

KENTUCKY TRUCKER

KYTRUCKING.NET | VOL. 57, No. 1

GETTING TO KNOW LINK-BELT CRANES' PAUL CAMPBELL

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GETTING TO KNOW PERMIT AMERICA

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KENTUCKY TRUCKING ASSOCIATION

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“To promote the trucking industry by educating government entities, the general public, customers and related industry groups through advocacy, career development, and the support of value-added programs that enhance industry safety and productivity.”

Kentucky Trucking Association

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Chairman's Corner



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A year ago, the country began to open up a little after the March shutdown, but everything was still uncertain, and no one knew what was going to happen next. Medical research was moving forward rapidly to develop vaccines for COVID-19, but nothing had been approved.



As the air warms up, vaccinations increase and the pandemic winds down, I feel more positive now than I have for a while.

A year ago, the country began to open up a little after the March shutdown, but everything was still uncertain, and no one knew what was going to happen next. Medical research was moving forward rapidly to develop vaccines for COVID-19, but nothing had been approved. People were afraid. And that fear wasn't just local: it was global. We all had a chance to think about what matters to us and to figure out things we had always taken for granted. We learned, we adapted and we grew. On a personal level, I was impressed by how the good people of Kentucky, and our association members, rose to the challenge. They did what was

necessary even though it felt like the rules were shifting every few weeks.

Trucking was essential to the recovery. The trucking industry had to figure out how to get goods safely from point A to point B. I've never seen a time when supply chains were completely disrupted the way they were this last year. When done right, our work often seems invisible because it is done behind the scenes, but empty shelves where basic goods usually sit made our work highly visible. We did everything we could to fill those shelves again so that others could focus their efforts on something other than whether they had enough toilet paper to last the week.

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As you would expect, the 2021 Kentucky General Assembly Session was busy. I've mentioned it before, but I expect the transportation industry to go through many changes during the next decade. Partnering with government and industry leaders is critical to ensure that we are represented well when decisions are made. During the most recent session, we met with legislators in person and online through Zoom, made calls and sent emails.

We appreciate the KTA members who contacted their local representatives during the session. We are more powerful as an association when we speak up. Communicating with legislators makes a difference, and we know we can count on you to lend your voice when needed.

Nationally, the main issues we are concerned about currently include the following:

- The highway trust fund
- Workforce development

- Automated vehicle technology
- Hair testing for drugs
- Increasing efficiency by removing redundant background checks
- Hemp transportation
- Promoting women
- Changing hours of service

Our members benefit from their involvement with KTA. Our Annual Membership Conference and Expo is scheduled for Aug. 5-7, 2021. We hope you will attend! We have also scheduled the 2021 KTA Golf Classic for June 24, 2021. Circumstances permitting, it will be held at the Wildwood Country Club in Louisville, Kentucky. Visit KYTrucking.net to complete your registration or to find more information on sponsorships.

Finally, I am always available as a resource for our members. I look forward to working with you and serving the needs of KTA for many years to come.

Thank you! 🚛



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Message from Rick Taylor



*Rick Taylor, President
Kentucky Trucking Association*



realize the pandemic isn't quite over yet, but the U.S. seems to be getting closer to a post-pandemic normal. Let's hope it stays that way. I think it will. As more and more people get vaccinated, we can slowly start relaxing all the guidelines we've had to live with for a while.

How is Kentucky doing on vaccinations? As of May 24, 2021, more than 2 million people have received at least one shot. That accounts for 45% of the state's population. Of that 45%, slightly less than 1.7 million (37%) have been fully vaccinated. Please encourage anyone you know who hasn't been vaccinated to get the vaccine as soon as they can. More than anything else, the vaccine will make it possible for the trucking industry, in particular, to go back to normal.

The timing for people getting vaccinated couldn't be better; spring and summer are beautiful seasons in Kentucky.

Truckers have done a fantastic job of keeping goods flowing through difficult times. We appreciate the hard work you've done and the way you have shown everyone what it means to be a professional trucker. I appreciate you, and I respect your effort and achievements. Thank you!

Every time I go outside at this beautiful time of year, I find myself wanting to make plans to do something fun and different. You may feel the same way. What are your plans as restrictions ease? Now might be the time to get reacquainted with all the things you normally do in Kentucky when you are a tourist. Here are some suggestions you could check into:

Do something related to horses. You could tour a thoroughbred or bluegrass horse farm, visit the Kentucky Derby Museum, or go to Churchill Downs or the Keeneland horse tracks.

Museums can be fun. The Louisville Slugger Museum and Factory, the National Corvette Museum, the Ark Encounter, and the National Quilt Museum would all be fun.

Kentucky distilleries have a great reputation. Check out the Kentucky Bourbon Trail; Angel's Envy Distillery and the Buffalo Trace Distillery are also good choices.

Do something different. The Old Louisville Ghost Tour was recommended by The New York Times, or you could visit Lost River Cave or the Big Four Bridge.

Whether you go out or stay home, now is also a time to value your families and friends and to appreciate being able to socialize with them on something other than Zoom.

If I can help you during the next few months, please let me know. The association always stands ready to listen to your needs and get you any necessary resources. We were here for you before the pandemic and during the pandemic; we will still be here for you in the future, too. 🚛

A handwritten signature in blue ink that reads "Rick A Taylor Jr". The signature is written in a cursive, flowing style.

*Rick Taylor, President/CEO
Kentucky Trucking Association*



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MEMBER FOCUS — GETTING TO KNOW LINK-BELT CRANES' PAUL CAMPBELL



How did you become part of the crane industry?

I worked in the import/export business at the Port of Savannah in 1982 and then for a customs broker in Atlanta, Georgia, shipping heavy equipment from 1983 to 1989.

In 1989, Link-Belt Cranes was looking for an international transportation coordinator. I applied for the job and have been here for 32 years.

What is Link-Belt Cranes' connection to the trucking industry?

We manufacture several crane models that require heavy haul trucking to move them from point A to point B, and we manufacture flatbeds and step decks for secondary loads. We also coordinate inbound shipping at port (both East Coast and West Coast) and with outside parts vendors. Link-Belt Cranes' use of open equipment runs the whole gamut:

- Flats
- Steps
- Double drops

- Heavy-haul trailers (beam trailers, California legal and long well)

How did Link-Belt become a market leader?

By focusing on continuous improvement and employee empowerment, Link-Belt has emerged as a dynamic and highly focused market leader in crane design and product quality standards. Link-Belt's core production base and center for worldwide operations is its 800,000 square feet manufacturing facility in Lexington, Kentucky.

What are Link-Belt Cranes' expansion plans?

Expansion at our 104-acre facility is ongoing, but some of the major changes we have seen in the last several years include:

- A new 30,000 square-foot training and quality assurance building in 2016
- A new 35,000 square-foot shipping pad for crane shipments in 2019
- A new 60,000 square-foot parts distribution center addition for parts storage in 2021



How did the pandemic affect the company?

Since Link-Belt is considered an essential manufacturer, we have not closed. We're following personal hygiene precautions as recommended by the CDC. We have shifted our production and office schedules, and we have restrictions on visitors. Also, we did the following:

- Canceled all nonessential travel
- Eliminated large meetings
- Managed smaller meetings for social distancing
- Extended break times for handwashing
- Increased the amount of hand sanitizer stations around the plant
- Added cleaning staff
- Discontinued buffet-style food service in our cafeteria to include only to-go food purchases

We are doing everything we can to protect our team while providing our customers with the support they expect. Like everyone else, we continue to monitor the ever-changing circumstances and make adjustments.

Describe your educational background.

I am a high school graduate, and my whole career has been based on all modes of transportation. I have had on-the-job training at every stop along the way.

Are there any specific individuals who had a major impact on your career?

The gentleman who hired me, Mr. Tom Bretz, was the transportation manager and second person Link-Belt hired when they relocated the plant from Cedar Rapids, Iowa, to Lexington, Kentucky, in 1975. I worked for him for 13 years. During that time, he mentored me and helped me develop a greater understanding of the crane and transportation industry.

What is the most rewarding part of your career?

I've lived here in Central Kentucky my whole career, and I've accomplished a lot over the years with the growth of the company and the company name.

Every employee is valued. That's been a plus for me. A lot of companies think transportation is a necessary evil. Link-Belt values what employees do and respects what we bring to the table. I'm proud of the product. Shipping a crane is a pretty unique thing to see moving down the road, so I take a lot of pride and ownership in that.

What is the biggest impact of being a KTA member? What makes it beneficial?

Well, the biggest impact is being able to go to KTA when you have situations with various DOT permitting issues and that kind of thing. KTA is a voice for us when we get into situations where we need help.

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KTA also lobbies in certain areas that make improvements in transportation in the Commonwealth of Kentucky. They have contacts with the DOT and those who are involved in the political process.

If you look back at your professional life, what would be three things you have learned and would pass on to a young member who is looking at the crane industry as a career?

Always be willing to learn. You are never too young or too old to learn anything.

You have to be upfront and honest in what you do. You cannot ignore a problem in the transportation industry. You have to be straight up about what you are doing.

You have to build relationships in the crane industry and the transportation industry. We value relationships with distributors, customers, and vendors that provide trucks or make parts. If we work together and develop friendships, it makes it a lot easier to conduct business. One of the lost arts is talking to people.

What are some professional moments that make you the proudest?

We have a large formed boom press on-site for making telescopic boom shells, and it was going to be down for a few months for some maintenance repairs. In order to not miss a beat with our production schedule,

it was decided we would produce enough boom shells that would have otherwise been produced during the downtime of the press. This decision meant storing the boom shells somewhere, on-site. We figured out a method for storing them in our parts distribution center. It was an outside-of-the-box solution, but one I will always be proud of being involved in.

I am also proud of my work at CONEXPO-CON/AGG (CONEXPO), North America's largest construction trade show representing all things construction. CONEXPO is held every three years, and every major crane manufacturer has models on display for the show. I have represented Link-Belt Cranes five times for the show. The first four times I worked the show, I was in Las Vegas for a month. I enjoy the challenge, especially moving multiple machines in and out of the booth for the show while all the other crane manufacturers are doing the same. It's a lot of coordination, it takes a lot of work and can be very stressful, but it's also very rewarding, especially when the show begins, and you know how big a part you played. You make relationships along the way, and that's what makes the work easier.

Was there an "aha" moment in your career that defined you?

When Mr. Bretz retired 19 years ago in 2002, I had a role as a supervisor. I was selected to take his spot as the transportation manager. That let me know I had arrived here. 🚛

WITH
sympathy



Sadly, one of our Link-Belt family passed away after a long battle with illness. Bill Curry joined Link-Belt in September 2012 and many of you know him well through his roles in the PDC warehouse and transportation/logistics departments.

Although no memorial services are being held at this time, condolences may be sent to Bill's family via the Sims Funeral Services website.

simsfuneralservices.com/obituary/WilliamBill-CurryII

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MEMBER FOCUS — GETTING TO KNOW

PERMIT AMERICA

Permit America's primary service is to provide Overdimension/Overweight (OD/OW) permits to the Specialized Carrier industry. Permit America also provides Annual, Temporary Trip (IRP) and Fuel (IFTA) permits to any carrier not appropriately credentialed. Permit America has purchasing authority for all 48-contiguous United States, most Canadian provinces and dozens of local (city or county) DOT agencies. They serve a wide variety of customers, including major trucking companies with regional terminals and hundreds of power units and trailers, to individual owners and operators with one truck or trailer. Permit America tries to custom build permit solutions for their customers and has a very savvy information technology team that can provide innovative approaches to operational efficiency. These include a one-button solution that captures load data directly from their customers' networks, a web-based portal and email submittals. Of course, they still take many orders by telephone and fax. Legal dimensions for most truck routes in Kentucky are:

- Length = varies (53' trailer)
- Width = 8'6"
- Height = 13'6"
- Weight = 80,000 pounds

Permit America obtains routine OD/OW permits for any carrier exceeding these legal limits. They also obtain SuperLoad permits for many of their customers that can exceed 150' long, 14' wide, 16' high and over 250,000 pounds.

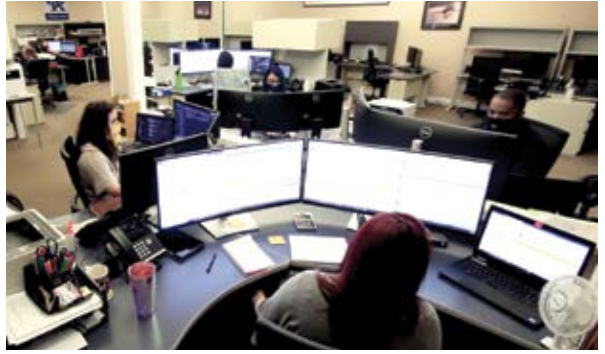
Jim and Mary Simpson founded Permit America in February 2002. Their core values are "honesty" and "treating everyone the way we would like to be treated." The core values are the only things in their employee handbook that are repeated twice, and you can ask anyone in the company, and you'll get the same answer. Their highest objective is "delivering premier service to their customers."



Jim and Mary met at the 2001 Specialized Carrier & Rigging (SC&RA) symposium held that year in Memphis, Tennessee. Mary was attending the symposium representing another permit service located in Columbus, Ohio. Jim was at the symposium representing the Kentucky Transportation Cabinet (KYTC), Bridge Maintenance Division, where his primary duty was to perform bridge analysis for SuperLoads traveling through Kentucky. Mary's hometown was in Youngstown, Ohio, where she had attended Youngstown State University. Jim's home was Frankfort, Kentucky, and he had a very busy life; working full time at the KYTC, being a single parent to his 10-year-old son, and trying to complete his Civil Engineering degree at the U.K. Plenty of time to start a new business, right?

After several unsuccessful attempts, Jim finally convinced Mary to drive down from Columbus, Ohio, for their first date in Frankfort. They soon decided that they wanted to spend the rest of their lives together, and Jim officially proposed in the Fall of 2001. For many of the reasons stated above, Jim

PERMIT AMERICA



and Mary would call Frankfort home. That left a big question: “What about Mary’s career?” Mary was a very successful professional, and had been in the OD/OW permit business for over 20 years. There were no permit services in Kentucky, and in 2001 no one had even considered working remotely. The answer seemed simple; “Let’s start our Permit Service.” Of course, it was anything but simple. There were many long days, long nights and challenges. On more than one occasion, they both thought: “What in the world have we done?” However, Jim and Mary survived their first year and soon were major players in providing OD/OW permit services to specialized carriers located throughout the United States. Permit America’s current volume is approximately 100,000 permits per year.

One of Jim and Mary’s first decisions after forming Permit America was to join the Kentucky Trucking Association (KTA). Mary and Jim said that “Membership in KTA has been instrumental in our success.” KTA had the experience and expertise to help Permit America navigate the ever-increasing level of regulations in the transportation industry. Mary and Jim soon found out that KTA members

and their leadership were knowledgeable about Kentucky transportation issues and had valuable knowledge and advice about regional and national transportation concerns.

Rick Taylor (KTA President and CEO) and Jim have been friends for years and started work at the KYTC at approximately the same time (1996). Rick was the director of Motor Carriers, and Jim was working in Highways doing bridge analysis. They often collaborated on routing and authorizing SuperLoad moves through Kentucky. Some of these loads were over 200’ long and weighed over 500,000 pounds. Rick was instrumental in many specialized carrier initiatives, including being one of the first states in the country to authorize nighttime moves for OD/OW loads. This close collaboration between the government and the specialized carrier industry has benefited all, Permit America included.

Other individuals who have impacted Jim’s career include Mike Hancock (Deputy Secretary and former KYTC Secretary). Mike mentored Jim during his second year of the Advanced Leadership Academy at

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KYTC. Also, Jim worked closely with Dr. Issam Harik (Raymond-Blythe Professor, University of Kentucky, Civil Engineering Department). Dr. Harik and Jim traveled to Perm, Russia, in 2002 to demonstrate the use of carbon fiber materials to repair bridge superstructures.

Mary has been an active SC&RA member for over 30 years. During that time, she has benefited from many close relationships with its members. One of her oldest and most valuable friendships has been with Joel Dandrea (SC&RA, CEO). Attending many of the social gatherings organized by Mary back in Memphis in 2001, Joel has been friends with Mary longer than he has with Jim.

The COVID-19 pandemic had a profound impact on Permit America. However, one thing Jim and Mary have learned over the past 19 years is that no matter what, “the trucks need to roll.” Whether it was 9/11 in 2001, the .com bubble in 2002, the housing bubble of 2008, Republican or Democratic administrations, it doesn’t matter; people depend on the easy and inexpensive movement of freight and commodities to survive. COVID-19 was no different. The trucking industry stepped up and kept food on the shelves, gas at the pumps, and ensured medical supplies were delivered where they were needed most. After the doctors and nurses, the truckers and trucking industry were the real heroes that got us through.

Regarding Permit America’s business, Jim and Mary said, “We were lucky.” Sales were impacted ($\approx 30\%$), but “we didn’t go to zero like many companies.” Thanks to the PPP loan programs, it was unnecessary to lay off any of their 30+ employees. Thanks to Jim’s son, Jimmy Simpson III (Permit America’s IT director), Permit America learned how to work remotely, and they continued to deliver OD/OW services to their customers throughout the pandemic. Permit America is looking forward to 2021 and getting back

to normal. They have noticed a significant uptick in orders over the last 6-8 weeks, which they mark as a very positive indicator.

Permit America is approaching its 20th anniversary. Mary and Jim say that “While the financial success and respect of our peers has been wonderful, without a doubt, the most rewarding part of our journey has been watching our employees grow, mature and succeed in life. Many of our employees have been with the company for over 10 years. When they reach the 10-year mark, we give them a free, paid vacation anywhere they wish (within limits). We hire many young individuals who often start with very little. We get to watch them as they buy their first car, buy their first home, fall in love, marry and have children. Over the years, we have had quite a few Permit America babies, and several long-term relationships and marriages have started at Permit America. It is truly wonderful to watch people grow, achieve goals and see their dreams fulfilled. Knowing that you may have played a small role in that happiness is truly a blessing.”

To all those young individuals looking for their place in the world, Mary and Jim would highly recommend you look at the trucking industry. Our industry truly hires from all walks of life and educational backgrounds. There are many careers, including drivers, administrators, business executives, accountants, IT and marketing professionals. One thing for sure is that you will work with some of the most honest, generous and hardworking people anywhere.

Finally, Mary and Jim would like to wish all the members of KTA and the trucking profession, in general, the very best. The trucking industry has been very good to Jim and Mary, and they plan to continue to help you deliver your loads, “legal, safe and on-time,” for many years in the future. 🚛

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DRIVER LICENSING REGIONAL OFFICES WILL SOON BE THE HOME FOR ALL KENTUCKY DRIVER LICENSES



Nine more Kentucky counties in April will make the transition to a new, secure system for issuance of commercial driver licenses and all other licensing services, giving customers more and modernized choices.

Licensing services ultimately will be performed for the entire state at specialized regional offices of the Kentucky Transportation Cabinet (KYTC) instead of at the Office of Circuit Court Clerk in every Kentucky county. No longer will drivers be restricted to a clerk's office in their home county. They can go to any KYTC Driver Licensing Regional Office, regardless of county of residence.

"Kentucky's system for driver license application, issuance and renewal is being taken to the next level with a network of offices exclusively dedicated to licensing services," KYTC Secretary Jim Gray said.

By the end of April, 12 counties will have transferred nearly all in-person driver licensing services to regional offices. The counties are Adair, Breathitt, Fayette, Floyd, Franklin, Hopkins, Madison, McCracken, Pulaski, Rowan, Russell and Woodford counties. The transfer of services to a new regional model will be phased in statewide by June 30, 2022.

"Over the years our circuit court clerks have done great work to get Kentuckians properly licensed," Gov. Andy Beshear said. "But the times demand a modernized system that offers convenience and choices to the customer, plus greater security for personal

information and the credentials themselves. Our Transportation Cabinet Driver Licensing Regional Offices are uniquely equipped for that."

Residents of the counties making the transition may renew or apply for a REAL ID or new standard card version of CDLs, operator licenses, permits and ID cards at any KYTC Driver Licensing Regional Office. Applicants are encouraged to make an appointment online. Walk-in customers are also welcome but capacity is limited. KYTC has driver licensing regional offices around the state, and the network will continue to grow. To see a full list of locations and schedule an appointment, visit drive.ky.gov.

One temporary exception to the transition remains: Until June 30, 2021, the Office of Circuit Court Clerk in every county but Fayette will continue to process remotely submitted applications for renewal or replacement of standard-issue credentials, provided the card expires by that date and the applicant has not had a change of address or change of name and does not require testing performed by the Kentucky State Police. Remote renewal was a temporary, emergency measure directed by Official Order of Secretary Gray to safeguard public health by limiting person-to-person contact during the COVID-19 pandemic.

Kentucky State Police will continue to oversee all driver testing. Appointments can be made online at kentuckystatepolice.org/driver-testing. Until further notice, testing will continue in current locations for counties being transitioned off license and permit issuance. Once testing is successfully completed, customers will visit a Driver Licensing Regional Office to apply for the permit or license.

Next Level Licensing

The phased transition from circuit clerks to KYTC will result in more customer choices and services.

"It's a new era for licensing," Secretary Gray said. "With a single agency at the helm of processing credential requests, we'll be able to offer consistent, innovative advancements that take licensing to the next level in Kentucky."



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- Ability to visit ANY regional office, regardless of county of residence.
- Periodic “Popup Driver Licensing” visits to counties without a regional office to offer on-site application and renewal services.

REAL ID applicants receive a temporary document to use while the permanent card is mailed to their home address. This eliminates wait time for a card to be printed and boosts security by eliminating in-office card production machinery.

REAL ID

While Kentucky will continue offering the option of a standard driver's license, a REAL ID or other form of federally approved identification, such as a passport or military ID, will be needed as of May 3, 2023, for passing through airport security checkpoints to board a U.S. commercial flight, visiting a military base or accessing a federal building or facility that requires identification. More information is available at realidky.com. Obtaining a REAL ID for the first time requires applicants to apply in-person at a Driver Licensing Regional office and present specific, required documentation. A list of acceptable documentation, pricing and a link to take an interactive quiz that populates a personalized list of documents is available on the website. 🚗

“
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”

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TRUCKING'S DATA MINERS: SHAPING INDUSTRY POLICY WITH INDEPENDENT RESEARCH AND ANALYSIS



By Ford Boswell



For two decades, the American Transportation Research Institute has performed significant research and data analysis that has served as a jumping-off point for some of trucking's most critical policy initiatives.



For Rebecca Brewster, President and Chief Operating Officer for the American Transportation Research Institute, the answers to the trucking industry's most pressing issues are always in the data. For whatever problems she and the organization she leads are trying to solve their motto is to never look further than what the data tells you. Often, that is your best start to finding a solution.

This year, the American Transportation Research Institute (ATRI) marks its twentieth year providing research and data analysis that seeks to improve the industry's safety and productivity, whether it is identifying driver behaviors that lead to future crashes, or how changes to hours-of-service rules impact driver safety and productivity, or a better understanding of how impactful congestion on our nation's highways is to the country's economic well-being.

ATRI is a 501(c)(3) not-for-profit research organization headquartered in Arlington, Va., with offices in Atlanta, Minneapolis, Sacramento, and New York. Its mission is to conduct transportation research with an emphasis on the trucking industry's essential role as

a key part of a safe, efficient and viable transportation system. Focus areas include congestion and mobility; economic analysis; safety and security; technology and operations; environment; (transportation) infrastructure; and more recently, tort reform.

The institute's extensive experience covers a broad range of commercial vehicle operations, including leadership and/or participation in numerous national freight analyses, technology research initiatives and field operational tests. It presently manages the U.S. DOT's Freight Mobility program and has provided freight mobility and performance measures and technical assistance to 31 state DOTs and 11 of the 15 largest metropolitan planning organizations.

For its efforts, ATRI has received top research awards from ITS America, the Trucking Industry Defense Association, the University of Minnesota, and the Institute of Transportation Engineers.

For the trucking industry, however, ATRI serves as a powerful ally for shaping and improving the lives of the millions of Americans who earn a living in transportation and logistics.

History

In 1954, the American Trucking Associations Foundation was founded with support from trucking industry suppliers seeking sustainable industry promotional image campaigns. Over time, as the Foundation engaged in research to provide the data and statistics to populate the industry's message of essentiality, its focus shifted more to research and analysis thereafter. The group quickly created a vast portfolio of government contract research on a variety of trucking industry topics available to all industry stake holders.

The Foundation grew and eventually created a network of regional offices staffed to provide research support to the state trucking associations (STAs), which used its assets and campaigns to lobby local and state agencies and policymakers.

In the late 1990s, following the appointment of former Roadway Corp. CEO Mike Wickham as Chairman of the Foundation, a group of industry shareholders and thought leaders convened to crystallize the Foundation's mission. That focus group posed the question, "If there was no ATA Foundation, and we were tasked with creating one, what would it look like?" Group members met regularly for nearly two years to plot a new path, and the result was a reorganization of the ATA Foundation into ATRI in 2001 — this time as a 501(c)(3) charitable organization (before that, the Foundation had been a 501(c)(6).

According to Brewster, the distinction better reflected the group's mission of education and research rather than lobbying and industry promotion. She explains that the change also created distance and independence from the American Trucking Associations, which she believes adds more credibility to ATRI's research.

Meanwhile, shortly after the reorganization in 2001, Brewster was tapped to lead the group after more than a decade of rising through the ranks successfully managing key projects and initiatives.

Today, ATRI is a standalone organization with bylaws and a Board of Directors comprised of industry CEOs and other stakeholders. The research it undertakes on behalf of the trucking industry is identified as a priority by the Research Advisory Committee (RAC), which is composed of representatives from motor carriers, industry suppliers, driver groups, law enforcement, government and academia who value the

importance of sound science to bring forth positive and substantive change and growth to a complex industry. The RAC is charged with annually developing the trucking industry's top research priorities.

Policy Via Research

Due to its leadership structure, ATRI is blessed with a variety of opinions and perspectives coming from all facets of the industry — and even a few from regulatory agencies and government officials.

"When we have a RAC meeting, it's fascinating to hear the differing opinions and feedback of all the various (committee) members," Brewster says. "If the goal of the RAC is to figure out what the industry's most pressing research needs are, having differing backgrounds and feedback are what make our process so credible."

According to Shawn Brown, Vice President of Safety for Cargo Transporters, Inc., a truckload and dry van carrier based in Claremont, NC, and the current RAC Chairman, the RAC is where the rubber meets the road for developing transportation policy specific to trucking. "We're the group that evaluates all the suggested research topics and narrows them down to five or six ideas that the ATRI staff will set forth in a full research report. I have been involved with the Institute for several years and am continually impressed by the diversity represented in our meetings and the subsequent outcomes."

As Chairman, Brown works closely with ATRI staff to give input on meeting logistics, serve as the facilitator of the RAC, and present research recommendations to the board of directors for final approval. "But make no mistake, the duties that I have (as Chairman) in no way compare to those of Rebecca and her talented staff," he says. "They do the lion's share of the work to plan, organize and set forth a successful meeting. More importantly, they carry out all the actual research."

One of the more recent research studies that Brewster is most proud of is the analysis on the impact of nuclear verdicts on the trucking industry. "In recent years, we learned from the industry that these verdicts have harmed so many organizations, but no one had done a deep dive into the issue to determine what were the causes and what sort of factors led to these jury decisions," she says.

continued on page 22 →

← continued from page 21

Large legal verdicts have been a part of the legal landscape of the trucking industry for years, but the costs associated with them have increased dramatically over the last decade. Oftentimes, single verdicts can rise to more than \$10 million for serious crashes involving injury and death.

This led the RAC to rank the “Impact of Large Verdicts on the Trucking Industry” among its top research priorities, citing statistics that showed that several motor carriers had been forced to close due to rising insurance premiums — a result of nuclear verdicts.

The RAC then prioritized research with several main objectives, including 1) Determine how large verdicts impact the industry; 2) analyze crash factors on the size of respective verdicts; 3) survey industry stakeholders and subject matter experts on relevant courtroom tactics; and 4) identify strategies utilized in other industries to protect firms against inordinately large verdicts to apply them to trucking operations.

As a representative from a larger carrier, Brown believes ATRI’s best attributes are its ability to remain neutral and present only the facts of a given study. It is then up to policymakers and stakeholders to put ATRI’s findings to work.

“There is no bias for or against any one stakeholder,” he says. “Fleet owners and managers can use the data presented and formulate business strategies; whether it be using bottleneck data and changing the day and time a truck goes through a certain area for efficiency, or develop plans in risk management to protect company assets, etc.

“For me, the most interesting ATRI research is the “Annual Top Industry Issues” report,” Brown says. “As a fleet professional, I see these issues firsthand in my

company to some extent, and I am fascinated to see how these same issues affect other carriers regardless of size.

“Occasionally, there will be an issue that gets ranked higher or lower than I ranked it, and that is intriguing to me. We don’t always have to fall in line and agree with the results of the survey as it affects our companies, but it is a great gauge of the national pulse.”


Funding & Support

ATRI depends on the financial support of industry stakeholders to advance its research agenda. Charitable contributions allow ATRI to continue to produce critical research studies on topics as varied as truck parking, hours-of-service, driver training, congestion mitigation and autonomous trucks.

“No matter how large or small your company is I am confident there is no one on your staff who is doing the detailed analyses that ATRI provides,” Brown says. “This type of research is such a specialized and detailed project a single company can’t do something like it. That is why we in the transportation industry benefit so much from giving input on surveys, participating in research projects, and donating financially to ATRI as well.

Brown says that even if you cannot contribute funds, you can still support ATRI by participating in its data collection activities.

“More is always better when it comes to research information,” he says. “I encourage everyone in the industry to join a growing number of motor carriers, professional drivers and industry suppliers who regularly take part in ATRI’s studies.”

ATRI makes its research available free of charge. For more information, please visit TruckingResearch.org. 

Ford Boswell is a senior advisor specializing in strategic marketing and communications programs for the Alabama Trucking Association. He may be reached at fboswell@gmail.com.

ATRI Supporters (as of March 1, 2021)

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Yellow
Young's Commercial Transfer

How You Can Support ATRI

Want to get more involved with ATRI? There are many ways you can be part of this vital industry organization:

- Participate in ATRI's research: When ATRI puts out a call for carrier data or asks for responses to an industry survey, take the time to participate. More is always better when it comes to research and we encourage you to join the growing number of motor carriers, professional drivers, and industry suppliers who all regularly take part in ATRI's studies.
- Contribute to ATRI: Join your peers in the industry with a charitable contribution to support ATRI's research. Giving is easy and can be done online at TruckingResearch.org.
- Suggest a research topic: ATRI is always looking for new research ideas for the RAC to evaluate.
- Join the RAC: Want to be involved in setting the trucking industry's research agenda? Send us an email letting us know you want to be considered for a nomination to serve on the RAC.
- Spread the news: When ATRI releases research results, please Tweet, Facebook, and otherwise share the findings with your colleagues and peer network so that everyone benefits from our work on behalf of the trucking industry. 🚛

WELCOME NEW MEMBERS



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Chuck Ray, General Manager

2809 Russellville Rd.
Bowling Green, KY 42101
lighthousetrailersales.com
270 904-1131
chuck@lighthousetrailersales.com

At Lighthouse Trailer Sales & Leasing, our GOAL is to be the most admired full-service trailer leasing and sales company in the transportation industry. We are built on customer satisfaction, dedication to relationships, and going the extra mile. Our motto says it all, "Do what you say you're going to do!" — "No is not an option until all avenues have been exhausted!!!"



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Ed Ruhe, Vice President

3619 Ohara Dr., Suite C
Erlanger, KY 41018
tmxinc.net
513 777-7100
ed.ruhe@tmxinc.net

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- Spotting Services
- Regional and Long Haul
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- Manage transportation services





2021 REGULAR LEGISLATIVE SESSION ROUNDUP

By Ed O'Daniel

Budget issues were the predicted and predictable hot topic for the 30-day session of the 2021 General Assembly. The outcome of the session was not that predictable. The General Fund and Road Fund budgets turned out to be somewhat routine copies of the prior year's budget. Since Kentucky became a state in 1792, budgets covered two-year blocks of appropriations for each biennium until last year. The 2020 General Assembly broke the biennial pattern by adopting a one-year budget, thus requiring the 2021 General Assembly to enact a new budget for the second year of the current biennium.

Legislation expanding the powers and the authority of the General Assembly dominated the session. A series of bills were enacted to curtail the Governor's authority to issue emergency orders and administrative regulations. Five such bills enacted during the first week of the session in early January assigned greater authority to the General Assembly in its oversight of actions by the Governor dealing with emergencies like COVID-19 and the broader authority of the Governor to issue emergency regulations dealing with the operations of state agencies. The legislature was in recess the last three weeks of January. When the session resumed on February 2, both the House and the Senate overrode the Governor's veto of the five bills limiting executive emergency authority. The dispute between the Governor and the General

Assembly quickly went to court. An injunction enabling COVID-19 emergency orders by the Governor continues in effect while an appeal is pending on the constitutionality of the new legislation.

Transportation-related legislation and bills that may affect the trucking industry passed during the 30-day session include the following:

SB 1 Limits any emergency declaration by the Governor to 30 days unless extended by the General Assembly. This bill is part of litigation pending appeal to the Supreme Court on the issue of separation of powers under the Kentucky Constitution.

SB 5 The House passed a revised version of SB 5 on March 30 with new language granting business owners limited immunity from acts or omissions arising from any COVID-19 claim. The Senate concurred in the House amendment, and the bill was sent to the Governor for his signature. There is a new definition of "COVID-19 claim" in the bill, which applies the limited immunity to "any claim or cause of action for an act or omission arising from COVID-19 that accrues on or after the date the emergency was declared on March 6, 2020, and until the emergency declaration is withdrawn, revoked or lapses." This liability limitation replaces the Senate bill immunity limitation, which stated that an owner does not



“assume responsibility, or incur liability, for any alleged injury, loss, or damage to persons or property relating to SARS-COV-2. The definition of “COVID-19 claim” in the bill, which protects businesses from paying damages for COVID-related liability exposure, is likely not a violation of the restriction in Kentucky Constitution Section 54, which prohibits the General Assembly from limiting damages for injury or death. Veto by the Governor is a possibility.

SB 49 Exempt’s home or community-based medical services from being required to have workers compensation coverage. The Governor’s veto message states, “these workers perform important services caring for Kentucky’s most venerable citizens. SB 49 would leave them without protection if their employers fail to pay them promptly and in full, or if they lose their employment or become injured on the job.” The veto was overridden.

SB 71 Standards for towing and storage of motor vehicles by tow truck operators. Signed by the Governor on March 22.

SB 75 Originally, SB 215 simply added the Office of Safety in the Transportation Cabinet and confirmed an executive order. The final version of the bill included the substance of SB 75, which will authorize local governments to establish a pilot project allowing

off-highway vehicles to be operated on certain state and local roads, sun-setting on July 1, 2024. The bill was finally passed on March 30 and sent to the Governor.

SB 236 Eliminates the requirement for three letters of the alphabet and three numbers on standard, noncommercial motor vehicle license plates. Signed by the Governor on March 19.

HB 1, 3 & 5 Terminate Governor’s COVID-19 emergency orders 30 days after the effective date of the new legislation and impose restrictions on future emergency administrative regulations and government reorganizations. Court injunction suspends the new laws while appeal to the Supreme Court is pending on the issue of constitutionality.

HB 4 Constitutional amendment to allow the General Assembly to meet year-round by adding up to 12 additional legislative days and end each session on December 31. This proposal will be on the ballot for a popular vote in the 2022 general election.

HB 125 Establish a three-wheel motorcycle category. Signed by Governor by April 5.

HB 193 Transportation Cabinet Budget. Free Conference Committee Report #2 was adopted. Bills passed during the final two days of the session may be vetoed in part without any threat of being overridden since the session has ended sine die by operation of the Constitution. Since line-item vetoes are allowed for appropriations bills, the Governor may exercise this privilege on HB 193.

HB 278 Paycheck Protection Program loans are not subject to state income tax. Signed by the Governor March 17.

HB 328 Billboards to be regulated by Transportation Cabinet. Signed by the Governor March 18.

HB 472 Statute of limitations revival on sex offenses involving minors. Signed by the Governor March 23.

HB 475 OSHA regulations by Labor Cabinet prohibited from being more stringent than Federal regulations. Vetoed on March 23. Governor’s veto overridden.

Rep. Sal Santoro’s road fund revenue bill increasing fuel tax rates and indexing rates annually based on a construction index failed to get any consideration. So, the future of the road fund may be a hot topic for the 2022 session of the General Assembly. 🚛

KTA 2021 ANNUAL GOLF CLASSIC

Thursday, June 24, 2021, Wildwood Country Club, Louisville, KY

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Driving Range Sponsor @ \$1000.00

(1 available) — Exhibitor tent on the range, signage at contest area and one complimentary registration and hole sponsor

Golf Cart Sponsor @ \$1600.00

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Lunch Sponsor @ \$1600.00

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Gift Sponsor @ \$3500.00

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Closest to the Pin Sponsorship @ \$1000.00

(2 available) — Includes prize for the winner, recognition at contest area, company logo pin flag, and one complimentary registration

Long Drive Sponsorship @ \$1000.00

(2 available) — Includes prize for the winner, recognition at contest area, company logo pin flag, and one complimentary registration

Hole Sponsorship @ \$750.00

(12 available) — Hole sponsor sign at tee box and logo pin flag to take home

To request a KTA 2021 Annual Golf Classic registration form, or for more info, please contact Rick Taylor at 502.227.0848 or rtaylor@kytrucking.net.

Online registration here:

kytrucking.net/ev_calendar_day.asp?date=6%2F24%2F21&eventid=20.





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- 3.6 MILLION TRUCK DRIVERS EMPLOYED IN 2019 (AN INCREASE OF 1.7% FROM 2018)
- 11.84 BILLION TONS OF FREIGHT (PRIMARY SHIPMENTS ONLY) TRANSPORTED BY TRUCKS IN 2019, REPRESENTING 72.5% OF TOTAL DOMESTIC TONNAGE SHIPPED.

Source: <https://www.trucking.org/economics-and-industry-data>

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Kentucky TRUCKING FAST FACTS



www.kytrucking.net

Updated January 2021 with most recent data available

TRUCKING DRIVES THE ECONOMY

CAREERS

113,160

Trucking industry jobs in Kentucky (2019)



1 in 14 jobs in the state



COMPETITIVE WAGES



Total trucking industry wages paid in Kentucky in 2019 exceeded **\$5.4 billion**, with an average annual trucking industry salary of **\$47,477**.



Heavy and tractor-trailer truck drivers held **27,230** jobs with an average annual salary of **\$46,620**.

(U.S. Bureau of Labor Statistics, 2018)

SMALL BUSINESS EMPHASIS

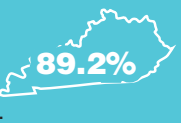
14,050
Trucking companies located in Kentucky. Primarily small, locally owned businesses, these companies are served by a wide range of supporting businesses. (2020)

TRANSPORTING THE ESSENTIALS

Percent of manufactured tonnage transported by trucks in Kentucky. **That's 184,830 tons per day.** (2017)



Percent of Kentucky communities that depend **exclusively on trucks** to move their goods.



SAFETY MATTERS

SAFETY FIRST

Kentucky Trucking Association members put safety first through:

- ✓ Improved driver training
- ✓ Investment in advanced safety technologies
- ✓ Active participation in industry safety initiatives at the local, state and national levels



COMMITMENT TO SHARING THE ROAD

The **Share the Road** program sends a team of professional truck drivers to communities around the country to teach car drivers about truck blind spots, stopping distances and how to merge safely around large trucks, all designed to reduce the number of car-truck crashes.

CONTINUALLY IMPROVING

2018 U.S. fatal crash rate per 100 million Vehicle Miles Traveled (VMT):

1.45

Between 1975 and 2018, the U.S. large truck fatal crash rate has dropped

68.3%



Kentucky TRUCKING FAST FACTS

\$ TRUCKING PAYS THE FREIGHT



THE INDUSTRY

The trucking industry in Kentucky paid approximately **\$682 million** in federal and state roadway taxes. (2019)

The industry paid **43%** of all taxes owed by Kentucky motorists ...



... despite trucks representing only **12%** of vehicle miles traveled in the state.



INDIVIDUAL COMPANIES

As of January 2021, a typical five-axle tractor-semitrailer combination paid:

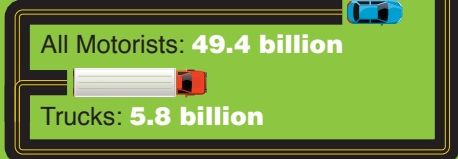
\$10,276 ← state highway user fees and taxes &
\$8,906 ← federal highway user fees and taxes

These taxes were over and above the typical taxes paid by businesses in Kentucky.

ROADWAY USE

79,954 Miles of public roads in Kentucky (2019)

Miles driven on public roads:



DELIVERING A CLEANER TOMORROW

EMISSIONS

- ✓ **43%** of U.S. commercial trucks are now powered by the newest-generation, near-zero emissions diesel technology.
- ✓ Medium- and heavy-duty trucks contribute just **23%** of all transportation-related greenhouse gas (GHG) emissions in the U.S. and represent only **6%** of total U.S. GHG emissions.



FUEL CONSUMPTION

The trucking industry continues to improve energy and environmental efficiency even while increasing the number of miles driven. In 2019:

- Combination trucks accounted for just **16%** of the total highway transportation fuel consumed.
- Combination trucks consumed nearly **100 billion** fewer gallons of fuel than passenger vehicles in the U.S.

PARTNERSHIPS



Through the **U.S. Environmental Protection Agency's (EPA) SmartWay Transport Partnership**, the trucking industry is working with government and businesses to quantify greenhouse gas emissions and take steps to reduce them.



THANK YOU SPONSORS

EMERALD



PLATINUM



GOLD



SILVER



KTA MEMBERSHIP BENEFITS

KTA Health Plan

Lower your health insurance premiums with Kentucky Trucking Association's healthcare program and the Wholesale Trade Trust insurance program.

DriverReach

DriverReach's sole mission is to help carriers hire drivers faster and more efficiently. Carriers can dramatically improve their speed-to-hire with DriverReach's mobile-friendly DOT application and full-service applicant tracking system (ATS) with email and text functionality.

UPS Saving Program

KTA members can save up to 28% off UPS shipments. Members currently enrolled in the UPS Savings Program must re-enroll to take advantage of this new exclusive offer.

Infinet-I Workforce System

The Infinet-I Workforce System is designed to help trucking companies empower their profits and safety with a proven online driver training program. The fully customizable training and communication platform features over 800 training videos covering topics like safety, CSA, harassment, fuel efficiency, human resource compliance and business training.

KyTrucking2290.com

KyTrucking2290.com is an online service provided by ExpressTruckTax, a division of Span Enterprises and an IRS authorized e-file provider. KTA members receive a special rate of \$9.90 for a single truck.

KyTrucking2290.com can help you e-file Form 2290 with IRS. Choose KyTrucking 2290 for the simplest and most hassle-free e-filing.

J.J. Keller & Associates, Inc.

If you're not buying the supplies you use on a daily basis from the KTA, maybe it's time you compare prices. To receive the discount pricing from J.J. Keller, you must place your order through the KTA to get the discount.

Drivers Legal Plan

Drivers Legal Plan® was designed in 1991 by trucking company executives who recognized that with the advent of the CDL, unnecessary traffic convictions were going to have a deep and detrimental effect on their companies' safety profiles and driver retention records.

National Purchasing Partners (NPP)

NPP offers KTA members special pricing on popular products and services for business and life. NPP membership is FREE and there is no obligation to buy. Join today to find exclusive pricing from Office Depot, Airgas, Best Buy, Expedia, if eligible, Verizon, and more.

Prepass Safety Alliance

Safety Alliance is the most reliable, widely utilized weigh station bypass system in North America. Kentucky has been part of the Safety Alliance system since 2012 and currently has Safety Alliance deployed at 12 sites. Safety Alliance helps facilitate freight movement by allowing prequalified trucks to be electronically screened and then safely bypass weigh stations at highway speeds.


Transportation Database

KTA offers a carrier check service to our members for no additional fee. Allied members can use this tool in locating Kentucky motor carriers. We are able to pull motor carrier information by fleet size, county, and even vehicle size.

Kentucky Trucking Association

Fuel Discount Program

We are excited to offer a fuel program for our members, the KTA has entered into an agreement with a third party to administer the fuel discount program. The third party (Profit Tools FOR TRUCKING) will handle the entire billing process for the motor carrier, negotiate discounts with the card and fuel provider, as well as perform a fuel analysis for KTA members to see how their current fuel program compares to the KTA discount program.

Contact KTA 502-227-0848 or at info@kytrucking.net for more information on these member benefits, and start saving today! 

YOUR MEMBERSHIP IS WHAT MAKES THE KENTUCKY TRUCKING ASSOCIATION SO SUCCESSFUL!

As a KTA member you have access to the tools and resources needed to make informed decisions, expand your network through a federation of other trucking groups, industry-related conferences, ATA and its 50 affiliated state trucking associations.

Renew Your Membership Online Today!



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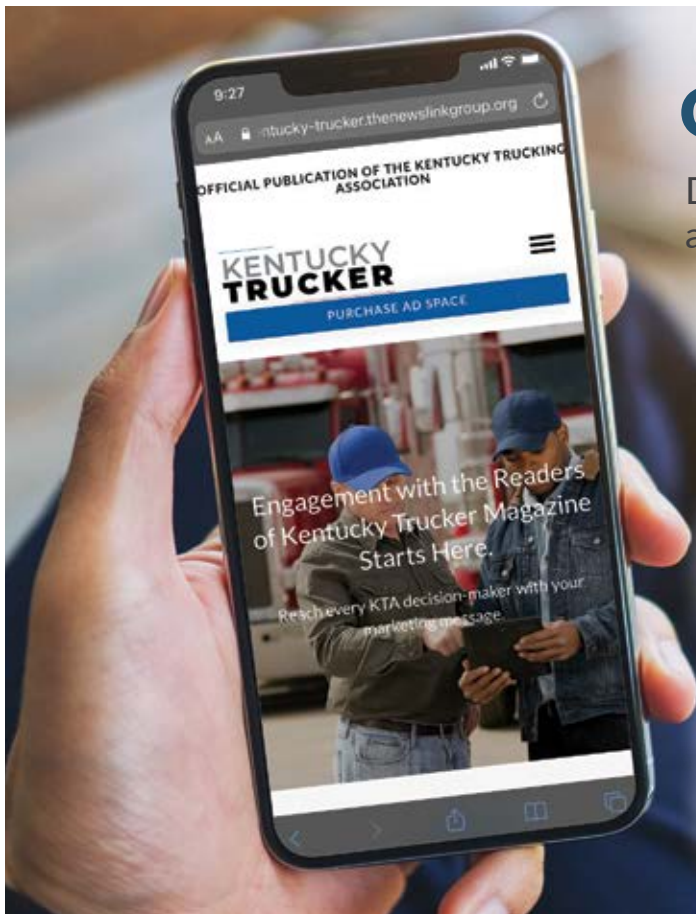
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