



“TMHA News & Views”

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2022 Fall Conference Less than 2 Months Away!

TMHA’s 2022 Fall Conference begins less than two months from now at the Grand Geneva Resort & Spa at Lake Geneva, Wisconsin, the precise dates being September 7-9. While we’ve said it before, this really is a meeting you do not want to miss.

Just listen to what we have in store for you at the Fall Conference First and most importantly, as always, truly excellent speakers, all experts in their field; a strong turn-out with great opportunities to network with your peers and to make new acquaintances; enjoyable social opportunities and great meals; and a beautiful venue. The Grand Geneva was so well-enjoyed by our attendees last year, we decided we just had to go there again. All that and more at a remarkably low meeting registration fee.

During the week prior to the meeting, all registrants will be emailed a link to the meeting booklet, which will tell you everything you’ll need to know about the meeting content, where to be, and when to be there. In addition, we’ll send you a list of all registrants, so you’ll know who is planning to attend, allowing you to connect with friends and colleagues with whom you want to catch up.

Who will you have the opportunity to hear and interact with? In alphabetical order they are:

Melanie Evans – Director-Safety Services & Director of Safety | Landstar Transportation Logistics

Brian Fielkow – Speaker, Author, Consultant – Company and Safety Culture & Leadership

David Heller – Senior Vice President of Safety & Government Affairs | Truckload Carriers Association

**Caroline Kieltyka - Program Director for Freight | American Association of State Highway and
Transportation Officials | AASHTO**

Jay Starrett, Steven Stanaszak, Mary Beth Hughes – Partners | Scopelitis Law Firm

Brett Stevenson – Vice President of Business Development | IDELIC

David Wittwer – Executive Vice President | Brown & Brown, Inc.

All-Star Round-table Discussion by Industry Experts | Major Claim Handling Strategies

You truly will not be able to find a better line-up of speakers anywhere. Do not miss these folks!

In addition, do not forget the 4th Annual TMHA Golf Outing (sponsored by Quality Trailer Sales) and the evening Excursion Boat Cruise around beautiful Geneva Lake (sponsored by HNI Risk Services)!

After reading this article, if you have not already done so, how can you do anything but [REGISTER TODAY](#) to attend what we know is going to be an informational, entertaining, and tremendously beneficial TMHA Fall Conference. To make your room reservation, click [HERE!](#) We'll see YOU there!

TMHA Makes Important Membership Revision

Recently, the TMHA Board of Directors passed, and subsequently TMHA's eligible voting members approved, a revision to the TMHA bylaws which will expand the benefits of membership to our Allied members and which will benefit our organization over all.

Effective immediately, Allied members have the same rights to vote on Association matters and to serve on the Board of Directors as do our Motor Carrier members. It is anticipated this will make our Allied members feel even more a part of our organization and that all members and the Association will benefit from their additional participation and input we will enjoy going forward.

Welcome to the ranks of voting members, Allied members!

TMHA Welcomes New Allied Member, TAB Bank



We are pleased to announce that TAB Bank has become an Allied member of TMHA. Scott Franzen, TAB Bank's Vice President of Business Development, will be their representative to Machinery Haulers.

TAB Bank is a technology-driven, online bank serving small businesses, families, and individuals nationwide since 1998.

Their broad suite of deposit and lending options make it easy to securely store, grow, and utilize your money while enjoying competitive interest rates and rewards programs.

TAB Bank says they are committed to providing flexibility and support in all stages of business or personal financial growth and through any economic condition.

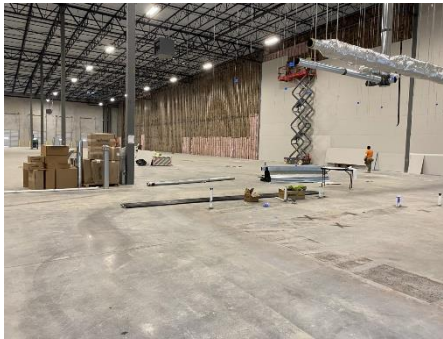
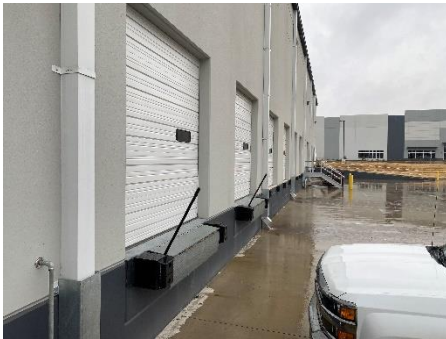
Scott can be reached at scott.franzen@tabbank.com or at 888-674-2102 Direct. Please join us in welcoming TAB Bank to TMHA and plan to visit with Scott personally at the Fall Conference at Lake Geneva.

US Cargo Control Announces New Distribution Center

US Cargo Control opened the doors of its second distribution center on June 14, 2022 in Simpsonville, SC. The occasion was marked by a grand opening ribbon cutting with the Simpsonville Chamber of Commerce, chamber members, city staff, and city council members.

To this point, Urbana, IA has been the location of US Cargo Control's primary distribution center. The expansion is a strategic decision motivated by the US Cargo Control brand promise – get customers what they want, when they need it.

“With our expansion to the east coast, we will be able to reach nearly 80% of the US within 1-2 business days, which is a gamechanger,” said Allen DeHeck, Vice President of Operations. In addition to accelerating the delivery of products, the new physical location presents additional inventory capacity and reduces freight costs. “We pride ourselves on delivering an exceptional customer experience,” explained Cari McCoy, CEO. “With this new location, we can continue to offer the best products even faster by being even closer to our east coast customers.”



US Cargo Control, which serves the professional trucking, rigging, and moving industries, is the flagship of Clickstop's family of brands. Other Clickstop brands encompass the building and construction, super-hot pepper, and modern laundromats industries.

Clickstop's mission is to create a business that is sustainable, enjoyable, and provides opportunity for those who seek it. This expansion advances that mission through the US Cargo Control brand promise.

The new distribution center is: • A 47,000 square foot warehouse facility. • Located at 370 Old Laurens Road, Unit 200, Simpsonville, SC 29681. • Adding 12 new warehouse and shipping/receiving jobs in Simpsonville.

Clickstop, Inc. was founded in 2005 as an e-commerce company. By reinvesting the profits of its flagship brand, US Cargo Control, the company now owns six brands and employs the 180+ team members who passionately operate them. Through its commitment to designing a dynamic workplace experience, Clickstop is consistently recognized locally, regionally, and nationally as a Fastest Growing Company and Best Workplaces. By aligning employees around its mission, core values, and entrepreneurial spirit, Clickstop continues to see rapid growth of its brands which provides opportunity for those who seek it.



Iowa Governor Visits XL Specialized Trailers



Mike Putz • Staff Photo

From left, President and CEO of XL Specialized Trailers Stuart Sleper, State Senator Dan Zumbach, Gov. Kim Reynolds and Director of IT Drew Dunkel view a presentation explaining the company's expansion project during Reynolds' visit to the company, May 19.

Reynolds tours XL Specialized Trailers

BY MIKE PUTZ
mike.putz@wcinet.com

Iowa Governor Kim Reynolds got a first-hand look at heavy haul trailers during a visit to XL Specialized Trailers in Manchester, May 19.

Reynolds and State Senator Dan Zumbach toured the

facility, hearing about the company's culture and walking through a new expansion project that, when completed this year, will increase production capacity by 50 percent.

Reynolds and Zumbach were accompanied on the tour by XL Specialized Trailers President and CEO Stuart

Sleper and other company officials.

Reynolds heard about the company's transparency with employees, as well as employee benefits like fully paid health insurance. She also heard the company's continued involvement with the registered apprenticeship

program in welding at West Delaware High School that is helping develop future welders.

Following the visit, Reynolds said the collaboration between the company and the school district is important.

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TOUR: A blueprint for success CONTINUED FROM PAGE 1A

"This was a great tour. They are successful and growing. And as governor of this state, that is music to my ears. They are also working with high school kids getting them to understand what a great career this is."

XL Specialized Trailers employs 220 people, a number that is expected to grow to 250 when the expansion is finished.

"We've got a great customer dealer network across the United States," Sleper explained. "Demand is very strong. We can't make these trailers fast enough. We are excited to get the expansion project in place and increase our production."

Zumbach noted that keeps the community growing.

"The more people we bring in having good jobs, that is important for our downtowns and our schools," he said.

Reynolds said the partnership between West Delaware and area industries is a blueprint for success she takes to other parts of the state.

"West Delaware has been a leader. Since I was lieutenant governor, I have been passionate about STEM and work-based learning and registered apprenticeship programs. Not everybody is designed to go to a four-year school. Maybe down the road if they want — it doesn't mean you can never do that. But to be able to start to experience what some of the jobs are here locally and find out you love

"West Delaware has been a leader. Since I was lieutenant governor, I have been passionate about STEM and work-based learning and registered apprenticeship programs."

GOV. KIM REYNOLDS

it and find out it's a great career, that keeps students here. West Delaware has been one of our rock stars across the state. It takes a great business like this, a school district willing to try things different and provide the time. Then throw in a community college and it's a formula for success."

Sleper said, "We were excited to host her and show off XL Special-

ized Trailers. I think she learned a lot about heavy-haul trailers. I think she was surprised to see all the customization and engineering that goes into the trailers, as well as the connections to other companies like John Deere and some of the wind turbines going up and how we are part of those industries as well."

Sleper said the registered appren-

ticeship program is a great opportunity for students. "Coming out of high school anymore and coming to work in manufacturing, you can come right into a middle-class lifestyle. We have very good wages and benefits. If you are not interested in going to college, this is a nice option."

Sleper also showcased the company's support of Manchester and Delaware County to the Governor.

"Most of our employees live in Manchester and in Delaware County. In supporting them, we want to be a better community partner and be a part of their lives outside of work. As this company grows, we also want to be a part of Manchester's growth."

XL Specialized Trailers Provides Aid to Ukrainians



The article appearing below was published in XL's internal company newsletter. Tom Hiatt, XL's Director of Sales, says the Jim Auer mentioned in the article "is a 21-year veteran of XL Specialized Trailers. The XL donation was a reflection of Auer's dedication to XL. We were honored to help in this most personal way." TMHA congratulates XL Specialized Trailers for making this important contribution.

A thank you card to **XL Specialized Trailers** for assisting with shipping costs for a container of medical supplies to those in need in Ukraine. Jim Auer's stepson, who works through a non-profit called ILAD International, was our point person on this donation.



XL!
Thank you for helping
Ukraine in this time of
great need!

*Thank you for helping
us ship all of the
medical supplies!
David Mack*



Landstar Names Independent Agent as Safety Officer of the Year

Jacksonville, Fla., (April 29, 2022) – Landstar System, Inc. named Tammy Clark, owner of independent Landstar agency SJA Transport Services, LLC in Stoneboro, Pennsylvania, as its 2021 Landstar Safety Officer of the Year.



Landstar Transportation Logistics Executive Vice President of Safety, Compliance & Trailer Management Matt Miller announced Clark as the winner during a ceremony held April 8, 2022. Clark is committed to fostering a strong safety culture at SJA Transport Services by developing personal and professional relationships, taking the time to listen and demonstrating an ongoing commitment to helping others. For more than 20 years, her agency has hosted the annual Stoneboro, Pennsylvania, Safety Meeting for Landstar business capacity owners (BCOs), what the company calls truck owner-operators leased to Landstar. Clark also organizes an annual driver appreciation dinner the night before the meeting. Her agency staff participates in the monthly Landstar Safety Thursday Conference Calls, and the agency utilizes BCO capacity more than 98% of the time.



“Tammy has demonstrated her commitment to Landstar’s safety-first culture for over two decades, and I am honored to present her with this award,” said Miller. “Her agency staff promotes safety initiatives like Landstar’s Complete and Accurate Dispatch process to support customers and capacity providers in safe operations. Safety officers with dedication, like Tammy, are key to making Landstar a safety-first transportation solutions provider.”

Each month, Landstar names one Landstar Safety Officer of the Month, from which the Landstar Safety Officer of the Year is selected. Clark, like the 11 other LSO of the Year finalists in 2021, leads an independent Landstar agency with an impeccable safety record and a staff that continuously looks for ways to improve. Each of Landstar’s approximately 1,200 independent agent locations names an individual responsible for the safety performance of the agency. The designated Landstar Safety Officer promotes safe, secure and compliant driving, participates in Landstar’s network-wide monthly Safety Thursday Conference Call and supports customer safety initiatives.

Landstar Honors Safety and Tech Executives with High Achievement Awards

Jacksonville, Fla. (May 3, 2022) – Landstar System, Inc. awarded two longtime employees with the company’s highest achievement awards at its 2022 Landstar Agent Convention.



Mike Cobb (on right in photo) received the **Jeffrey C. Crowe-Robert E. Zonneville Lifetime Achievement Award** from Jim Gattoni, Landstar President & CEO. The honor, first presented by Landstar 28 years ago, is awarded to an employee who not only succeeds at Landstar but also helps others succeed along the way.

Cobb joined Landstar in 1992 as a maintenance coordinator in the trailer department and worked his way up to vice president of safety and compliance in 2014. Under his leadership, participation in and awareness of Landstar’s safety programs has continued to grow within Landstar’s network of independent agents and truck owner-operators leased to Landstar. Earlier this year, after 30 years of service as a Landstar Transportation Logistics employee, Cobb left his corporate position to join an independent Landstar agency.

“Mike has served Landstar and this industry well as a safety professional. He’s been instrumental in helping to build Landstar’s industry leading safety culture. Mike has participated in countless safety meetings and calls with BCOs, agents and customers and had led our Safety Thursday Conference Calls for the past 5 years. Mike has also served on numerous transportation boards and earned many awards during his career, including the Distinguished Service to Safety Award – the highest honor awarded to individual safety professionals by the National Safety Council,” said Landstar President and CEO Jim Gattoni. “We thank him for his long-standing commitment to safety and this company, its customers, agents and carriers.”



Landstar Transportation Logistics Executive Vice President of Business Intelligence & Strategy **Jim Applegate** (on left in photo) was honored with the **Landstar Outstanding Management Achievement Award**. Landstar senior management nominates candidates for this award based on effective leadership, managerial skills, contributions, efficiency, and productivity.

Applegate joined Landstar in 2009 as part of Landstar’s acquisition of National Logistics Management Co., where he was responsible for delivering integrated transportation and distribution programs for the automotive industry. In his current role with Landstar, he is responsible for corporate strategy development, strategic portfolio oversight, implementation of strategic technology initiatives and the delivery of business intelligence tools and information. His oversight has been a critical component of the development of Landstar’s newest digital technologies and applications.

“Jim keeps his eyes on the future. He is always looking ahead – three, five, 10 years or more – at Landstar, our competitors and the industry to ensure we’re thinking and acting strategically not just today but for success in the years to come,” said Gattoni (on right in photo). “He has made it his mission to empower Landstar agents and BCOs by providing the resources and technology they need to succeed in our industry.”

Our Editor Needs Your Interesting & Informational Articles

We’re always looking for good articles to run in “TMHA News & Views.” What’s a good article? Articles about things going on at your company that you’d like to share with your fellow TMHA members are always great. Articles that contain information and insights that may be of benefit to our members, both Motor Carrier and Allied, are great too. Remember, photos always spice up an article and give the newsletter extra interest and color. Don’t worry about deadlines, etc. Whenever you have an article, fire it off to us and we’ll get it in the next issue of “TMHA News & Views.”

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