

DISPATCH

OREGON TRUCK

ISSUE 1, 2016



ADVOCATING, EDUCATING, AND PROMOTING THE TRUCKING INDUSTRY.

Utility Trailer Sales of Oregon, LLC

503-653-8686 or toll free 800-275-6986

www.utilitytrailerore.com

Located off I-205 at exit 12A

9797 SE Lawnfield Rd., PO Box 1190, Clackamas, OR 97015

Monday through Friday 7:30a.m. to 5:00p.m.

NOW OPEN!
Utility Trailer Sales of
Central Oregon LLC
825 NE Hemlock Ave
PO Box 517
Redmond OR 97756
541-316-7100



PARTS • SALES • SERVICE

New and Used Reefers • Dry Vans • Tautliners
Flatbeds • Truck Body Kits



The First Name In Trailers



HENDRICKSON
The World Rides On Us®

WALTCO

MAXON®

PALFINGER
LIFTGATES



Grote
The first name in
vehicle safety systems.

OREGON TRUCK
DISPATCH

Issue 1, 2016

A publication of the
Oregon Trucking Associations, Inc.

4005 SE Naef Rd., Portland, OR 97267

503-513-0005 • 888-293-0005

Fax: 503-513-0008

www.ORtrucking.org

Jana Jarvis

President

jana@ortrucking.org

Bob Russell

Vice President/Government Affairs

russell@ortrucking.org

Christine Logue

Director of Member Benefits

christine@ortrucking.org

John Sallak

Safety & Compliance Consultant

john@ortrucking.org

Valerie Garrett

Permits

permits@ortrucking.org

Glenda Ekblad

Director of Accounting

glenda@ortrucking.org

For information about OTA events and to register online, visit www.ORtrucking.org.

Published for OTA by LLM Publications

PO Box 91099, Portland, OR 97291

503-445-2220 • 800-647-1511

Fax: 503-655-0778

www.llm.com

President Stephen Boes

Design Heather White

Advertising Sales Zack Williamson

For information about advertising in the *Oregon Truck Dispatch*, please contact Zack Williamson at 503-445-2234 or zack@llm.com.

Thank you, advertisers!

Your support makes this publication possible.

Please support them and tell them you saw them in the *OTA Dispatch*.



Oregon Trucking Associations



OR_Trucking



<http://otaphotoshare.shutterfly.com>

CONTENTS

- 3 OTA Chair's Message, *by Bart Sherman*
- 4 OTA President's Message, *by Jana Jarvis*
- 6 Legislative Update, *by Bob Russell*
- 8 **Member Profile:** Andy Owens, *Operations Manager, A & M Transport*
- 13 **Events:** ATA Chair Pat Thomas at the Southern Oregon Mixer
- 14 **Events:** 3rd Annual Southern Oregon Mixer
- 16 **Rules & Regulations**
Oregon's new Sick Leave Law, *by Kevin Anderson and John Anderson*
- 18 **OTA Holiday Event**
Celebrating the season at the Pacific NW Truck Museum
- 20 **Health & Wellness**
Driver Wellness: Recruitment through Retention, *by Dan Petrillo and Adam Harris*
- 22 **Safety Management Council**
Nominate top safety professionals and fleets
Save the date for 2016 OTA Truck Driving Championships
Spring Safety Conference
- 24 **Technology & Maintenance Council**
TMC continues growth spurt
- 26 **ATA Update**, *by Bill Graves*
- 28 **Historical Perspectives**
Robert R. Knipe, OTA Chief Executive Officer

OTA LEADERSHIP

EXECUTIVE COMMITTEE

Chair

Bart Sherman, Sherman Bros. Trucking

Vice Chair / ISI Rep.

Diane DeAutremont, Lile Moving & Storage

Secretary/Treasurer

Lanny Gower, XPO Logistics

ATA Vice President

Andy Owens, A & M Transport

Past Chair

Mike Boyd, R.H. Sheppard

Chair Appointed

Dale Lemmons, Interstate Wood Products

BOARD OF DIRECTORS

Central Oregon

Charlie Every, Charlie Every Trucking

Eastern Oregon

Don McGinn, McGinn Bros. Trucking

Southern Oregon

Troy Hutchens, FV Martin Trucking

Metro

Tim Love, Carson Oil

Willamette Valley

Ron Bowers, Ron Bowers, Inc.

Allied

Mandy Graham, Great West Casualty Co.

DIRECTORS AT LARGE

Kristal Fiser, UPS

Ross Gay, JW Fowler

Leon Fischer, Siltez Trucking Co.

Government Affairs

David Brailler, Gordon Trucking

Highway Policy Committee

Steve Bates, Steese Transportation

OMSA Ross Gallup, Rose City Moving & Storage

SMC Myke Lake, McCracken Motor Freight

TMC Mike Vallery, Oak Harbor Freight

COMMITTEES

To learn more about the committees listed below, contact OTA at membership@ortrucking.org or 503-513-0005.

Government Affairs

Highway Policy Committee

OTA in Action

Safety Management Council (SMC)

Technology & Maintenance Council (TMC)

Truck PAC

Anderson Yamada^{PC}

LAWYERS FOR THE LONG HAUL

The lawyers of Anderson and Yamada, P.C. have been helping local, regional, and national motor carriers and freight brokers for over 40 years with:

- Transportation Contracts
- DOT and FMCSA Regulatory Compliance
- Labor and Employment Issues
- Cargo Claims and Litigation
- Truck Accident Litigation
- Corporate Planning and Structuring

John A. Anderson
john@aylawfirm.com



Kevin M. Anderson
kevin@aylawfirm.com



Andrew I. Schlegel
andy@aylawfirm.com



www.andersonyamada.com • (503) 227-4586

Anderson and Yamada, P.C. • 9755 SW Barnes Rd., Suite 675 • Portland, OR 97225

EROAD

Innovation and Integrity

EROAD has set the standard as the first GPS vendor to offer a government-approved electronic highway tax solution. To achieve this EROAD built an entirely new kind of technology platform to support the commercial transport sector – designed from the ground up to meet the highest performance, financial and security standards

- Electronic Logbook
- DVIR
- IFTA
- Weight-Mile Tax
- Exempt Miles
- Real Time Vehicle Tracking
- Fleet Management
- Fleet Reporting



7618 SW Mohawk Street, Tualatin, OR 97062
503-305-2255 • 1-855-50-EROAD

www.eroad.com

Happy New Year! It seems like the holiday season flew by, and now it is time to turn our focus to 2016.

Our final board meeting of 2015 was held in December at the Pacific NW Truck Museum in Brooks, followed by OTA's holiday event for members. Both were well attended and everyone had a fun time viewing all the old trucks and listening to people talk about both the fleets and individuals that contributed to the history of the trucking industry in Oregon. There are many trucking pioneers in our past whose dedication helped build the industry into what it is today. Their commitment and active involvement is something that we can admire and emulate as the industry and OTA continue to move forward.

Speaking of those actively involved, we have several new board members and a new committee to announce for 2016. **David Brailer**, who chairs the Government Affairs Committee, now has a seat on the board, as does **Steve Bates**, who is the chair of the Highway Policy Committee. Those committees had board positions but were removed several years ago. In the reverse of that, **Mandy Graham** sits on the board as an allied member, but did not have a committee to chair until now. Several allied members met before our December board meeting—at Jana's request—to give OTA some feedback on how allied members can help promote our goals. The feedback was so helpful and constructive that we decided to start an allied committee. Allied committee members will be appointed later this year. **Charlie Every** was also appointed to represent the Central Oregon region and Mike Vallery was appointed to represent TMC.

Please welcome our new board and committee members and thank them (and all of our board/committee members) for their time and efforts on our behalf. OTA's momentum comes from those who volunteer their time and expertise to help guide the industry and organization through the changes and challenges that our industry is constantly facing.

Of course, not everyone can serve on a committee or be a board member. Luckily, there are several other ways for OTA members to get involved. It can be as simple as attending an event or sending employees to a training class. You can make a donation to the Oregon Truck PAC fund to help support OTA's ongoing fight to bring trucking's interests directly to key decision makers. Check out OTA's website for more ideas on how to get involved.

As we get ready to launch into a fresh new year, I would like to thank all the OTA staff for their hard work during 2015. With the legislature in full session and with some staff changes, as we say at Sherman Bros., the OTA staff all "pulled together." A special thank you goes out to John Sallak and Bob Russell for their continued long term support of our association. Thanks guys!

I am writing this letter to you as I head down to the Southern Oregon OTA Mixer, now in its third year. I'd like to thank **Andy Owens**, with A & M Transport, who is also our ATA board member, for organizing such a great event. As you can see Andy's organization and ATA are highlighted in the current *Dispatch*. I'm sad to say that I did not win at the Seven Feathers craps tables, but I truly enjoyed my time meeting with all of this year's attendees! ☺

Please welcome our new board and committee members and thank them (and all of our board committee members) for their time and efforts on our behalf.

OTA's momentum comes from those who volunteer their time and expertise to help guide the industry and organization through the changes and challenges that our industry is constantly facing.



BART SHERMAN
OTA Chair



JANA JARVIS
OTA President

Happy 2016! January has flown by and, while we are well on our way with this year's plans, I want to take a moment to review what we accomplished in 2015.

We turned the corner of a declining membership base. While the acquisitions and mergers in our industry continued, we grew our membership by over 5% and we will maintain this level of outreach throughout 2016. Our goal? To grow our membership by 10% with the result being a stronger, more representative organization for the trucking industry.

Our event calendar was busy in 2015 with the purpose of offering you a wide variety of educational and networking opportunities. From member mixers to the Fall's **On the Road** meetings, we touched over 200 of our own members and added new members to the fold. The Spring **Leadership & Safety Summit**, hosted by OTA and our Safety Management

Council, provided great education and networking opportunities and was well received by attendees. The **Truck Driving Championship** in June drew a large number of competitors—and their families—and was

a great day showcasing the talent in our industry. Shortly following that event was the **Maintenance Fair & SuperTech**, organized by our Technology & Maintenance Council, which included a wide range of participants including student competitors from Oregon colleges.

During the summer, we hosted the annual **Truck PAC Golf Tournament** at Langdon Farms in Aurora. A great Oregon summer day only enhanced the mood of the golfers and we were successful in raising over \$12,000 for our PAC! In September we hosted an **Annual Meeting** at the Wilsonville Holiday Inn. Guest speaker Kelly Anderson addressed a packed room, delivering an insightful presentation on the topic of driver recruitment. We wrapped up the year by introducing a new event—the **OTA Holiday Party** at the Pacific NW Truck Museum.

Over 70 members joined in our “Night at the Museum” where everyone enjoyed great food, great fun and the great opportunity to see much of Oregon's history in the trucking industry up close and personal.

And there's more! We welcomed back Oregon's own John Sallak to re-engage in OTA's safety training and outreach. John has grown our class offerings and is committed to providing consulting and education on OTA's behalf over the coming year. He is also developing new products, which will be unveiled at the upcoming **Safety Summit** in Springfield this coming April. We have exciting plans in the safety department at OTA and welcome your input and feedback as these new offerings come online.

We also survived a very difficult legislative session in 2015. Thankfully, we have Bob Russell on our team in Salem as he maneuvered through several attempts at legislation that would have affected you negatively. Some of those efforts, such as Paid Sick Leave, did move forward but we have worked closely with the Bureau of Labor & Industries to better define your responsibilities and to be available as questions arise.

Of course, looking forward there is a lot of work to do in 2016. As I write this column, Oregon's legislative session starts in a week and there are several very difficult issues on the table. Some of these will likely be addressed by the Legislature, while others will move forward to the ballot box this November. Either way, we need to step up our political game and our first priority is to strengthen the **Truck PAC**. To play competitively in the upcoming election cycle, OTA will need at least \$200K. To date, we have raised \$50K. If you haven't already done so, I encourage you to read the previous issue of the *Dispatch* which highlighted the importance of the Truck PAC and outlined what we're up against.

OTA intends to leverage the strength of our membership and create better opportunities for you to interact with your members of the Legislature via mail,

Our event calendar is nearly complete and you can expect some top-notch training and networking opportunities in the coming months.

phone, letter, or in-person visits. Growing our grassroots capability is one of my goals for the upcoming transportation funding discussion in 2017. Stay tuned...!

We are also increasing our educational offerings through our SMC/TMC and class structure. With safety as a primary goal of our industry, OTA needs to take the lead in promoting what our members are doing on the safety front. From technological advancements aimed at improving safety to front-line driver training, our industry is intimately involved in improving safety on our nation's roads and we need to get this message out to the public. It will enhance our public image, which in turn will help on a variety of issues ranging from driver shortages to funding transportation investments!

Additionally we are looking to partner with a number of allied members to bring products and services to you that provide additional value to your membership.

From driver wellness programs to an OTA sponsored 401K program for your company, we have been talking to a number of providers over the past several months. Look for details through the *OTA Weekly Express* or my *Executive Exchange*; several of these new programs will be rolling out over the next few months.

Our event calendar is nearly complete and you should expect some top-notch training and networking opportunities in the coming months. Last week we hosted the **Southern Oregon Mixer** at Seven Feathers with over 100 attendees—a great event enjoyed by all! This year we will return to separate events with the **Spring Safety Conference in Springfield in April** and the **Leadership Convention at Eagle Crest** in September. Members of our new Allied Committee have offered ideas for growing participation in all of our events so I look forward to seeing you there!

And finally, it goes without saying that none of this happens without a great staff at OTA. I have already mentioned the fine work that Bob Russell and John Sallak do on our behalf. I am also grateful for the above-and-beyond help of Christine Logue and Glenda Ekblad. Christine has taken on the newly defined role as Director of Member Benefits to oversee all of OTA's non-dues revenue programs, including events. Glenda as our Director of Accounting oversees our financial activity and is expanding her role in the permitting process. I do have a couple of other positions to fill and will keep you posted as we bring new talent to the team.

It has been an exciting 11 months working on your behalf! I look forward to the coming year and want to thank you for all of your support as we move forward. ☺

Calendar of Events

April 21–22	SMC Safety Conference
May 26–28	National Truck Show
June 3	TMC Maintenance Fair
June 4	TMC SuperTech Competition
June 11	Truck Driving Championships (TDC)
July 19	Jack Stewart Truck PAC Golf Tournament
Sept 23–24	Leadership Convention



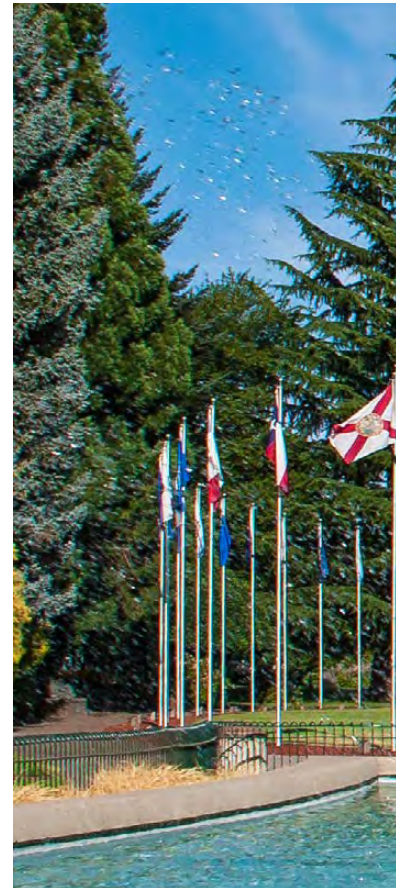
ADVOCATING, EDUCATING, AND PROMOTING THE TRUCKING INDUSTRY.



BOB RUSSELL

OTA Vice President/
Government Affairs

The war of the ballot measures



SENATE PRESIDENT PETER COURTNEY recently gave a speech at the Oregon Business Summit where he compared the current situation regarding citizen filed ballot measures to the Civil War. He eloquently described the upcoming election as a bloodbath that will further divide this state. I think everyone in attendance thought that this was one of his finest speeches and that his observations were unfortunately spot on.

This new reality is a manifestation of two factors. First, annual sessions have encouraged folks to threaten to take their issues to the ballot box in an attempt to leverage the Legislature into giving them what they want during the short session that immediately precedes the next general election. Second, the Legislature has made it increasingly difficult to qualify a citizen filed ballot measure. The result has been that only the well funded such as public employee unions and environmentalists can make use of this tactic.

The battle has clearly been joined in preparation for the short session that began on February 1. Increasing the minimum wage is a clear example of the new dance. The public employee unions have filed three ballot measures that would increase the minimum wage between \$13.50 and \$15 per hour statewide. These measures also would

repeal the preemption of local governments to set their own minimum wage. Then, Governor Brown sat down with the business associations for the purpose of negotiating a solution. After all, nobody wants these ballot measures to move forward. After lengthy discussions, the Governor announces her proposal, which by the way did not have agreement of the business associations.

The Governor proposed a 6-year phase-in which would increase the minimum wage in Portland to \$15.22 per hour and \$13.50 in the rest of the state. A key feature of the Governor's proposal is that it does not lift the local government preemption. The Senate President and the Speaker of the House immediately applauded the Governor for her "reasonable" plan and have indicated that they will schedule a vote soon after session begins.

A very similar situation is taking place on the environmental front. The environmentalists have filed four measures that would phase out the use of coal for electric utilities and increase the amount of power that has to be generated using renewable sources such as wind and solar. The utilities panicked and sat down with the environmentalists to see if they could find a solution that could be ratified during the upcoming short session.



In the meantime, Senator Edwards is developing a comprehensive cap and trade bill. He says that if the utilities come to agreement with the environmentalists than his bill will have to wait until 2017. However, if there is no agreement, Sen. Edwards intends to move his cap and trade bill forward in February. To nobody's surprise, the utilities and environmentalists reached an agreement. The environmentalists agreed to drop their ballot measures and the utilities agreed to aggressively phase out coal and increase their use of renewables. The only issue is that the agreement will significantly increase utility rates for consumers and businesses. This promises to be an exciting discussion and it will be interesting to see if we end up with a ballot measure, cap and trade or the agreement between the utilities and environmentalists. I'm betting on the agreement.

Then, there is the mother of all ballot measures sponsored by the public employee unions that would impose a gross receipts tax on corporations with revenues over of \$25 million per year. The tax rate is \$30,000 plus 2.5% on revenue over \$25 million and would raise about \$2.5 billion in new tax revenues per year. Senator Hass has been working on a bill that would increase taxes on corporations but not to the same extent. So far, none of the proposals

would extend to Chapter S corporations, LLCs or other types of business entities. While, the Governor, Senate President and Speaker have all said that state government needs more money, there is no agreement at this time on a compromise. My guess is that business, still stinging from Measures 66 and 67, will not find an acceptable solution. This one will likely be fought at the ballot box. While early polls show that this measure can be defeated, it is estimated to cost upwards of \$15 million.

When Senate President Courtney proposed annual sessions, he said the purpose of the short session was to rebalance the budget and fix any errors that occurred during the long session. In reality, it has turned out to be something entirely different. It is an opportunity for groups that are aligned with the current Democrat majority—like the public employee unions and environmentalists—to coerce a willing majority of the Legislature to give them what they want with very little public scrutiny. With the short session limit of 35 days, there is simply not enough time to properly vet these huge changes in public policy. Regrettably, to the detriment of all Oregonians, that appears to be the current strategy. 🕒

Andy Owens

Operations Manager, A & M Transport

In 1972, Andy's father—Andy Owens, Sr.—started what would become A & M Transport, with his first truck. A & M Transport officially came into being on March 3, 1989, founded by Andy and Marian Owens. Located in Glendale, Oregon, the company is owned and managed by the Owens family and now proudly employs three generations of family members. Operations Manager Andy Owens started his career in trucking by working in the shop, alongside his dad. A & M Transport now boasts a full maintenance shop with 19 employees, a paint booth and a team of other employees to keep their 160 trucks maintained and in peak condition.

The Owens family is the driving force behind A & M Transport. Andy, Sr., is CEO and his wife Marian is secretary/treasurer. Together they have served on the ATA hours-of-service committee (Andy, Sr.) and the Oregon Traffic Safety Council (Marian). Son Andy is Chief Operations Officer and his wife Kathy oversees the accounts receivables department for the company. Two of Andy and Kathy's children are actively involved at

continues on next page





OTA would like to thank Andy Owens and his entire family for their ongoing contributions and support to Oregon's trucking industry.



FIRST STRIKE ENVIRONMENTAL

ONE COMPANY ~ MANY SERVICES ~ SINCE 1987 ~ www.FSEco.com

- All Risk NIMS/ICS Management Teams
- Underground Storage Tanks/HOT Tanks
- ESA/ASTM Phase I, II Assessments & III Remediation & Site Closure
- Asbestos & Lead Sampling
- 25+ Years Company Experience in our Industry
- 24-Hour Spill Response
- Incident Response & Emergency Response
- Geoprobe® Services
- Hazardous Waste Management & Site Cleanup
- On-going Communications with Our Client & Regulatory Agencies

800-447-3558

When **ACTION** counts, count on **FIRST STRIKE!**

Andy Owens,

A & M Transport—Kristina heads up human resources and Ryan oversees flatbed dispatch operations.

Suzan, the youngest daughter of Andy Sr., and Marian, is CFO. Suzan's husband Jim, and their son Patrick work in Dry Van Dispatch Operations.

Kathleen is the oldest child of Andy Sr., and Marian, and she wears many hats in the safety department.

Under Andy's guidance, A & M Transport operates throughout Oregon, Washington, California, Nevada, and Arizona, with most of the activity occurring along the I-5 corridor. The principle types of freight transported by the company include consumer products, retail store merchandise, food products, paper products, beverages (alcoholic and non-alcoholic), industrial products, steel products, lumber, and other building materials.

Andy stated the company would grow even more if they could find qualified drivers to put behind the wheel. Even with a low turnover rate of just 35% (as compared to a national level that often reaches 100%), the driver shortage makes it a challenge. Andy contributes their low turnover to being a local carrier that is dedicated to finding a solid work-life balance for all employees

800-439-9073 **White Mountain Chain** 208-267-6215

Bonnars Ferry, Idaho • www.whitemountainchain.com



Super 2000
7mm-9/32"

Nickel & oversized square studs increase grip, lightness & strength. Steel made w/Chrome, Nickel & Manganese alloyed with Boron then hardened in high tech furnaces makes it possible to produce a "super tough" light weight" chain. Good news for drivers weary of struggling with heavy chains!

9mm - 11/32"
7mm - 9/32"



Scan Trac
5mm - 3/16"

Highway traction & front wheel steering application.

- * Scan Trac is the lightest chain of its kind on the market. It's made exclusively of the best alloys.
- * Wear bars maintain excellent grip and increase durability.
- * Cam tighteners in side rails ensure quick installation and snug fit.
- * Vehicle crossers enhance smooth ride and improved stability around curves.
- * Scan Trac is cost effective choice for highway truckers.
- * Use 6mm hooks 479008 with replacement sections.



Hybrid
8mm-5/16"

Truck chains with HUGE SQUARE Studs! Super 2000 6mm side chain and 8mm hooks provide strength without weight. The next generation, aggressive in appearance and performance.

10mm - 3/8"
8mm - 5/16"



Super 2000 Grizzly
7mm-9/32"

Grizzly, the "Sledgehammer" in the light & strong "S2000 family! Same dimensions and high quality materials - plus crosschains on every second side chain link!



Super Duty
9.5mm-3/8"

SUPER DUTY. The ultimate in traction & durability.
* cross chain hooks & side chains made of hardened Grade 80 steel.
* cross chains are case hardened and through hardened creating a level of strength and toughness that is unmatched.
* hardened boomers vouch for a chain of superior quality.



Square Ice
7mm - 9/32", 8mm - 5/16"

Square Ice cross chains are made with Nickel Manganese and Boron to provide excellent resistance to wear. The square wire links bite into ice and hard pack on highways and secondary roads. A reliable and cost effective choice for highway truckers and delivery vehicles, or anyone driving where chains may be required.



cont.

and offering competitive salaries and benefits.

“With three generations of my own family working in the company, we look at all of our employees as part of the A & M family,” Andy shared, “We want to foster a family-friendly workplace and we make every attempt to ensure our drivers can get home on weekends.”

Even with challenges like the driver shortage, Andy finds working in the trucking industry very rewarding and it provides the opportunity to work with a number of great people. His advice for anyone starting in the industry is to really think about the realities of trucking: operating 24/7, 365 days a year; low profit margins, and the number of rules and regulations

that dictate how a trucking company operates.

Being quite familiar with all of those rules and regulations, Andy understands the importance of advocating on behalf of the trucking industry and currently serves as OTA’s Vice President on the American Trucking Associations Board of Directors. Andy is committed to supporting the industry and being actively involved in shaping trucking’s future. He believes in combining resources and connecting with other industry professionals to serve the industry as a whole. He is also the mastermind behind OTA’s annual Southern Oregon Mixer, which is held in January at the Seven Feathers Casino Resort. 



A&M Transport is proud to be a family-owned and family-run company. Three generations are pictured above.

Your work trailer specialists

TRAILER SALES^{LLC}

www.trailersalesllc.com

Office: 360-353-5062

Cell: 503-881-6365

NOW STOCKING!

CLEMENT

TRINITY



We sell new, used and have rentals available!



PACIFIC TRUCK CENTERS

Division of Valley Freightliner, Inc.



- Large Inventory of New & Used Trucks
- Full Service Body Shop
- DOT Inspections & Dyno Testing
- Parts, Service, & Mobile Fleet
- Service Utility Vehicles
- Logging & Long-Haul Trucks
- Sleepers & Day Cabs



Check out our truck inventory on www.pac-truck.com

Eugene
90975 Roberts Road
Coburg, OR 97408
541-225-2020

Medford
2343 Biddle road
Medford, OR 97504
541-779-5622

Redmond
1203 SW Lake road
Redmond, OR 97756
541-548-7497

Ridgefield
600 S 56th Place
Ridgefield, WA 98642
360-887-7500

A Path in the Right Direction

When it comes to financial success, the direction you take is a vital part of the process. At Kernutt Stokes, our transportation team understands that every situation is different. That's why we take time to provide our clients with a customized plan of action focused on what's important to you. We offer personalized attention and a commitment to help you every step of the way.

Our services:

- Multi-state nexus
- Capital leases
- Debt capitalization
- Retirement plans
- Asset utilization
- Liability exposure
- Fuel price volatility
- Rolling stock lease back

KERNUTTSTOKES

Certified Public Accountants & Consultants

1600 Executive Parkway, Suite 110, Eugene, Oregon 97401

541.687.1170 | kernuttstokes.com

ATA Chair Pat Thomas visits with OTA members, others at Southern Oregon Mixer



In January, attendees at the Southern Oregon OTA Mixer at Seven Feathers Casino Resort in Canyonville had the opportunity to meet and hear from keynote presenter ATA Chair Pat Thomas. With a new federal transportation package in place and a number of rules and regulations in the FMCSA pipeline, ATA will once again be busy working on behalf of the nation's trucking industry.

Pat Thomas has plenty of experience working with lawmakers and other key stakeholders. As Senior Vice President of State Government Affairs for UPS, Pat oversees all state legislative, regulatory and political activities for the U.S. In this role, Pat directs a team of state and local public affairs managers across the country. He also oversees the UPS Congressional Awareness Program,

a comprehensive grassroots program designed to strengthen UPS's relationships with members of Congress in their home district.

Pat began his career with UPS in 1985 as a seasonal delivery driver. Since then, he held senior positions in operations and human resources before joining the public affairs group in 1998, where he first managed public affairs issues in the western region. In 2002, Pat was selected to join the public affairs group in Washington, D.C., where he assumed responsibility for developing and managing UPS's state-level policy strategy. He also assumed a special assignment, leading UPS's international group where he oversaw a team of international policy managers and advocacy for issues such as trade facilitation, customs and international aviation.

Before joining UPS, Pat worked as a commercial pilot for various private corporations flying both people and cargo to airports throughout the U.S. He is also a certified flight instructor and has trained pilots. He earned a B.S. in Aviation Management from Southern Illinois University.

Pat is married to Kathy and they have three children. ☺

We're not just in the insurance business.

We're in your business.



propel
INSURANCE

1-800-499-0933

www.propelinsurance.com

Transportation
Senior Living
Real Estate
Construction
Education
Banking
Recreation
Manufacturing
Employee Benefits

Residential Real Estate – Oregon & Washington

Exceeding Your Expectations!

Our family-owned business strives to provide you with what we call the three A's: **AVAILABILITY, ABILITY, and AUTHENTICITY.**



SIGURD & JOSHUA
Real Estate Group

We believe in transparency and timely communications.
We look forward to working with you!

Sigurd: **503-953-0054**

Joshua: **503-747-8515**

info@SJregroup.com



SEARCH LISTINGS OR LEARN MORE:

www.SJregroup.com

3rd Annual Southern Oregon OTA Mixer

On January 21, over 100 people gathered at the Seven Feathers Casino Resort in Canyonville for the third annual Southern Oregon OTA Mixer. This event brought together OTA members with non-members and other industry supporters to discuss the future of trucking in 2016 and beyond.

ATA Chair Pat Thomas was on hand to give a keynote presentation on what ATA accomplished in 2015 and what they will be focusing on in the near future. OTA President Jana Jarvis and VP of Government Affairs, Bob Russell, shared details on what's in store for the 2016 legislative session and some of the topics facing Oregon trucking companies and businesses in general, as well as new OTA happenings. A brief overview of OTA's new group retirement plan was also given.

Attendees first had the opportunity to mix and mingle with colleagues and enjoy a cocktail before dinner was served and presentations were made. In support of the Oregon Truck PAC fund, a round of Truck PAC poker was played. Christie Wuerst with Terrain Tamers had the winning hand.

A silent and live auction also took place, with a number of fabulous items to bid on. OTA thanks everyone who donated items for the auctions, especially EROAD for donating a top of the line tablet and People's Capital for providing the jet boat excursion that Ron Bowers took home as the highest bidder during the live auction. All proceeds go directly to the Truck PAC, ensuring that OTA can continue to fight for the trucking industry and influence lawmakers and other decision makers.

OTA would like to thank everyone who helped pull this event together, especially Andy Owens, Jr. with A & M Transport who conceived and helped coordinate the event. Table sponsors for the night were A&M Transport; Ireland Trucking, Combined Transportation and Roseburg Forest Products. ☺





SPECIAL THANKS
to our key sponsors
for this year's event:



Oregon's new Sick Leave Law

By **KEVIN ANDERSON** and **JOHN ANDERSON**

Attorneys, Anderson & Yamada, P.C.

On January 1, 2016, Oregon became the fourth state to require employers provide paid sick leave to employees. Oregon's new sick leave law applies to all Oregon-based employers and to all employees wherever they are based if they have an employee or employees who work in Oregon. The following is intended to give you basic awareness of the new law and its main requirements.

The new law permits use of sick time to care for and/or help seek diagnosis and treatment (including preventive) of a family member with a mental or physical illness, injury, or health condition. In addition, sick leave may be used to deal with the death of a family member. The statute lists spouses, children, parents, grandparents, and grandchildren as covered family members. The regulations provide a definition of spouse, and expand the definitions of child and parent. As a result, the statute and regulations define "family member" broadly as an employee's spouse, same-gender domestic partner, custodial parent, non-custodial parent, adoptive parent, foster parent, biological parent, step-parent, parent-in-law, a parent of an employee's same-gender domestic partner, an employee's grandparent or grandchild, or a person with whom the employee is or was in a relationship of in loco parentis. "Family member" also includes the biological, adopted, foster child or stepchild of an employee or the child of an employee's same-gender domestic partner. An employee's child in any of these categories may be either a minor or an adult at the time qualifying leave pursuant to these rules is taken.

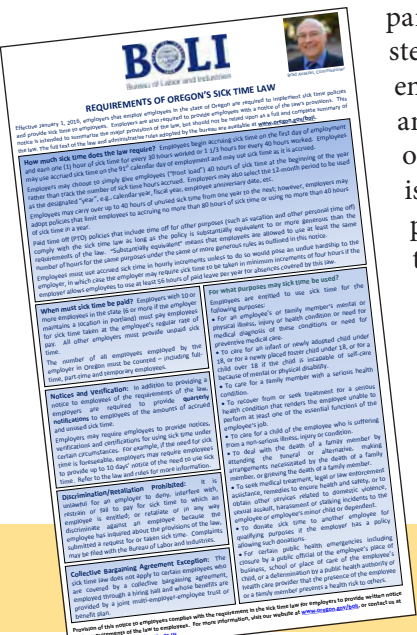


Generally stated, employers must provide a minimum of 40 hours (5 days) of sick leave per year to each employee. The employee accrues sick leave at the rate of one (1) hour for every 30 hours worked or 1-1/3 hours for every 40 hours worked. Employers can either grant sick leave on an accrual basis or by "front-loading" sick time by giving the employee a certain number of hours of sick time as soon as the employee becomes eligible to use sick leave and on the first day of the immediately subsequent year without regard to an accrual rate.

Employers with 10 or more employees working anywhere in Oregon must provide paid leave time. Employers located in Portland must provide paid sick time if they have six (6) or more employees working anywhere in Oregon. An employer is "located" in Portland if it maintains any office, store, restaurant or establishment in Portland. Non-Portland employers with fewer than 10 employees, and Portland employers with fewer than six employees must provide unpaid sick time.

For employees that are entitled to paid sick leave, the law requires them to be paid at their "regular rate of pay." However, employees need not be paid for lost commissions, shift

Download a Sick Leave Law poster from Oregon BOLI:
www.oregon.gov/boli/WHDO/OST/Documents/Sick-Time-Poster.pdf



Be sure your business is not caught unaware of your obligations under Oregon's Sick Leave Law.

differentials, or overtime. For drivers that are not paid on an hourly or salary basis, but rather are paid by the mile, employers may pay them a previously established regular rate of pay, but that rate of pay must be equal to at least the minimum wage.

Nothing in Oregon's Sick Leave Law requires an employer to compensate an employee for accrued unused sick time upon the employee's termination, resignation, retirement or other separation from employment.

Each employer must provide written notice to each employee explaining Oregon's Sick Leave Law. BOLI has prepared the required written notice to be provided to employees, which can be found at: www.oregon.gov/boli/WHD/OST/Documents/Sick-Time-Poster.pdf

Each employer must also have a written sick leave policy. The policy must adhere to the Oregon Sick Leave Law and, in this regard, the employer has the following options that must be decided upon:

1. Whether to use the accrual method or "front-load" method for granting sick time.
2. Employees can carry over up to 40 hours of sick time from one year to the next; however, employer may limit carryover hours to 80 or limit an employee from using no more than 40 hours of sick time in a year.
3. Deciding how to mesh the employer's other paid time off policies (i.e. vacation and other personal time off) with the Sick Leave Law. Meshing these policies must result in a policy that is at least substantially equivalent to the Sick Leave Law requirements.

4. Whether an employee is authorized to use accrued sick time prior to the 91st calendar day of employment.
5. Whether the employer will allow the employee to make-up used sick time by working additional hours or shifts; however, the employer may not require this.

The foregoing is a summary of the major provisions and requirements Oregon's Sick Leave Law. There are other sections of the statute and the regulations that deal with other specific issues such as determining hours worked, calculating the regular rate of pay, calculating the number of employees, dealing with jointly employed employees, details on how to provide front-loaded sick

time, determining hours worked when recording hours worked is not required, dealing with employees with both unpaid and paid sick time, application of the law to new businesses, calculating sick time for shifts of indeterminate length or on-call shifts, verification procedures, and determining whether an employee subject to a collective bargaining agreement is exempt.

Many businesses will be caught unaware of their obligations under Oregon's Sick Leave Law.

Please take some time to evaluate how the new law will apply to your company and protect your business by implementing policies and procedures to ensure compliance with the law. ☉

"Your OTA Preferred Insurance Partner"



WHA

INSURANCE

Risk Management & Insurance Services

- Insurance programs tailored for all your transportation needs
- Safety and compliance assistance



Our office is located in Eugene
(541) 342-4441 • (800) 852-6140
Local Agent since 1950



www.WHAinsurance.com
info@whainsurance.com

Thank you to everyone who joined us for this gathering!



Be sure to mark your calendars for the:

**American Truck
Historical Society
National Convention
and Truck Show**

**May 26–28, 2016
Oregon State Fair &
Expo Center, Salem**



OTA would like to thank the evening's sponsor, **Papé Kenworth**, for their generous support.



PAPÉ KENWORTH



Driver Wellness

Recruitment through Retention

By Dan Petrillo and Adam Harris

Our industry's driver shortage is not news or a secret. Every carrier is experiencing the impact. ATA's most recent analysis is projecting a national shortage of 73,500 drivers for 2016. If the trend continues as it has been, this number could more than double by 2024 to over 174,000. The causes of this shortage are many, including an aging driver demographic, a primarily male workforce, lack of desire to adopt the over the road lifestyle, regulations, etc. This shortage is feeding our average industry turnover rate of over 90%.

Additionally, it's not news that being a professional driver comes with serious health risks. But the latest figures outlining how severe the problem is are staggering. Think about this: according to the Centers for Disease Control's 2014 published study on the health of long-haul drivers, the average life expectancy for a long-haul driver is 61. The average life expectancy for a non-driver 77. Add this sobering statistic to the long list of reasons we have a driver shortage. We know through the same CDC study that a driver's shortened life-span is due primarily to long-term, chronic health problems. This includes: 69% rate of obesity (vs. 35% in the general population), 87% rate of hypertension (vs. 21%), 14.4% rate of diabetes (vs. 6.8%), 54% rate of smokers (vs. 21%), 28% of sleep apnea (vs. 6%) , and a 8% exercise rate (vs. 49%).

It goes without saying that the sedentary nature of the job, and difficulty finding healthy food and getting adequate exercise while on the road are major underlying causes of these health rates. Outside of the driver retention issue, the poor health of our drivers are driving increased costs in health insurance, workers compensation costs, medical

card revocations, overall company morale and driver happiness.

We know there are significant challenges to implementing meaningful wellness initiatives that truly drive behavior and lifestyle changes resulting in improved health for your drivers. But when we think about this issue relative to driver retention (the average cost to recruit, hire and train a new driver is \$5,000) the ROI pencils out quickly. The most progressive carriers are dedicating Safety and Recruiting dollars to health and wellness initiatives as they realize the health of their drivers is tied directly to risk management and attracting and retaining the best drivers. J.B. Hunt has said that via their overall health and wellness programing reduced preventable claims cost by \$550 per participant and resulted in a positive ROI in the first 12 months of the program. So what types of programs will actually work for your company?

The most fundamental element to any successful wellness program is implementation. There are three different types of wellness programs—and the least commonly offered type, a results-oriented program, has been proven most effective.

Here are the three types of wellness programs and characteristics for each:

1. Awareness-oriented

- Provides information and resources to help employees learn about healthy lifestyle choices
- Emphasizes education and awareness, not actual activity or behavior
- Tends to be most appealing to already health-conscious individuals, so generally ineffective for reducing health care costs

2. Activity-oriented

- Combines awareness with participation in healthy activities
- Examples: walking programs, with-loss challenges, discounted/free gym memberships

- Generally, offers some type of participation incentive
- Usually leads to some health care savings, but could take three or more years to break even or realize a positive return on investment

3. Results-oriented

- Focuses on measurable outcomes and behavior changes achieved through the program
- Also includes components of awareness and activity-based programs
- If paired with strong incentives, this type has the ability to produce significant return on investment through lower health care costs, decreased absenteeism and fewer workers' compensation incidents

Once you've decided on your priorities for your workplace wellness plan, the next step is developing a specific action plan, to implement the program you've selected.

The action plan should include:

- The overall goals and objectives of your wellness program
- Specific recommendations on strategies to implement (these need to be clearly stated and measurable)
- The chosen activities
- The staff, resources and materials needed to make it happen
- The time frame for completion
- The evaluation plan to measure results

Wellness affects your company's bottom line in many ways—we are highlighting the retention of drivers here, but it can also lower health care costs, lower workers comp costs, increase productivity, decrease absenteeism and raise employee morale. Because your drivers spend many of their waking hours at work, the workplace is an ideal setting to address health and wellness issues. Making the choice to do something is the first step in building a culture of health. We know the statistics and how it is impacting our industry. As you begin to proactively implement a program, engage as many resources as you can: your insurance broker, healthcare insurer and peers. This is one step to help keep our drivers living a longer, more productive life. ☺

Authors Dan Petrillo and Adam Harris are commercial insurance agents and run the trucking program at LaPorte Insurance. They can be contacted at 503-239-4116.



Martha J. Payne, Transportation Attorney

Ms. Payne has extensive experience in drafting and negotiating domestic and international transportation, logistics, and supply chain management contracts. She also advises transportation providers and users of all sizes regarding cargo liability, risk management, and collection issues.

PHONE: (541) 764-2859

FAX: (216) 363-4588

mpayne@beneschlaw.com



Benesch
Attorneys at Law

www.beneschlaw.com

Nominate your top safety professionals and fleets now

Awards to be handed out at the 2016 Spring Safety Conference in April

by SMC President Myke Lake, McCracken Motor Freight

The Safety Management Council will once again put the spotlight on the top safety performers in Oregon at the upcoming Spring Safety Conference. In addition to presentations on timely topics from key knowledge experts, the Spring Safety Conference also provides the opportunity for safety personnel from around the state to gather, exchange ideas, and discuss the future of our industry.

Amidst all of this, SMC will recognize the top safety professionals of the year and present outstanding organizations with a fleet safety award. Now is the time to submit your nominations for both of these awards!

The **Safety Professional of the Year** awards will be presented to the motor carrier safety professional whose qualifications, achievements and ability to manage and direct safety programs are deemed most outstanding. Safety Professionals will be awarded for two categories based on number of power units (100 and under, and 101 and over). The awards are sponsored by **Great West Casualty Company**, and administered by the Oregon Trucking Associations.

The **Fleet Safety Awards** honor the safest fleets in Oregon in five categories:

- Common Carrier—truckload
- Common Carrier—less than truckload
- Private Carrier
- Bulk/Tank
- Cartage/Mover/Warehouseman

A Grand Champion will also be selected from winners in the individual categories and is the highest safety honor presented by OTA. Judging is conducted by an independent panel and follows established criteria with a focus on the company's overall safety regime, over the road record, community and OTA involvement, as well as their contribution and overall dedication to the success of the trucking industry.

You can find the nomination forms online at www.ortrucking.org. Completed forms must be submitted by March 31, 2016. If you have any questions, please contact Christine Logue at christine@ortrucking.org or 503-513-0005.

Look for more details on the 2016 Spring Safety Conference online and in the OTA Weekly Express newsletter! ☺

Save the Date!

JUNE 11 2016 OTA Truck Driving Championships



Congratulations to our 2015 TDC winners

Drivers who are ready to show off their considerable skills and compete against some of the best drivers in Oregon (and the country) are invited to join OTA and the Safety Management Council at the 2016 Oregon Truck Driving Championships at the FedEx facility on Swan Island in Portland on Saturday, June 11. Friends, family and fans are invited to watch the competition!

Look for more details and sponsorship opportunities soon!

THURSDAY, APRIL 21 &
FRIDAY, APRIL 22

HOLIDAY INN - EUGENE/
SPRINGFIELD

919 Kruse Way
Springfield, OR 97477
www.ihg.com
1 888 465 4329



www.ortrucking.org/events

COST TO ATTEND:

- **\$299/OTA MEMBER**
- **\$229/ADD'L ATTENDEE**
(MUST BE FROM SAME COMPANY)
- **\$399/NON-MEMBER**



RESERVE YOUR ROOM NOW!
CALL 1 888 465 4329 AND
MENTION OTA FOR SPECIAL
ROOM RATES.

Sponsorship opportunities are available. Review the choices online or contact Christine at 503/513-0005 or christine@ortrucking.org for more details.



2016 SPRING SAFETY CONFERENCE

Presented by OTA & the Safety Management Council

APRIL 21 & 22 - HOLIDAY INN/SPRINGFIELD

What's in store for the 2016 Spring Safety Conference??

Electronic Logging Devices. Proposed Safety Fitness Rule. Substance Abuse Professionals & Marijuana. Safety Return on Investment. Accident reconstruction. Updates from FMCSA. Much, much more...

Speakers include: Steve Bryan, Vigillo ♦ Brian Williams, Hitt,-Hiller-Monfils-Williams ♦ Terry Leavitt, Leavitt's Freight ♦ David Rios, FMCSA John Sallak, OTA ♦ Oregon State Police ♦ ODOT & Others



TMC continues growth spurt

By TMC President Mike Vallery, Oak Harbor Freight

Over the past few years, the Technology & Maintenance Council here in Oregon has continued to grow and thrive. We've increased the number of classes we offer and expanded into additional areas of the state to reach even more technicians. Workshops are held regularly in Portland, Medford, Eugene, Redmond, Hood River and Pendleton. And, in 2015, these workshops had over 690 attendees. We will continue to grow these numbers in 2016 by offering workshops on timely topics that will keep technicians up to date on all the latest maintenance developments.

The purpose of the TMC is to improve transport equipment, its maintenance and maintenance management. With the trucking industry now facing a shortage of qualified technicians, we are also dedicated to further outreach to and education

of the next generation of truck technicians. The 2015 SuperTech Skills Competition included college students and we are currently working on developing a scholarship program.

A great vehicle for TMC and vendors to get some face time with present and future technicians is the annual TMC Maintenance & Education Fair, held in tandem with SuperTech. This year's event will take place on June 3rd & 4th. While always well attended, we are hoping to get even more attendees by partnering with the national TMC to help promote the event.

I encourage you to check out what OTA and TMC are doing in your part of the state. There are a lot of ways to get involved and be part of the activities that will help shape the industry. ☺



Freres
LUMBER CO., INC.

Operating as a family business since 1922
Lyons OR 97358 • cgriffith@frereslumber.com • www.frereslumber.com



WIDE LOAD?

Annual Over-Dimensional (Size & Weight) Permits for Oregon

Including State, Counties and City of Portland

- Extended Weight
- Over Size
- Over Weight
- Long Logs Poles & Pilings
- Non-Divisible Length
- Unladen Heavy Haul
- Over Width
- Over Height

CONTACT

permits@ortrucking.org
 503-513-0005
 888-293-0005
 Fax 503-513-9541



Call: (503) 238-1329
 Fax: (503) 238-1240
 www.commerciallease.biz

Commercial Trailer Leasing & Rentals

We provide 48 & 53 foot dry van trailers for local road and storage use.

- Stable, reliable and locally-owned for over 50 years
- Conveniently located close to I-5 & I-84
- Trailer delivery and pick-up available



Payroll / Employee Benefits

Strengthen and stabilize your business with our accounting support.

- We handle your time-consuming payroll/benefits functions
- Services include Payroll, Health/Dental, Disability/Life, 401(k), Workers Compensation
- Quarter-end and annual tax work is included



Brattain
INTERNATIONAL TRUCKS



Five Locations To Better Serve You!

Portland
Salem
Albany

Bend
Eugene

800-275-9200
 www.brattain.com



IDEALEASE
Truck Leasing & Rental

TRAILMAX



Truck Sales · Parts · Service · Body Shop · Lease & Rental · Finance



Bill Graves
ATA President & CEO



IT IS HARD TO BELIEVE another year is behind us and 2016 will be here in a few days. We've had a very busy and successful year and I want to thank each and every one of you for all you do for the American Trucking Associations and the trucking industry. Without your involvement, experience and support, ATA would not be the strong organization it is today.

We started 2015 with a list of legislative and regulatory priorities and began advocating on your behalf. Never before has ATA pursued as broad and significant a policy agenda as we did this year. Over 30 state trucking associations participated in the ATA Call on Washington program and ATA's political action committee TruckPAC raised over \$1 million dollars. Trucking's voice was heard and we had one of the most productive years in ATA history.

On the legislative front, President Obama signed into law a five-year highway funding bill that included reforms to the CSA program, allowance for hair testing for drug screening, the creation of a new, \$11 billion highway freight bottlenecks program, language to inhibit the expansion of tolling on existing interstate highways and a pilot program for younger Veterans. As a result of the new law, FMCSA has already removed CSA data from public display while necessary and appropriate changes are being made.

In addition, the President signed funding legislation that continues the suspension of the onerous Hours-of-Service restart provisions, as well as a tax extender package that makes permanent an accelerated write-off by smaller businesses of equipment newly placed into service, and extends the bonus depreciation, for three years at the 50% level, and then for two more, at 40% and 30%, respectively. Both provisions were extended retroactively, back to the beginning of 2015. The 50-cent a gallon fuel excise tax credit for propane used in forklifts has been extended retroactively for two years—that is, for calendar 2015 and 2016—as has the tax credit for biodiesel blenders.

On the regulatory front, after more than a year of ATA advocacy, FMCSA cut the random testing for drugs in half to 25% annually, issued a final Electronic Logging Device rule with a two-year implementation plan, and issued a final driver coercion rule. With ATA's strong support, NHTSA issued a final electronic stability control

rule and EPA and NHTSA issued a proposed rule on Phase 2 Truck Fuel Efficiency standards, to which ATA filed extensive comments.

ATA was integral and supportive in all of those pro-trucking and pro-safety actions. Our success however was a team effort with our state trucking association and federation partners, and you, our membership.

In January we selected 19 new America's Road Team Captains that joined the other veteran Captains to educate the motoring public, our policy makers and the media on our vital and safe industry. Our Share the Road program reached millions of motorists this year and continues to grow. In October we graduated our second LEAD ATA class and inducted a new class of our future leaders.

We learned that the industry's efforts to improve safety on our highways is working and we are safer than we have ever been. The fatality rate involving large truck crashes has plummeted 39.2% over the past decade. As we all know there is still work to be done, and one accident or fatality is one too many, but because of our efforts, our highways are safer, even as our trucks deliver more goods all across our nation.

During the year we recognized many of our members and partners, from National Truck Driving Champions to TMC SuperTech winners to James Hylan Grise of Walmart as our National Driver of the Year. We recognized a number of fleets, safety professionals and the Colorado Motor Carriers Association during the recent ATA Safety, Security and Human Resources Conference, and during our annual MCE meeting we recognized our Mike Russell Trucking Industry Image Award winners, our state trucking association members for their years of service, John Esparza from Texas with our TAEC Leadership Award and our advocacy award winners.

ATRI continued to deliver excellent data and analysis on the industry's most important issues. Among the ATRI research making headlines this year: a study that quantified the impact of non-preventable crashes on CSA scores; another that documented the operational and safety impacts resulting from the 34-hour restart provisions; and, the release of ATRI's annual list of top freight bottlenecks. ATRI also examined

critical truck parking issues, assessed the potential for driver-assistive truck platooning, and updated its annual Operational Costs of Trucking research, one of the top-requested ATRI studies. At MCE, ATRI released its annual Top Industry Issues Survey results, with HOS and CSA topping the list of industry concerns, followed closely by the Driver Shortage and Driver Retention.

Transport Topics' successful LiveOnWeb program covered issues such as the driver shortage, ELDs, driver training, logistics, women's issues and the young generation. They had a record year in their digital presence and their reporting continues to be recognized by industry leaders.

We have seen an increase in ATA membership and our Featured Product Program. The industry-wide image movement, Trucking Moves America Forward, launched an ad campaign on Capitol Hill this spring, a consumer ad

campaign during National Truck Driver Appreciation Week, and a full trailer wrap decal program so that the industry can be showcased via moving billboards across the U.S. TMAF is making great strides in changing the perception of our industry.

Our voluntary industry leadership has been hard at work this year, traveling the country and discussing ATA's agenda and successes with state trucking associations, industry groups,

shippers and customers. They have appeared in print, radio and television and represented the industry very well.

We've had an exciting and successful year. This year could not have been possible without your continued support and your involvement. We hope you see the benefits of ATA's work this year.

On behalf of the ATA staff we wish you a happy and prosperous new year! ☺

JLE TRUCKWASH, INC.
Providing Solutions

KEEPING YOUR TRUCKS CLEAN AND THE ENVIRONMENT GREEN

FOUR DIVISIONS TO SERVE YOU
FIXED SITE WASHING - MOBILE WASHING
DETAIL SHOP - SANDBLASTING

JLE@JLETRUCKWASH.COM
OFFICE (503) 448-1182

WWW.JLETRUCKWASH.COM

Medium Duty Truck Specialists for 30 Years!

Truck Sales ♦ Service ♦ Parts ♦ Bodies ♦ Truck Equipment ♦ Rentals



FMI
Truck Sales & Service
PARTS • RENTALS • EQUIPMENT

800-927-8750
www.fmitrucks.com

NE PORTLAND 503-286-2800
CLACKAMAS 503-656-6511
EUGENE 541-393-6506



Trucking

The Heart of Transportation History

By 1914, there were close to 100,000 trucks on American roadways (many of them unpaved), largely replacing horse-powered delivery methods to get goods to their final destination. Top speed: 15 mph. Once paved roads became the norm and a highway infrastructure system was built in the 1950s and 1960s, trucking truly became a driving force behind economic progress.

Each year, the American Truck Historical Society (ATHS) holds their national truck show to celebrate the evolution of trucking. The show will be held May 26–28 at the Oregon State Fair & Expo Center in Salem. OTA will be hosting the ice cream social during the event to support the Pacific NW Truck Museum, the largest museum of its kind in the west.

OTA has a longstanding commitment to the trucking industry in Oregon, as evidenced by the brief history below of its founding Chief Executive Officer. [📍](#)

Robert R. Knipe

OTA Chief Executive Officer, 1951 to 1985

Mr. Knipe was born August 8, 1915, in Seattle and lived most of his life in Oregon. A World War II veteran of the US Navy, he went to work for the Public Utilities Commission in Salem after his discharge.

In 1951, he moved to the Portland area to become the managing director of the Oregon Motor Transport Associations. In 1953, the associations name was changed to Oregon Trucking Associations, and in 1954, the OTA was recognized by American Trucking Associations as an Affiliate Member.

In 1963, Gov. Mark O. Hatfield stated “Bob gave as much to the state as any other man I have ever known. At Salem, he was just like he was playing baseball—he was in the game until the last out and he believed in fair play all the way.”

TRUCKING HISTORY

Mr. Knipe was a prominent lobbyist for the trucking industry on the national and state levels. He served on numerous boards and councils related to the trucking industry, including the Portland Chamber of Commerce, Oregon Food Share, and on the Agri-Business Council.

He was the president of this organization until his retirement in 1985. After his retirement he continued as a consultant, and was an administrative assistant to Oregon Sen. Mike Thorne during the 1987 and 1989 legislative sessions.

Mr. Knipe passed away from lung cancer in 1991, at the age of 75. We honor and celebrate Mr. Knipe, and his accomplishments in the trucking industry.

Redfining Efficiency



For exceptional Sales, Service & Support, with locations in Washington, Oregon, Alaska and Montana, contact a Cummins NW location near you ...

Anchorage, AK
(907) 279-7594
Medford, OR
(541) 830-4400

Coburg, OR
(541) 687-0000
Missoula, MT
(406) 728-1300

Fairbanks, AK
(907) 456-1375
Pendleton, OR
(541) 276-2561

Olympia, WA
(360) 748-8841
Portland, OR
(503) 289-0900

Seattle, WA
(425) 235-3400

Spokane, WA
(509) 455-4411

Yakima, WA
(509) 248-9033



Northwest

cumminsnorthwest.com



MOUNT TRAILER COMPANY

6364 NE 63rd Ave. Portland, OR 97218-2796 (800) 777-0743 or (503) 282-7207 Fax: (503) 288-4057

PARTS • SALES • SERVICE
www.MountTrailer.com



- Dry Vans
- Reefers
- Flatbeds
- Hydraulic Ramp
- End Dumps
- Van Bodies
- Machinery Trailers
- Equipment Trailers
- Rolling Tarp Systems



Oregon Trucking Associations, Inc.
4005 SE Naef Rd
Portland, OR 97267

PRSR STD
U.S. POSTAGE
PAID
SALEM OR
PERMIT NO. 526



The Difference is Service®



We Care 24/7

Great West's Collision and Repair Express

The Great West C.A.R.E.SM program. You might wonder why we picked that name. Simple. Care is what we do, and care is what you get with Great West Casualty Company.

Let's say you experience a breakdown or a collision in an unfamiliar area. How do you pick a local repair shop you can trust to do the job quickly, and do it right?

That's where we can help. We have approved lists of quality repair shops and have local adjusters wherever you need assistance. We'll help you choose the right shop so you can be back on the road in no time. Plus, any time, day or night, you can talk to a real, live person who'll give you the answers you need.

GREAT WEST CASUALTY COMPANY – Because no matter where you are, we're with you every step of the way.

800-228-8053
gwccnet.com

Not available in all states. All policy terms, conditions, definitions, and exclusions apply to this coverage. Please see your agent for exact provisions.



OLD REPUBLIC INSURANCE GROUP