from other financial institutions with their “get-it-done culture” and they are proud to be recognized for their reliability, flexibility, responsiveness, innovative products, customer service, and exemplary corporate citizenship.

In 2018 Fidelity Bank of Edina acquired TCI Business Capital. Fidelity Bank had been searching for an established partner to expand its service into invoice factoring. The acquisition has strengthened TCI’s ability to provide high-quality service and low-cost funding solutions to their clients. Fidelity Bank is a leader in commercial banking, with an outstanding reputation. The corporate values and principles of Fidelity Bank are consistent with those of TCI Business Capital, and TCI’s entire organization is excited to be a part of the Fidelity Bank family.

TCI says, "Since 1994, TCI Business Capital has provided cash flow solutions to thousands of small to mid-sized companies across North America. We finance companies working in a variety of industries including trucking, oilfield, staffing, heavy construction, technology, government contractors and others. Our customized factoring lines allow customers to access the capital that is tied up in their accounts receivables and eliminate the wait on slow-paying customers."

Welcome to TMHA, Roberts Perryman, P.C., and TCI Business Capital. We are happy to have you on board! TMHA members, when you have the opportunity, please join us in welcoming Ted and Scott and their respective companies to The Machinery Haulers Association.

A Message from Allied Member Transport Permits, Inc.

Wishing all TMHA Members & Sponsors the best during these trying times we’re facing due to Covid-19.

Please know ALL of us at Transport Permits, Inc. are here to support your permitting needs. We continue during this pandemic to be fully staffed in our office while maintaining our normal business hours of Monday thru Friday 7:00 am to 5:30 pm, CT.

While our number one goal is to keep our employees safe, we also feel the need to maintain our commitment to our carriers. This slow-down period won’t last forever and when things do pick up, we are here to assist in every way. Please don’t hesitate to reach out to me if you need special assistance when things do return to the new normal.

Again, we are committed to all our customers, especially those within the TMHA! Stay healthy and be safe.

Thanks!!

Tim Sulentic
Transport Permits, Inc.
President

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Click icon below to visit our site.



News from Motor Carrier Member Landstar Transportation Logistics

Landstar Transportation Logistics has announced several important recognitions that were recently awarded to two individuals and a company that have contributed to Landstar's success.

- **Agent Rookie of the Year:** *Louis Rios Jr. is the 2019 Rookie of the Year Award recipient. Since joining the Landstar network in August 2018, the Louis Rios Agency, based in Helendale, California, has generated more than \$2.6 million in Landstar revenue. Landstar Rookie of the Year Award recipients must be part of Landstar for less than two years, demonstrate an outstanding revenue performance and encompass excellence in customer service.*
- **Safety Officer of the Year:** *Each month, Landstar names one Landstar Safety Officer (LSO) of the Month, from which the LSO of the Year is selected. The 2019 LSO of the Year Award recipient is independent Landstar Agent Don Ellis. Ellis of Shipment Transport, Inc. based in Cumberland Gap, Tennessee, was selected for his outstanding support of the Landstar safety culture.*
- **Overall M.U.S.T. Customer of the Year:** *The 2019 Overall Landstar M.U.S.T. Customer of the Year is Shape Technologies Group. Landstar's Mutual Understanding of Safety Together, or M.U.S.T., program involves an extensive on-site review of a customer's facility, followed by discussion and analysis of safety and securement practices.*

In addition, our good friends at Landstar thought you might be interested in looking at their magazine. It's a nice piece and the link appears here. Simply copy the URL and paste in your browser.

<https://www.landstar.com/blog/road-to-success-magazine-2020-1/>

Do you Have Some Good News to Share?

We'll bet that even in these difficult days of coronavirus, you have some good things going on at your company. Maybe it's how you have managed and taken on the challenge of the virus to still operate efficiently and successfully. Maybe it's how you have come up with a better mouse trap that you might not have discovered otherwise. Maybe your company has earned an award or been honored by your local community for being a lifesaver during this difficult time.

We need your articles to publish the type of interesting newsletter that you want to read. Don't pass on this opportunity to get the word out to TMHA members and our other industry friends. Do not wait for a deadline or publication date. Whenever you have something you would like to share, shoot it into us and we'll get it in the next edition. We'll be watching for YOUR article!





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Calendar of Upcoming 2020 TMHA Events

August 5 – 7, 2020

TMHA Safety & Security Meeting

3rd 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 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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