

# KENTUCKY TRUCKER

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## KIVI BROTHERS TRUCKING: A FAMILY LEGACY

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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.”

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# Chairman's Corner



**DEWELL GOSSETT**  
Kentucky Trucking Association  
Bulk First, LLC

**O**ur research at the association indicates that 89.2% of Kentucky's communities depend on the truck drivers who bring stores the goods they sell. That makes our industry vitally important to everyone's quality of life.

Being important doesn't mean the job is simple, though. We must overcome obstacles daily. Some of the biggest problems include truck driver shortages, regulatory changes, deteriorating infrastructure, safety concerns such as COVID-19, and managing the logistics of variable costs and cash flow.

I've chaired the board of directors for two years now. During that time, KTA has had significant challenges:

- The lingering COVID-19 pandemic, which all of us would like to move past
- The biggest and fastest fuel cost increases in history
- Supply chain issues on parts that have caused extreme price increases

- Truck shortages that make it necessary to wait for the trucks we order now
- The highest inflation in 40 years, increasing interest rates and the threat of recession
- A continuing driver shortage that has become a regular part of running a trucking company

That's just a partial list, but I hope it gives you a big-picture industry overview. Let's talk about the big problems I listed above in more detail.

## Driver Shortages

You may have heard or read news stories about a national truck driver shortage. One recent article said there are 80,000 more jobs than there are drivers. In Kentucky, many veteran drivers have retired or are retiring, and young drivers must be 21 or older before crossing state lines. However, the Infrastructure Investment and Jobs Act has changed the rules slightly; we now have a probationary period for drivers 18-21; after probation ends, young drivers can drive longer routes alone. Employers continue to monitor them until they are 21, even after the probationary period.

Trucking professionals are going to high school job fairs, some schools offer CDL training, and an advisory team is working to increase the number of women truck drivers.

Trucking can be a good career. The average annual salary is \$47,000, and longtime drivers can earn more than \$100,000. You can earn enough to support your family

well. Most careers don't give you that kind of money for nothing; however, even though trucking can be difficult, the Federal Motor Carrier Safety Administration limits the workweek for CDL drivers to about 60 hours.

## Regulatory Changes

Naturally, regulations are an ever-changing part of life for trucking companies. Three bodies issue new regulations: the Department of Transportation (established in 1966), the National Highway Safety Administration (1970) and the Federal Motor Carrier Safety Administration (2000).

New fuel efficiency standards are being phased in. The process started in 2021 and will also affect trucks in 2024 and 2027. Trucks must be registered, and motor carriers need operating authority to cross state lines. Many drivers need a DOT number, too, for interstate vehicles weighing more than 10,000 pounds. There's a fee to operate across state lines and qualifications for drivers to meet. Drivers must comply with drug and alcohol testing, physicals and enhanced entry-level driver training regulations.

It's a lot. And we haven't even touched on everything else that could change, such as upcoming regulations on truck speed limits, hours of service changes and changing emission standards.

## Deteriorating Infrastructure

Several different factors cause U.S. infrastructure problems. These include underinvestments in public works programs, lack of management and short-term

thinking. Fortunately, the \$1 trillion bipartisan bill President Joe Biden signed in November 2021 will help. Kentucky received a C- from the American Society of Civil Engineers. More than 1,322 highway miles and 1,033 bridges are in poor condition in the state. Since 2011, commute times increased 6.3%, and drivers paid \$444 annually for costs incurred by driving on bad roads. However, between now and 2026, Kentucky expects \$5.1 billion to spend on highways and bridges. Another \$69 million, spread over five years, is expected to finance the expansion of the state's EV charging network. All that money should make a substantial difference and make work easier for drivers.

### Safety Concerns

What can I say about the pandemic that hasn't already been said multiple times? We've been dealing with it in Kentucky since March 6, 2020. As I write this column, numbers have been spiking again. The old saying is that visitors and fish stink after

three days; more than two years after the initial shutdown, it's no wonder people struggle with pandemic fatigue.

Everyone I know wants to end all pandemic restrictions, but we can't yet because the danger isn't over. We have new vaccines on the horizon, and we know COVID has become a fact of life. But KTA is always committed to driver safety, whether it's related to COVID or other health issues. We will always do our best to protect every employee in the industry as much as possible.

### Logistics Management

Most people probably don't appreciate the complexity of transportation logistics or the difficulty of making sure money is available when and where it's needed. If you are involved in logistics, though, you know how hard it can be to solve transportation problems, and you appreciate the hard work, intelligence and skill of those who



We make a difference,  
and our work matters.  
Never forget it.



make it all look so easy to people outside the industry.

### Conclusion

I've talked more about problems than solutions in this column, but I want you to know how happy I am to be involved in this important industry. We make a difference, and our work matters. Never forget it.

Please call me if I can help you or if you have suggestions that would help me and other KTA leaders. It is always an honor to serve you.

Thanks,  
Dewell Gossett

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# President's Message



**RICK TAYLOR, PRESIDENT,**  
*Kentucky Trucking Association*

California sometimes affects Kentucky in important ways. One good example is a recent case about California's AB5 rule in which an appeal against AB5 failed, and the U.S. Supreme Court denied cert. (What does it mean to be denied cert? Fewer than four Supreme Court justices thought the ruling merited a review.) Oregon and Washington are considering copying California and passing similar rules.

AB5 classifies independent trucking owner-operators as trucking company employees. It replaced the 11-prong Borello test that had been in effect since 1989 with a three-prong test:

- A. The worker is free from the control and direction of the hirer in connection with the performance of the work.
- B. The worker performs work that is outside the usual course of the hiring entity's business.
- C. The worker is customarily engaged in an independently established trade, occupation, or business of the same

nature as the work performed for the hiring entity.

From the trucking industry perspective, prong B is the problem. Carriers can avoid prong B in three ways: by converting independent contractors to employees, replacing them by hiring new drivers, or going through a brokerage they create or use, where the broker still has to satisfy the ABC test.

The fine for violating AB5 is up to \$25,000 per violation. It's unclear whether it applies to people who aren't California residents, but who wants to find out?

Upset self-employed truckers at the Port of Oakland protested the new rule with a multiday blockade. The North Bay Business Journal wrote a story about the blockade that appeared Aug. 9, 2022. The story called AB5 "crazily poorly conceived" and said the blockade ended because truckers couldn't afford to lose more income and didn't want to be arrested. It also said AB5 benefits "powerful unions," not workers.

Like many other people in the trucking industry, I was

disappointed when the U.S. Supreme Court decided not to review the AB5 ruling. Everyone in the transportation industry has struggled with supply chain issues for a while. AB5 makes supply chain issues worse because it complicates business relationships and forces companies and truckers to redefine how they do business instead of allowing them to focus on their job and move goods from point A to point B as efficiently as possible. The California Trucking Association even compared the bill's passage to pouring gas on a fire. That's quite a comparison!

However, AB5 also has other problems. People have called AB5 the "gig worker" bill, and it was intended to protect app-based drivers who work for companies like Uber and Lyft. Instead, it has created problems in other industries. The trucking industry is one; musicians and journalists are also affected. It's telling that some professions and occupations are exempt, such as lawyers, medical professionals, financial professionals such as accountants and financial advisers, engineers, real estate agents and insurance agents.



Unfortunately, the courts have decided that AB5 covers all independent contractors involved in transportation. Nailing down the specifics for this too-vague ruling will have to be done through the court system. I think trucking efficiency will continue to suffer, and it could change the trucking industry across the nation.

People predict AB5 will make remaining independent something that is prohibitively expensive. An employer-employee business model is different from a model using motor carriers and owner-operators. Shifting from one model to the other will be expensive and burdensome.

California owner-operator partnerships are eyeing their options. Some may move their businesses; others may choose not to haul loads if they start in California.

We support other associations, like the California Trucking Association, which oppose AB5 because of the potential damage it has already caused. I want to ensure it affects our association's members as little as possible.

“  
The fine for violating AB5 is up to \$25,000 per violation. It's unclear whether it applies to people who aren't California residents, but who wants to find out?  
”

As always, it is my honor and privilege to be KTA's president. If you have questions or concerns about AB5, please don't hesitate to get in touch with me. Let's work together and protect our industry. 🚛



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Your instructor will be Dr. David Guess. Dr. Guess is the Chief Financial Officer and Executive VP for Usher Transport, Inc. of Louisville, KY. Spanning a 30 year career in safety, risk management, human resources, maintenance, and finance, Dr. Guess has been in the trucking industry for 30 years and still holds a Class-A CDL and qualified driver file. He has held leadership roles in the National Tank Truck Carriers Association Safety Council, the ATA Safety Council, as well as having served for more than 18 years as the Academic Advisory Board Chairman for NATMI. Dr. Guess is an adjunct college professor for 2 local colleges in the Louisville Metro area teaching business and HR courses. He is the past Chairman of the Board for the Kentucky Trucking Association. Dr. Guess has taught numerous NATMI courses, training and coaching many safety, maintenance, and HR professionals along the way.



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# A Family Legacy



*Tyler Kivi is the vice president and chief operating officer at Kivi Brothers Trucking, a third-generation family business with headquarters in Duluth, Minnesota, and terminals in Blaine, Minnesota, and Harrodsburg, Kentucky, as well as a logging yard in Kimball, Wisconsin.*

*Tyler's grandfather, Henry Kivi, founded the company with Robert Anderson in 1953 and bought Robert out in 1967. Henry's sons, Mark, Jeff and Robert, formed Kivi Brothers Trucking in 1995. Jeff's sons, Derek, Tyler, and Dakota, bought the company in 2017.*

*KTA recently interviewed Tyler about his life, the family business, why KTA membership is important and his thoughts on the trucking industry.*

## **Please tell us a little about yourself.**

I am 32 years old and the entirety of my work experience has been with the company. At 15, I started working summers as a mechanic in the shop. At 16, I received my license, drove myself to work and washed trucks, and at 18, I earned a class A license and drove locally in Minnesota.

When I was 21, I could leave the state and truck across the country to places like Washington, Alaska and Florida. I explored what transportation is about for two or three years and then transitioned into dispatch. It was very hands-on: wrenching, working as a mechanic, washing, driving and working with customers. My brothers and I started leading the company

in 2017. Derek became the chief executive officer, and I became the chief operating officer. Dakota manages and runs our Heavy-Haul department, which consists of upwards of 60 specialty trailers.

Mark recently received his last check from the company and is enjoying full retirement, but that doesn't mean he won't jump back in the truck once in a while. My dad, Jeff, works in dispatch and is our LTL specialist. He always finds a way to cover the most difficult trucks. Robbie runs our end dump division and still jumps into a truck every day.

## **What about your family?**

My wife Kaitlyn and I moved to Kentucky about five years ago, and it is the perfect place to raise our three children: Austen (5), Jack (2) and Blake (10 months). Kaitlyn is currently working for the company as the director of operations. We still try to take as many trips possible to visit the rest of our family in Michigan and Minnesota.

## **How did the company get started?**

Henry and Robert started Anderson & Kivi Trucking in 1953. In 1967, Robert started a new company called Garith R Anderson Trucking, Inc. My grandfather stuck with what is now Kivi Brothers Trucking.

## **Please tell us about Henry Kivi.**

Unfortunately, I didn't get to learn as much as I would have liked from

Henry as he retired before I was old enough to be around the shop all the time, but he still came to the office every day, sat in a rocking chair and told stories about how he used to truck. He really had a passion for the industry.

### **Why did you join KTA?**

I joined when we first opened our Harrodsburg, Kentucky, location. I was looking for a way to get involved with the local trucking community for networking, friendships, and to find ways to give back to an industry that has given me so much.

### **Why is association membership important to Kivi Brothers Trucking?**

It's a great networking resource. KTA helps us collaborate with other carriers and is also an educational resource. Every month, the association covers topics to help us keep current on laws, legislation and the industry.

### **How did the company get into customized transportation services?**

Many customers offer standard flatbed freight, as well as some customized. Thankfully, we had a great team behind us who really showed up to ensure one specific customer was given exemplary service. That customer gave us the opportunity to haul some heavy excavators and although we didn't currently have the proper equipment, we were not about to let this customer down. We purchased the proper trailer and other equipment needed to be successful with this move and that was all it took — one haul and we were hooked.



*Left to right: Derek, Tyler and Dakota Kivi*

### **Please tell us about the open-deck and heavy-haul industry?**

There's a large list of what we can haul on flatbeds. The list includes lumber and other materials such as siding, ceiling tile, excavators, machinery and steel coils. We can move regular commodities and any building products.

The heavy-haul industry is specialized. It involves moving large, heavy loads of 250,000 pounds or more and can mean having police escorts. Some of what Dakota moves is for mining and forestry projects. He also moves bridges.

### **Please tell us about truckload and less-than-truckload services?**

Our primary focus is on moving truckloads. If someone needs to move less than a truckload, we can quote part of the truckload instead of requiring them to purchase a whole trailer. It doesn't involve mail or parcels.

Less-than-truckload services are a specialty. It takes a lot of planning and specialization with enough freight to ensure it is profitable.

### **How much work do you do with multi-axle RGNs?**

We have a 300-truck fleet. Of those, 50 are multi-axle.

### **What are your company's biggest challenges?**

We are paying high fuel costs and looking for enough drivers and mechanics.

### **How do you plan to solve those challenges?**

Fuel prices are higher than they have ever been and EVs are coming; however, we haven't explored EVs yet. Our long-term goal is to be more efficient. For example, we want to burn less fuel and process paperwork more efficiently.

Drivers want to feel involved with something bigger than driving a truck. Our drivers are often away for 2-3 weeks at a time, which can strain families. Our challenge is finding drivers who want to stay in that market.

Hiring and retention are both important. We want to continue to have a family-rooted culture within the company, and we are involved with helping drivers tie into that culture. We have an open-door policy and will talk to anyone in the company.

### **What are your thoughts about the trucking industry right now?**

Everyone is dealing with the same problems: rising costs and shortages

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of parts and people. Fuel costs are more than double what they were last year. Equipment costs more, too, and everyone wants to find talented and qualified people. We all have to become more efficient.

### Many of your long-term employees have worked for the company for over a decade. What's your secret for employee retention?

I hope everyone who works for us feels like part of the family. In addition, we pay employees a percentage of the revenue, and they make a great living working for us. Some drivers make \$80,000-\$90,000 per year and more. Drivers make more if they are on the LTL side or do specialty hauling. It can be a lot more; we have some drivers who earn six figures. Since they can make more than the industry standard, their earnings give them a leg up.

### Have you had a hard time recruiting drivers?

Hiring has been extremely challenging because the market is challenging. No one wants empty trucks, and every transportation company is looking for drivers. Sometimes other companies can be more competitive than we are.

### How can trucking companies solve the driver shortage?

We must engage with potential employees and change their perspectives so they don't view transportation as a secondary employment option. Changing that perspective has to start at the school level. Getting the younger generation interested in transportation will ensure the industry stays relevant.



I hope everyone who works for us feels like part of the family.

Transportation is about more than driving. It involves logistics, too. In addition to drivers, there are also many job opportunities for dock workers, office driver managers, load managers and mechanics.

Our company isn't currently doing outreach, but several nonprofits are trying to change that. They are on the right track. If classes can be taught about woodworking and small gas engines, schools can also teach classes about transportation logistics.

### Have you had a hard time recruiting mechanics?

It's harder to get mechanics because we are competing against everyone. Engines are engines. As a result, mechanics have versatile skills and lots of opportunities. Competitive diesel shops are partnering with schools to fill the need.

### Is there anything the trucking industry should do to encourage young people to become mechanics?

Reach into schools and let students know about the high pay. We need people to start pursuing transportation as their first option instead of a secondary or fallback option.

### What would you like readers to remember about Kivi Brothers Trucking when they finish reading this article?

The trucking industry is so important and we really need people to start seeing it that way. We are committed to cultivating an environment for our employees that make them feel cared about and give them a sense of family while they are away from home. We do our best to offer new, top-of-the-line equipment and despite the parts and manpower shortage across the nation, we have a great fleet department who do their best to keep the trucks moving. Our entire team is dedicated to the safe transport of freight and we appreciate the communities who support us in doing that! 🚛

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# TRUESDELL'S SAFETY TIPS

By Tristan Truesdell, Staff Assistant, Kentucky Trucking Association

**A**h! “To challenge or not to challenge,” that is the question. In this edition of Truesdell’s Safety Tips, I will discuss “Data Q’s,” some tips or suggestions on how to approach Data Challenges and some things that may not be such a good idea.

DQ’s, Data Challenges, RDR’s, whichever acronym you prefer, all boil down to your disagreement with a violation issued on a safety inspection or crash report. The Data Challenge process in electronic format began February 2004. It’s hard to believe it’s been that long ago.

After 24 years of CMV enforcement, do I believe DQ’s are a good idea? Absolutely! In those 24 years, I can confirm that enforcement does and will continue to occasionally make mistakes. In the right context, I believe DQ’s are a good thing. Provided they are presented with some sort of tangible or supporting evidence, they should be honored by the enforcement agency. With that said, let’s look at some tips that hopefully will help you “win” your data challenge.

## Best Practices:

- **Photographs/Video** — I suggest having the driver take photographs and/or video of the alleged violation as soon as it is practical upon completion of the inspection, especially if the driver thinks the violation is in error. This will show the condition(s) at the time of the inspection.
- **FMCSR/Statute** — When making your challenge, reference the FMCSR (Regulation) or state statute. This will show you are aware of the regulation/statute with which you have been cited and it could be an instance where that regulation/statute is inaccurate for the violation alleged. Or in an instance where the officer/inspector has interpreted

the regulation improperly, or it is just not the correct regulation/statute for the alleged violation.

- **HOS Violations** — I suggest sending the entire eight days of logs that incorporate the day of violation. This is two-fold. It will show the driver’s last qualifying rest period and will eliminate the enforcement agency from asking you to send logs for additional days to better review the HOS violation(s). Any additional ELD data that helps support the version of events should be sent as well.
- **CDL/Medical certificate** — Send any documentation issued by the state drivers licensing agency. This should refute any “expired/suspended” violation(s) situations. I emphasize any “email confirmations” the state might provide when the medical certificate is submitted. This may vary from jurisdiction to jurisdiction, but with regard to Kentucky, they do send a “confirmation” showing the certificate was received. **DISCLAIMER:** §383.73(o) gives the state 10 days to post the medical certificate information to the CDLIS record.
- **Data-Q Timely** — Send the Data-Q in a timely manner. The guidelines allow the carrier to challenge any violation up to three years from the date of the inspection. However, “just because you can, doesn’t mean you should.” You should take enough time to research the violation to make a valid challenge; however, I recommend making the challenge with the event(s) still fresh on the mind of both the driver and enforcement officer.
- **Violations with Associated Citation** — These are most likely the easiest to challenge. If the driver is issued a citation and it is subsequently dismissed by the court, you should gather your

court documentation along with the citation and inspection report and submit it through the Data-Q website. It should be noted, even though the citation is dismissed, and the dismissal is entered into the system, the CSA points are removed from the calculation. However, the violation is not necessarily “removed” from the record. It can still be seen by FMCSA and enforcement personnel but should not be visible to the public.

Note: This should not be confused with a standard DQ, where there is no citation issued. If the enforcement agency determines the violation is incorrect, they will remove the violation from the record, and it is no longer visible to other enforcement or the public.

- **Crashes** — Depending upon the situation, this too can be simple. As with all data challenges, I recommend researching the report and gathering as much information as possible, whether that be photos or video, statements, etc., before you draft your challenge. Some of these can be as simple as the reporting officer identifying you (the carrier) inaccurately by using the wrong DOT number.

If you are aware of the correct carrier in this type of situation, I recommend sending that information as well. NOTE: The state agency does not have the capability to determine if the crash was “preventable” or “non-preventable.” That determination is still up to FMCSA and should be directed to them through the Data-Q website by submitting to the appropriate link.

- **Data-Q User Guide** — Lastly, I would refer you to the Data-Q user guide found on the website. This is a great reference with tips and help for the novice DQ submitter.

### Best Practices...Well, Maybe Not!

These next few items could be characterized as perhaps “popular or trending,” but they may not be the best ideas for challenging a violation. Speaking from experience and dealing with DQ’s for more than a decade, I’m not saying you cannot challenge whatever you want; I’m just trying to help you make the best of your time and energy.

- **DQ Everything!** — I do not recommend challenging every violation on every inspection “just because.” This tends to create “tension” right

from the start. Especially if you, the carrier, already know it is a valid violation, i.e., “We would like you to remove this flat tire violation, because we take safety seriously and the driver had nothing to do with getting a flat tire.” This statement would most likely be 100% accurate. The carrier is safety conscious, and the driver did not intentionally get a flat tire; it just happens. And yes, it will count CSA points against your score. However, most enforcement agencies are just doing their jobs; they can only take the violation at face value. A flat tire is a violation of §393.75(a)(3), it’s not personal, it’s just part of enforcement’s philosophy. At the time of the inspection, they observed a violation, and they note it on the inspection report.

- **Professional** — Submit the data challenge in a professional manner. Refrain from being accusatory or belittling of the officer, and don’t use profanity. This will go a long way with the person(s) reviewing the challenge. It’s completely acceptable to submit your “viewpoint” but try to not submit your “opinion.” It’s a fine line between the two, but if you remain professional and describe the events from your perspective with facts it usually has a better outcome.
- **False Information** — I would strongly suggest not submitting anything knowingly false. Knowingly sending false information can only be a detriment to the situation. It is just not worth it. As Sgt. Joe Friday would say “just the facts.” For those readers not familiar with the reference; Google/YouTube the old T.V. show “Dragnet” or “Sgt. Joe Friday,” then you’ll understand.

In summary, these are not absolutes but rather suggestions to hopefully help you with the Data-Q process. The most important take-away from this topic would be this: the DQ process is to correct inaccurate information on a safety inspection, that in turn affects your CSA score. To be successful, you must complete the challenge in the most professional and timely manner possible. I also recommend, when making your challenge, you provide some sort of evidence and/or documentation as to indicate why the violation is inaccurate, so it may be removed from the inspection report. Both professional tact and a timely manner will be advantageous to you winning the challenge. 🚚

*Tristan Truesdell is the Staff Assistant for the KTA and is a retired Captain from the Kentucky State Police with 24 years of CMV enforcement experience.*



# 2022 TRUCK DRIVING CHAMPIONSHIPS



**A**fter a two-year delay due to the COVID-19 pandemic, we finally got to the third weekend in May of 2022. This is when one of the KTA's greatest events — the annual Truck Driving Championships — was held at the Kentucky Motor Speedway in Sparta, KY, with Belterra Resort being the host hotel for the awards banquet.

This year the KTA TDC Committee registered 88 professional drivers competing in nine different classes. We hope this means we are doing something right, by giving the drivers the recognition and VIP treatment they should be receiving daily for their attention to safety. These professional men and women stepped up these past two years — while most people were home with their families — to deliver the goods we use every day including PPE, pharmaceuticals, and even the COVID-19 vaccine. Thank you for keeping America moving forward!

The event begins once drivers register by submitting their eligibility packets, which include an entry application, their CDL, driving history record,

National TDC Form, and their entry fee. This year, we switched administrative software for the event which was a tremendous help in preparing for this event and for future competitions.

An event of this size is no weekend project; it requires the hands of many talented folks, countless hours of labor, generous donations, and companies willing to volunteer and supply well over \$2 million dollars in equipment offline to allow three days for this to take place.

On that note, we want to personally extend our appreciation, gratitude, and sincere thanks to all the 2022 sponsors: M & M Cartage, UPS, FedEx Freight, Walmart, Usher Transport, Trivista, Hill Transportation Services, FedEx Ground, the Kentucky State Police — Commercial Vehicle Enforcement, Louisville Metro Police Department, and Lexington Metro Police Department. Without their equipment, personnel, and monetary donations, this event simply would not have taken place.





Let the competition begin!

Friday night, all the drivers gathered in a ballroom at the Belterra Resort and Casino to review the rules and road course problems. Once completed, it was time to test the drivers' knowledge of the 2022 Facts for Drivers.

Saturday morning, 8:30 a.m., began the "big day!" Drivers reported to the "bull-pen" area and after the course "walk-through" they settled into their "home" for the next few hours and waited to be called one by one to their respective competition courses. Drivers competed at two levels: first, each driver completed testing in the pre-trip inspection area. Next, they moved to the skills course. Following completion of the skills course, drivers were released until the banquet that evening.

Banquet and awards time! All the years' safe driving, planning, preparation, practicing, skills, and testing came down to just one grand finale Saturday night. Drivers and their families filled the banquet hall in

anticipation of winners being announced in each of the nine classes.

We would like to extend a huge thank you to all the family, friends and company team members in attendance on Saturday to cheer their competitors/teams to victory. A big thank you to FedEx Freight and UPS for providing and cooking lunch for all in attendance. Also, we really appreciate Bobby Covert, retired UPS, and the Kentucky Road Team for organizing a classic truck show for all to see — the vehicles were amazing!

We would also like to thank and recognize our 2022 TDC Chair Matt McHendry; FedEx Freight, Vice-Chair, Marcus Potter; UPS, and all our other committee members: Dallas Barnes, Jerry Ogle, Brian Runnels, Stewart Easter, Sgt. Jared Newberry, Tracy Stephens, Bill Wright, Justin Willard, Tristan Truesdell, and all the volunteers who stepped up to help us run and coordinate the TDC this year. Job well done by all, thank you!

*continued on page 18 →*

The TDC Committee and KTA wish to say,

# Congratulations!

## 2022 KY TDC Champions!



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#### STRAIGHT TRUCK

Jesse Benkert, *FedEx Ground*

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#### FOUR AXLE

Mark Brooks, *United Parcel Service*

#### FIVE AXLE

John Higgs, *FedEx Freight*

#### SLEEPER BERTH

Chris Turner, *WalMart Supply Chain*

#### FLATBED

Dale Brenaman, *United Parcel Service*

#### TANK

Jerry Wrinkle, *WalMart Supply Chain*

#### TWIN

Derek Schweinhart, *FedEx Freight*

#### HIGH EXAM

Dale Brenaman, *United Parcel Service*

#### HIGH PRE-TRIP

James McNulty III, *FedEx Express*

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Jerry Wrinkle, *Walmart Supply Chain*

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# KTA

## GOLF CLASSIC

**O**n June 16, our annual KTA Golf Classic was held at the beautiful Wildwood Country Club in Louisville, Kentucky. We began with registration, mulligan sales, and handing out our tee gift sponsored by Liquid Transport. Thanks to our lunch sponsor, Usher Transport, we began the day with Wildwood's delicious cheeseburgers, hotdogs, and all the sides in their brand-new bar. Of course, we had plenty of refreshing beverages to wash it down and get our members in the best mindset to make all those birdies.

Time to tee off, ladies and gentlemen — start your golf cart, sponsored by Kenworth of Louisville — Palmer Trucks. Thankfully, no rain, but when I said it was hot, it was HOT! Beverage carts to the rescue. Our beverage cart sponsors, Bulk First and Great West Casualty, made sure we all stayed hydrated with plenty of 12-ounce — hmm — water and sports drinks.

We had plenty of activities and opportunities on the course beginning with the famous KTA Golf Cannon that uses 80 lbs. of CO<sup>2</sup> pressure to launch the golf ball 280 to 300 yards. All you hackers can thank me later.

The four par 3's had hole-in-one prizes, including \$10,000 on hole 18, one of the most challenging par 3's you will play anywhere. The hole-in-one and

closest-to-the-pin prizes were sponsored by Hill Transportation Services Inc. No hole-in-one prizes were given away this year, but we did have a tee shot on 18 that ricocheted off the patio area and then into the pool area and found its way just off the green — two putts, routine par.

Closest-to-the-Pin prizes were awarded to John Webb and Blake Schmidt. Hidden Creek Transportation and Trivista sponsored our long drive contest for men and women — the Rogers Trucking Co. group swept these prizes. Congratulations to Kate Breeding and Chaz Giles. Other hole sponsors included M & M Cartage Co., Kentucky Truck Sales, IMI, Morgan Trevathan & Gunn, Midwestern Insurance, Mercer Transportation, Pilot Flying J, Martin's Peterbilt, FedEx, and Marvin Johnson & Associates.

The day was almost over, so it was time to meet back in Wildwood's new bar for some adult refreshments and tasty hors d'oeuvres to celebrate our time together and award a few prizes. We really appreciate Rogers Trucking Co. for sponsoring the awards ceremony. We began the ceremony by randomly drawing names for some of Kentucky's finest spirits — Charles Breeding and Rusty Burnett were the winners. Our second-place team with a score of -13 included Kristeena Breeding, Kate Breeding, Charles Breeding, and Chaz Giles. The winning team with



a score of -14 was Al Lynch, Lee McCormack, John Webb, and Brent Lewis.

We all had a great time! Thanks to all who volunteered and played in the event. Thanks to Wildwood's Pro Shop and food and beverage staff for making us feel welcomed and for taking care of our needs. We look forward to seeing you back on the golf course in 2023.

Our preliminary date for next year is June 15, 2023. Please invite your customers, clients, colleagues, and friends to participate. If you're not a golfer, we can use your assistance, so please consider volunteering.

We end this article with a quote from George Archer and a good piece of advice from Dean Martin. Mr. Archer said, "Golf is like hunting and fishing. What

“  
We all had a great time! Thanks to all who volunteered and played in the event.”

counts is the companionship and fellowship of friends, not what you catch or shoot.” And Mr. Martin said, “If you drink, don't drive. Don't even putt.” 🚗

# FROM UNDER THE TRUCK to BEHIND THE WHEEL

By Tristan Truesdell, Staff Assistant, Kentucky Trucking Association



**T**his is the first installment of what I hope will be a continuing feature in the magazine that takes my viewpoint through an enforcement lens to one of a driver. This edition describes my “journey” in obtaining my Class A CDL. And as I don’t particularly care for the tagline “journey,” I’ll instead use the term “adventure.”

I want to begin by saying I have always respected truck drivers. Though I’m certain over my enforcement career, some of them probably didn’t think that was the case, but it truly was. And after getting a taste of actual driving, I assure you, I respect what these men and women do every day.

So, with that, let me tell you my story. With the looming of

the “ELDT,” Entry Level Driver Training requirement that went into effect Feb. 7, 2022, I obtained my Class A permit in December 2021. I did it the old-fashioned way: studying the CDL manual. I believe I had a leg up, as I enforced the CDL/FMCSR rules for 24 years, so this was not like trying to learn Latin in a couple of weeks. I studied, read the manual, and in late December 2021, obtained my Class A permit, not knowing where I would get a truck or how I would get through the actual skills/driving portion of the process. I figured I would wait until the weather warmed up before I tried to tackle the driving thing.

As my permit time limit was approaching, I made a few phone calls. I spoke to Jason Staker with Truck America Training, a CDL

training school in Shepherdsville, KY. I explained that I had already obtained the permit and was desperately seeking help with the skills/driving portion of the process and asked if he thought he would be able to work with me. After some discussion, Jason agreed they would help me by giving me some basic instruction. If I could come once or twice a week to their driving range, he thought I would get enough practice to enable me to pass the skills portion. This would not be the normal training process, and some of the training would take place on Saturdays due to scheduling conflicts. Truck America Training made some concessions for me, which I appreciated.

The first instructor I trained with was Dale, aka “Big Daddy Dale.” Dale is a veteran driver with tons of

experience in commercial driving. He was very curious why I wanted to get my CDL, and my answer was easy. I explained I worked for the KTA, was retired from enforcement and just basically wanted to go through the process. Chances were very slim I would drive a truck as a profession, but I just wanted to get those credentials, so I would have an idea of what a driver experiences day to day.

Without further question, Dale made it his mission to teach me how to drive a big truck. I can't thank him enough for his time and effort in the cause.

At the beginning of my first lesson, I tried very much to be humble but not completely green. They explained the in-cab and pre-trip were the two things where students usually had difficulty. I explained my background and started to show some of my expertise with naming the components, and they seemed a "little" impressed. Well, I know the difference between a brake chamber and a mud flap, and I was also aware the fifth wheel was not the spare! So began the instruction with straight line backing, offset backing, and parallel parking. I must say this: Truck America Training has its instruction down to a science, especially for those who have never been around a truck before. They were teaching people from all backgrounds to drive a truck, and most people did not have backgrounds within the trucking industry.

I began the driving instruction in March. I would just work out a day of that week best for all involved and make the trip to Shepherdsville to practice. When Dale was not available, Eddie would give me pointers and help me get the truck where it needed to be. Again, I never dreamed I would be trying to parallel park a 48' foot trailer. In fact, I would have put good money on the distinct possibility of never being able to parallel park a big truck, but sure enough, I put it in the space several times after some practice, and several



trial runs. Did I mention that was after a lot of practice?

On my second trip, we did some practice runs of the skills test, backing, parking, in-cab, and pre-trip inspections. I didn't do too bad. The instructor said I needed to study as my knowledge was there, but my verbiage wasn't in line with their curriculum. I mean, this is what they do, day in and day out, so I would learn their way. I practiced according to their procedures, and things began to click. On my second Saturday, Dale said, "Well, we'll have to take a ride," meaning we were going to go out on the road with live traffic. To clarify, I usually do not get nervous, but this was a new experience

I was not exactly sure about. It was clear that this would not be the same as pulling a car trailer behind my F-150. We did all our in-cab/pre-trip stuff, and out to the road we went. I figured we would stay close to Shepherdsville, which would be a short 20 to 30-minute trip. As we neared the ramp for I-65, I was instructed to take the ramp and head south on the Interstate. My response? "We're going onto arguably the busiest interstate in Kentucky?" Instructor Dale responded, "Trial by fire, brother, trial by fire."

Up until that point, I had never driven a truck of this size. Over my career, I might have moved a truck from the inspection barn

*continued on page 24 →*

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to the parking lot due to the driver being incapacitated, but I never moved the truck out of first gear. And it would have been within a somewhat controlled environment. I'm not admitting to anything, but back then, cameras were not widespread like they are now. Was it legal? Probably not, but we were trying to save the carrier \$1,000 to \$1,200 for a wrecker to pull the truck out of the inspection barn 300 feet into the parking lot! Again, this was 20+ years ago, so I'm pretty sure *if* that had occurred, I would now be well beyond the statute of limitations for any transgression. Wink-wink.

On to I-65 we go, the instructor confident; me, not so much. What had I gotten myself into? This was real, and it took all of about 60 seconds to realize a professional truck driver is a very skilled individual. I mean, there are a ton of things to remember. Your speed, distance to the car in front of you, the car in the lane next to you; check your mirrors, the roadway; check your mirrors, construction, motorcyclist; check your mirrors, shifting gears (on which I will elaborate later), watch your speed, check the gauges, watch the trailer placement in the lane, and check your mirrors again. Talk about wash, rinse, and repeat; this is it, in a big truck, and this was just a practice drive with no freight and really no time pressure.

The shifting! Ha! I have always considered myself a "car guy" and was confident about driving a manual transmission truck. Boy, that was a mistake. I did not realize the transmission in a truck is not synchronized like that of a car. Most seriously, that was probably the hardest lesson. Double



Now, I can drive a stick shift car with the best of them, but double-clutching a ten-speed was a bit more difficult than I had ever imagined.



clutching, both upshifting and especially downshifting, is like a ballet lesson. I'm a terrible dancer. No, that is not exactly true; I can't dance at all. Now, I can drive a stick shift car with the best of them, but double-clutching a ten-speed was a bit more difficult than I had ever imagined. With guidance from my instructor, I was getting it, but it was humbling.

What I thought would be a short, quick drive ended up being a four-hour round trip, down the interstate in traffic, to Hodgenville, then over to Fort Knox, and finally back north to Louisville.

My instructor was brave. The only difference between a 7-year-old and me at this point was merely the gray in my hair. I grew up with "Smokey and the Bandit," "BJ & the Bear," "Convoy," and "Movin On." If you are not familiar with any of those references, there is nothing wrong with you; it just means you were most likely born after 1980.

Just to prove that I am a humble, down-to-earth person, you'll love this next part. On one Thursday, Dale was not available, and after I practiced my skills on the range,

another instructor, "JD," said he would take me out for a short practice trip. I again explained my situation and even admitted I was not exactly a "gear jammer." Oh, I could grind the gears, but clearly, I was not yet accomplished at the art of "double clutching."

Which brings me to my funniest story to date when it comes to driving a truck. You must keep in mind this was only the second time I had driven a truck outside the confines of a parking lot in live traffic. I was doing pretty decent for only the second time out, and JD and I came to a stop sign in this industrial park. I was building my confidence with the gear shifting thing. However, upon stopping, I forgot to put the truck back into low range, and when I let out on the clutch, we were not in 5th gear, we were in 10th. It did not go well. The truck stalled, and here I am trying to keep it rolling, turn it without hitting anything, and JD says, "Go ahead and start it." Well, it was, of course, a natural reaction, and I was already ahead of his instruction. The only problem was, the seat belt tensioner had already locked due to the slight downgrade, and I could not lean far enough forward



to reach the key. I wish there were a video of this incident because it must have looked hilarious.

My instructor is telling me to restart the truck, and I'm saying, "I can't!" He is asking, "What do you mean? Just start the truck." And again, I cannot reach the key because of the seatbelt tensioner. Finally, I unbuckled it at an extremely low speed to reach the darn key and explained what had happened. For the record, I did get the truck restarted and back in gear before we stopped forward motion, and I did not hit anything. That should count for something! We both laughed and went on like it was just another day. I am certain I was not the first student to stall the truck during instruction, but likely the first that couldn't reach the key because of the seatbelt! JD was an excellent instructor, and even with my novice shifting, he put me at ease and was very reassuring.

So, after a truly brief time of actual driving on the road and not much more on the range, Jason came to me and said, "We might have a problem with your test date." He explained they may not have enough trucks available for the date in question and asked if I could change my test date. I made another call to see if any other dates were available. Lucky for me, there was a cancellation for the following day. I took it hoping to get this testing thing out of the way. Armed with limited experience, as happens with every new commercial driver, I took the CDL skills test.

I passed!

Barely, but according to everyone, "a pass" is "a pass," whether it is horseshoes, hand grenades, or CDL tests!

The main reason for this "semi-humorous" story (get it? "semi-humorous"), is this: I wanted to see the process from the other side. I wanted to feel what it was like to drive a big truck. I cannot emphasize enough what you already know: what these drivers do every day and what they put up with regarding all the traffic, construction, and other "non-driving" individuals on the road.

With my adventure, I reinforced a few things I already knew but had never experienced. The first: we should not forget this is a tough job, and driving a truck cannot be taken lightly. Things can change in less than an instant,

and the consequences could be catastrophic. Secondly, I cannot express my respect for the men and women who drive professionally every day. You rock! Thanks for doing what you do.

Lastly, I would like to thank Jason Staker and all the instructors at Truck America Training for being so friendly and helpful. I could not have accomplished this adventure without your help.

Until next time from "Under the Truck to Behind the Wheel." 🚛

*Tristan Truesdell is the Staff Assistant for the KTA and is a retired Captain from the Kentucky State Police with 24 years of CMV enforcement experience.*

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# KTA: COUNTER HIGH DIESEL FUEL PRICES WITH SMART CHANGES



**P**rofit margins are crucial to running a successful business. In a competitive market when costs are higher than usual, it's important to keep an eye on them.

You already know that diesel fuel prices are high. According to the U.S. Energy Information Administration July 25, 2022, a gallon of diesel in June 2022 cost \$5.75. Of that \$5.75, crude oil accounts for 47%, refining 29%, distribution and marketing 14% and taxes 10%.

The following table shows a few of the prices recorded July 25, 2022, along with the one-year price change. Gas and diesel are listed so you can see how much more expensive diesel is than gas and how much bigger the price hike is for diesel. Also, although Kentucky isn't on the coast, it's often grouped with east-coast states. Regardless, truckers travel everywhere in the continental U.S. and sometimes into other countries such as Canada or Mexico. They are likely to encounter a wide range of prices.

Region	July 25, 2022 (Gas)	One-year change (Gas)	July 25, 2022 (Diesel)	One-year changes (Diesel)
U.S.	\$4.330	+1.194	\$5.268	+1.926
East coast	\$4.206	+1.197	\$5.299	+1.988
Midwest	\$4.227	+1.197	\$5.241	+1.983
Gulf coast	\$3.831	+1.025	\$4.911	+1.832
Rocky Mountain	\$4.656	+1.058	\$5.389	+1.742
West coast	\$5.266	+1.383	\$5.982	+2.048
West coast minus California	\$4.931	+1.379	\$5.615	+2.005

Semi-trucks have a capacity of 120-150 gallons. Experts recommend filling up to 95% of the total fuel capacity and never

going below 25%. That means someone filling the tank when it is 25% full would need to buy 84-105 gallons of diesel and (if you use the U.S. average reported for July 25, 2022, and round down) spend more than \$440-\$550. Multiplying the number of gallons by the one-year increase for diesel, the cost is more than \$160-\$200 over what the same fuel would have cost a year earlier.

Regularly repeat the process — which must be done as part of the cost of doing business — and watch the profit margins go down. Alternatively, you can use the following techniques to improve your gas mileage, compensate for higher prices and increase profit margins.

## Train Drivers About Efficient Driving Techniques

**Acceleration:** Since acceleration burns extra fuel, driving at a constant speed and avoiding acceleration as much as possible saves fuel. Strongly consider cruise control or adaptive cruise control, or anticipate acceleration points and accelerate as smoothly as possible. There's a side benefit to avoiding surges of acceleration: it is easier on the engine.

**Braking:** Do what you can to avoid frequent, continuous braking. You lose energy every time you brake. Instead, maintain a good distance between your vehicle and whatever is ahead of you, and try to anticipate the need for slowing down. Also, pay attention to changing road conditions to avoid surprises.

**Shifting:** If you have to shift manually, you burn extra fuel every time because the

RPMs increase. Minimize shifting, and when you do shift, try to shift while the RPMs are still low.

**Speed:** Once you reach over 60 mph, you use a tenth of a gallon more for every hour and every mile you drive. The fuel economy improves by 27% if a driver travels at 65 mph instead of 75 mph.

**Idling:** If you can reduce idling by 10% annually, you will improve fuel economy by 1%.

### Invest in the Right Equipment

Check out the truck specs and buy trucks suited to the loads they haul. Invest in engines with high horsepower for heavy loads or use on rough terrain. And engines are easier on fuel if you haul lighter loads.

Telematics systems improve communication and can help you coordinate between drivers and fleet managers. The information you gain will give you information to reduce wasted fuel. For example, it can monitor drivers and emissions, verify fuel purchases and give you valuable feedback about truck operations.

EVs and hybrids can reduce fuel costs dramatically. There's a big national push toward electrification; if you buy new equipment, consider what else is available besides a diesel engine.

### Know and Maintain the Equipment

Preventive maintenance saves fuel. In addition to maintaining the engine, be sure to include the following:

- All engines have a sweet spot for the most efficient running speed. Find the correct RPM and drive accordingly.
- Regularly check any aerodynamic equipment to ensure nothing is dangling, dented, ripped or torn. Look at the tractor-to-trailer gap, too. Minimize it. Underbody trailer skirts can also help because they reduce wind drag during highway travel.
- Check the tire pressure regularly, especially since it is affected by hot or

cold weather. Underinflated tires reduce fuel efficiency. If the tire pressure is 10 psi under what it should be, fuel consumption will be 0.5-1.0% higher.

- Monitor the diesel exhaust fuel. The exhaust will tell you whether the engine is working efficiently. Inefficient engines burn more fuel.
- Please pay attention to engine fault codes and deal with them promptly.

### Plan Ahead

Before starting any road trip, map out the shortest route with the fewest stops. Also, pay attention to when you might encounter rush-hour traffic.

### Check Gas Purchases

Make sure to monitor all fuel purchases made for each vehicle.

### Conclusion

Diesel prices are high and experts agree these prices are here to stay for the near future. Consider some of the tips mentioned to achieve maximum use from every last drop of fuel purchased. 🚛



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# INTEGRATING YOUNGER ADULTS INTO TRUCKING CAREERS



**T**he American Transportation Research Institute (ATRI) published a report in July 2022 written by two research analysts, Alex Leslie and Danielle Crowover. The report is about successfully helping people between 18 and 25 into long-term trucking careers.

According to the report, there are efforts on a national level to address shortages. Congress changed the rules for interstate truck driving in November 2022; the new rules went into effect Feb. 7, 2022. The goal is to increase the number of young drivers who can enter the industry. For example, a new national field test allows drivers aged 18-20 to enter a driver apprentice program. Although there are rules to ensure safety, these young drivers can now participate in interstate freight commerce. The program should encourage more potential drivers to consider a trucking career since they are no longer limited to intrastate trips during their first years after high school graduation. ATRI published a report called Predicting Truck Crash Involvement in 2018 to examine how age affects crash risk. A customized Young Driver Assessment Tool is currently being tested; its purpose is to identify young drivers with the same characteristics as safe veteran drivers.

The report also found that diversification efforts are having an effect. Approximately 42.3% of trucking industry drivers are part of a racial minority. That is a 30% increase over the last decade. If you want to find a largely untapped resource, there is still plenty of room for hiring more women, who make up only 7.8% of truck driving jobs.

Additionally if you want to hire more young people, it helps to know what they generally consider to be important.

Diversity matters to millennials (1981-1996) and Gen Zs (1997-2012). All employees want to contribute to a successful company, be paid well and be valued for their work. However, younger employees differ on specifics.

Millennials are beginning to enter leadership roles. They remember the time before Sept. 11, 2001, and before the internet was available almost everywhere. Although they want work to be engaging and challenging, millennials and Gen Z have greater job loyalty than Gen X (1965-1980), because when they feel committed to their work, it becomes more meaningful. Also, management quality matters to them. But there's a downside: if they don't think work is meaningful, they are likely to leave. That might be fine if someone doesn't fit within a company, but it's a problem when there are so many open jobs for so few people.

Gen Z experienced the War on Terror, the Great Recession and the pandemic. They want their employers to share their values. However, they only started entering the workforce after 2010, so it's a little early to understand them.

Millennials and Gen Z employees value flexible, adaptable, creative and tech-savvy businesses. They think work and life are connected, want equality in the workplace, and appreciate mentoring and immediate feedback about their performance throughout the year. Since they want their work to be meaningful, they can be unengaged without that. Millennials, especially, want to learn, grow and advance. Where 69% of older generations thought growth and development were critically important, 87% of millennials do.

One of 2021's top priorities for the American Transport Research Institute's Research Advisory Committee was identifying recruitment strategies and industry "best practices" to train and retain younger employees and drivers (ages 18-25). For example, one suggestion was to develop high school trucking clubs. Another was to recruit drivers internally from nondriving jobs. Fortunately, most of the research analysis would also apply to employees who are 26-30.

Each company must decide how to frame their work in a meaningful way for their employees. They will also need to focus on recruiting younger drivers. The ATRI report offers a good starting point in the conclusions

section. Key findings based on survey responses are divided into three categories: best practices for recruitment, training and retention.

## Recruitment

High pay motivates young employees, but 60% considered other factors as equally or more important. Common responses included having a stable career path and a schedule that allows them to balance work and personal life. A love for driving was another important factor.

Greater transparency about what the job entails would be helpful. Young drivers want a clear understanding of any job expectations and requirements. They would appreciate being able to watch “day in the life” videos or access other content that would help them better understand what a trucking job is like.

Company culture matters to 84% of younger drivers, and 73% have someone in their family with a trucking background who introduced them to the industry. They value community, and they offered concrete suggestions for building it:

- Promoting supportive managers
- Giving employees a firsthand understanding of other roles
- A willingness by managers and other co-workers to provide flexibility when necessary
- Asking for and sharing successful strategies
- Providing casual social opportunities among employees

## Training

According to 20% of those surveyed, trainers need more training themselves. Approximately 14% wanted more driving time and more driving variety. Young employees would also appreciate more mentoring to help them gain experience and perspective about how to work better.

Young employees also think training should include topics other than driving. They want to know how to resolve conflicts better, understand other aspects of moving freight such as budgeting, yard work and loading, and learn a wide range of other additional skills that allow them to fit better into the company culture.

## Retention

The ability to earn a large, stable income is often why new employees gravitated toward the trucking industry. Raises are a reminder of that and provide a reason to stay.

Apprenticeship programs improve retention. Why? In part, apprenticeship programs convince employees that their employers value them enough to invest in their development. That’s a powerful message.

Relationships between employees matter. That is particularly true for relationships between older drivers and the younger drivers they mentor.

Young drivers like to communicate their concerns to management. Communication can take place directly or through company surveys.

Young drivers like flexible schedules, but they also like consistent schedules. Companies that offer regular home time and hybrid jobs appeal to nontraditional trucking industry employees such as women.

## Conclusion

The trucking industry needs to attract younger employees. Doing so currently involves creating optimal work environments for millennials and Gen-Zs.

The most effective practice to retain young drivers in small or large fleets is to increase their pay. Expanded benefits, health insurance and a 401(k) are also important. So are vacation days, sick days or paid leave. Giving drivers control and flexibility (over their hours or route) is helpful, especially if it means more time at home. Finally, young drivers appreciate good management, feedback and mentoring. They also like training opportunities and tuition reimbursement.

The more you make young employees feel they have control over a well-paid career in a positive work environment that will give them opportunities to grow over time, the more likely they will decide to stay with your company. 🚛

*To download the full report, please visit <https://truckingresearch.org/2022/07/11/integrating-younger-adults-into-trucking-careers>.*



# WHY TRANSITION TO ELECTRIC REEFERS NOW?

**T**here are two compelling reasons to make zero-emission, all-electric TRUs (eTRUs) part of your fleet sooner than later: economic and environmental.

First, the economics. There are currently Federal and State government incentive programs that will cover as much as 50% of the cost of new electric TRU trailers. This funding was created to promote industry acceptance of eTRU's zero-emission technology but will only be in funded for a few more years.

eTRU's also provide fleets reduced operating costs. Savings are due to eliminating diesel fuel and reducing TRU maintenance. Electric reefer units also have an asset life of 10-12 years compared to 5-7 years for diesel units.

Second, government environmental and emission-reduction regulations are here to stay. While California may lead the country in environmental regulations, some cities and states across the country are following suit – both with penalties for CO2 emissions and attractive incentive programs. Today, states on the opposite coast, such as New Jersey and Florida, also offer incentives to purchase or lease EVs and eTRUs, including grants, rebates, tax credits and even loans.

For some, helping the environment is enough. For others, the math makes transitioning from diesel



to electric TRUs a no-brainer. So, let's look at diesel TCO (total cost of ownership) vs. electric TCO.

Initially, early-adopters can see significant cost benefits at eTRU trailer acquisition. DERA, the federal government's Diesel Emissions Reduction Program provides a 45% reimbursement for new all electric trailers.

For fleets running primarily in California, the California Air Resources Board's CORE program provides up to \$65,000 in incentives for clean-running equipment, plus \$3,000 per charging plug. California also provides up to 50% reimbursement of new all-electric TRUs and trailers through the Carl Moyer Memorial Air Quality Standards Attainment Program.

Incentives aside, the operating cost savings eTRUs provide are indisputable, and easily calculated.

For example, let's assume your diesel TRU has 2,000 annual run hours, and its diesel fuel consumption is .8 gallons per hour. That equals 1,600 gallons of diesel per year. Let's assume diesel is at \$3.98 per gallon, (California diesel

is currently at \$4.75). Your annual diesel TRU fuel costs would be \$6,368, while an all-electric TRU's fuel cost is zero.

Now let's add diesel TRU maintenance costs to the equation. We'll be conservative and assume diesel TRU's maintenance costs are only double an electric TRU's. Assuming a cost of \$1.50 per hour and 2,000 hours of run time, a diesel TRU would cost \$3,000 per year to maintain (not considering downtime). Based on its simpler design, an all-electric TRU would only cost \$1,500 per year.

So based on this scenario, total annual savings per TRU trailer would be \$7,868 not including incentives. On Oct. 13, 2021, CALSTART invited eNow and XL Fleet to address the "total cost of ownership" — the costs, savings, and incentives for electric TRUs vs. diesel reefer TRUs. The CALSTART webinar can be seen at this link: [www.youtube.com/watch?v=u8CWu\\_BylH8](https://www.youtube.com/watch?v=u8CWu_BylH8). 🚚

*To learn more about eTRUs or to get a custom quote, please contact DJ Rubino of eNow Energy at (401) 732-7080.*

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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.

## Infinit-I Workforce System

The Infinit-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](mailto:info@kytrucking.net) for more information on these member benefits, and start saving today! 🚛**



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