



# “TMHA News & Views”

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## **2023 Annual Meeting & Management Conference only 4 Months Away!**



TMHA's 2023 Annual Meeting and Management Conference begins less than four months from now at Paris Las Vegas in fabulous Las Vegas, Nevada running April 4-6, 2023! We've got a special meeting lined up for you that we know you are going to enjoy. Do not miss this meeting event.

What do we have in store for you at the 2023 Annual Meeting & Management Conference? As always, and most importantly, we've got truly excellent speakers, all experts in their field, confirmed for you. Our Keynote Speaker will be Keith Fitz-Gerald, Principal of the Fitz-Gerald Group. Keith is an energetic investment expert often seen on national business channels and we know you will want to hear what he's got to say. Featured Speaker will be Mark Willis, Journalist/Broadcaster/Educator and Sirius XM Satellite Radio on-air personality. Mark has a wealth of trucking industry knowledge and we're looking forward to hearing his perspective and viewpoints. But wait, there's more. Much more! We'll also enjoy hearing timely information and insights from Rebecca Brewster, President & Chief Operating Officer | American Transportation Research Institute; Frank Cassidy, Head of Sales Enablement | CameraMatics; David Heller, Sr. Vice President of Safety & Government Affairs | Truckload Carriers Association; Gary Johnson, Director of Safety Services | Iytix; and Rob Moseley, Founding Partner | Moseley Marcinak Law.

In addition to those terrific presentations, we'll have 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. In addition to the meals provided during the meetings, you will be able to enjoy two evening receptions with views of the Las Vegas lights to please and a delicious meal prepared especially for us by the culinary staff at the renowned Eiffel Tower Restaurant.

The opportunity to make your hotel reservation and to register for the conference will be made available very soon. Watch your Inbox for that important bulletin that will contain all the details and the links needed. We'll plan to see YOU in 'Vegas April 4-6!

## A Letter from Allied Member XL Specialized Trailers

We are very pleased to run the following letter received from Tom Hiatt, Director of Sales at Allied member company XL Specialized Trailers. Tom and XL have been stalwarts in support of TMHA and we are blessed to have them as a member.

Good day TMHA,

*As we near the end of 2022 and the holiday season nears, it is a blessing to give thanks to this wonderful association. 2022 was and has been an amazing year of transition at XL Specialized Trailers. Our building expansion is near full completion. Office areas started but our additional 33,000 sq ft of manufacturing space is up and running. This is an additional 4 stalls of production, a new blast booth, a new paint booth, a new plasma cutting table and additional jobs for Iowa.*



*We continue to hire and add additional benefits to our growing work force. Like most all of you, skilled labor is at a premium and hard to find. Our goal of a 6-month lead time holds on most models. Iowa Governor Kim Reynolds visited XL on May 19<sup>th</sup>. Gov. Reynolds commented, "This was a great tour. They (XL) are successful and growing. And as governor of this state, that is music to my ears. They (XL) are also working with high school kids getting them to understand what a great career this is." How cool it was to have the Gov Reynolds visit us. Please know any members of TMHA are welcome to visit XL Specialized Trailers.*

*Thank you TMHA for your support. We wish you all the best this holiday season and much success in the coming New Year.*

*Be safe in your duties and travels,*

Tom



**TOM HIATT**

**DIRECTOR OF SALES**

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## **TMHA Welcomes New Allied Member, HUB International Insurance Brokers**



The Machinery Haulers Association is pleased to announce that HUB International Insurance Brokers has become an Allied member of TMHA. HUB advises businesses and individuals on how to reach their goals.

HUB says “When you partner with HUB, you’re at the center of a vast network of risk, insurance, employee benefits, retirement and wealth management specialists who bring clarity to a changing world with tailored solutions and unrelenting advocacy.”

HUB will be represented to TMHA by Rebecca Larson out of Indianapolis. Rebecca attended the Fall Conference at Lake Geneva for the second time, this time as a member, and it was a pleasure to see her again and to get to know her better. You may reach Rebecca at 765-891-0189 and you can also learn more about HUB at <http://www.hubinternational.com>

Please join us in welcoming Rebecca and HUB International to TMHA.

## **TMHA Welcomes Total Quality Logistics as New Allied Member**



The Machinery Haulers Association is pleased to announce that Total Quality Logistics has become an Allied Member of the Association.

TQL’s website states ... “Total Quality Logistics (TQL) creates greater supply chain efficiencies for our customers by combining industry-leading technology with unmatched customer service. Customers and carriers turn to us daily to solve their transportation needs with competitive pricing, continuous communication, and a commitment to do it right — every time.

Through our comprehensive portfolio of logistics services and network of 130,000+ carriers, we move 3 million loads of freight annually. Our company and employees make the world a better place by donating thousands of volunteer hours and millions of dollars each year through TQL Cares and the TQL Foundation. We are proud to be the naming rights sponsor of TQL Stadium, home of Major League Soccer’s FC Cincinnati.

Founded in 1997 in Cincinnati, Ohio, TQL is one of the largest freight brokerage firms in North America, with 10,000+ employees in 56 offices across the U.S. Learn more at [TQL.com](http://TQL.com).”

TQL will be represented to TMHA by Duncan Hiler and Josh Kostraba who were both in attendance at the Fall Conference at Lake Geneva where it was a pleasure getting to know them.

## **TMHA Welcomes CameraMatics as New Allied Member**



The Machinery Haulers Association is pleased to announce that CameraMatics has become an Allied Member of the Association.

When asked to briefly explain what CameraMatics is, here’s what they had to say .... “CameraMatics is a driver-centric cloud platform that empowers fleet operators and drivers to continuously improve performance and safety with enhanced visibility and digitized smart processes. Our platform can be deployed to any vehicle type and translates big data from onboard vehicular sensors, smart cameras, and driver apps to support driver safety, load security and continuous learning and improvement.”

You can learn more at <http://www.CameraMatics.com> CameraMatics will be represented to TMHA by Frank Cassidy and Jay Cantwell. Frank and Jay were both in attendance at the Fall Conference and we enjoyed the opportunity to meet them both in person. Please join us in welcoming CameraMatics to the Association.

## **TMHA Welcomes New Motor Carrier Member, Buchanan Hauling & Rigging**



We are very pleased to announce that Buchanan Hauling & Rigging, out of Fort Wayne, IN, has become a Motor Carrier member of TMHA. Geary & Rebecca Buchanan attended the Fall Conference and it was very nice to get to meet

them in person and to get to know them. Below is a very good article telling Buchanan's story.

"Buchanan Hauling & Rigging was founded in June 1996 by Geary Buchanan. At the time, Geary was an owner operator with 24 years of experience in the trucking industry. He started the company with one truck, two trailers, and dreams to supply quality transportation at a fair market rate, build long-lasting business relationships, and provide high-quality jobs to drivers and owner operators. Buchanan Hauling started with no business plan, only the notion that hard work would pay off and that Buchanan Hauling and Rigging could out-work and out-perform the competition.

Since the beginning, our company has experienced double digit growth, all while maintaining our focus on continually improving the way we do our jobs. We pay special attention to suggestions and comments by our customers and vendors. At Buchanan, we are always trying to improve our service. Buchanan Hauling started out providing flatbed, open deck transportation. We quickly expanded our services to include expedited flatbed service and the heavy haul market with multiple axle trailers hauling oversize and overweight cargo. Due to customer demand, our fleet grew to include our van or enclosed trailer fleet, drop decks and curtainsides. With increased business, Buchanan Hauling expanded into a full-service logistics company, handling all types of commodities, projects, and freight moves throughout the United States, Canada, and Mexico. Our logistics group has the expertise, technology, and industry contacts to manage shipments of any size, frequency, and instance. In response to a need from our customers, we created Buchanan Specialized, our hazmat division. Safe hazmat transportation is of utmost importance to everyone sharing the road. At Buchanan, we invest significant resources in training, equipment, and safety technology to ensure that our customers' shipments are delivered safely and securely.

Combining the power of Buchanan's resources with our 9000+ asset-based carrier partnerships, our logistics team will develop a non-biased, comprehensive "Managed Logistics Solution" specific to your transportation needs. Depending on the scope of your shipping needs, Buchanan Managed Logistics will locate management and operational personnel at or near a facility of your choice, providing readily accessible support to your logistics leadership team. We recognize that transportation needs extend beyond business hours. At Buchanan, we answer the phone 24 hours a day, 365 days a year. Our expedite group moves time-sensitive shipments, of all sizes, providing instant updates at any time. We are proud to provide service to all of North America with no transloading at the borders of Canada or Mexico. With a dedicated group of employees, agents and owner operators, Buchanan will continue to lead the way and provide the Buchanan Advantage."

You can learn more about Buchanan Hauling & Rigging by clicking [HERE](#).

We are pleased to have Buchanan Hauling & Rigging as a member of our organization. Welcome to TMHA Geary & Rebecca and the entire Buchanan team!

## **TMHA Welcomes New Motor Carrier Member, Tucker Freight Lines**



We are pleased to announce that Tucker Freight Lines, Inc., out of Dubuque, Iowa, has become a Motor Carrier member of TMHA. Below is a brief company bio provided by Tucker Freight.

"Tucker Freight Lines does it the right way! We have been in transportation since 1956 and have perfected the art of open-deck and dry-van transportation to make us a very respected carrier for our clients. Our wide array of services includes dedicated, truckload, logistics, and heavy haul. We have built a solid foundation of customer satisfaction and service, all while focusing on providing the highest quality experience for our drivers, customers, employees, and strategic partners. Tucker Freight Lines' most impressive achievement in this enterprise has been our 300%+ growth over the past 18 months, along with opening two new terminals in Burlington, Iowa and Milan, Illinois. We did all this with safety remaining the core value of our company. Our safety overview is reflected within our stellar CSA scores, good insurance loss runs, driver retention, and overall organizational safety."

We are looking forward to Tucker's active participation in the Association. They will be represented to TMHA by Mike Dotson, Tucker's Director of Open Deck Operations, and Mitch Kemp, Tucker's Director of

Operations. We were happy to have Mike and Bob Schmitt, Tucker's Specialized Operations Manager, in attendance at the recent TMHA Fall Conference and we enjoyed the opportunity to meet them in person. You can learn more about Tucker Freight Lines by clicking [HERE](#). Please take the opportunity to join us in welcoming Tucker to TMHA. Welcome Tucker Freight Lines .... we're happy to have you as part of the Association!

### **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.”

(Information provided from sources outside TMHA are for informational purposes only, are the opinions of the party providing them, and do not necessarily reflect the opinions or policies of TMHA.)

