

# Trucking News

THE OFFICIAL PUBLICATION OF THE SOUTH DAKOTA TRUCKING ASSOCIATION

October 2022

*Trucking's Voice In South Dakota Since 1935*



## *Route To:*

- Owner
- Safety Manager
- Controller
- Driver Lounge

## PARTS

**40,000+**  
**PARTS**  
**IN STOCK NOW**  
**READY TO SHIP**



**SHOP ONLINE AT**  
**WHEELCO.COM**

SIoux FALLS, SD  
800.952.3674

MITCHELL, SD  
888.996.8415

WATERTOWN, SD  
888.590.7080

ST. CLOUD, MN  
888.704.4242

ST. PAUL, MN  
651.459.1487

SAVAGE, MN  
952.373.8130

VIEW ALL DEALS  
WHEELCO.COM

## SERVICE

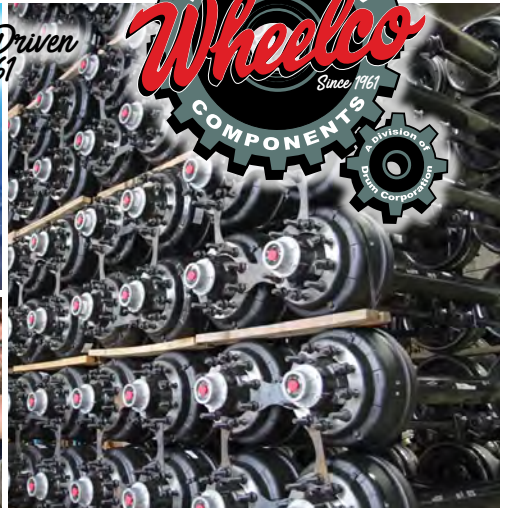


**Wheelco**  
*Customer Driven*  
*Since 1961*

**TRUCK & TRAILER**



## OEM



## Member Benefit Program

### NEW COMMERCIAL TIRE & RETREADING PURCHASING PROGRAM

*This benefit applies to all existing Fleet and Allied members.*

As a South Dakota Trucking Association member, you and your fleet can receive discounted pricing on all Goodyear Commercial Truck Tires, Passenger and Light Truck Tires and Goodyear Retreads at selected member tire dealers in South Dakota.

Not a member of the South Dakota Trucking Association, you can join the Association and immediately take advantage of this program.



[www.grahamtire.com](http://www.grahamtire.com)

### GOODYEAR PREFERRED FLEET PROGRAM

- A Goodyear Preferred Fleet customer is a dealer's local book account that has been granted national account privileges because their credit worthiness is being guaranteed by a Goodyear dealer.
- Preferred Fleet customers have access to our network of Goodyear vendors when they contact Goodyear Fleet HQ to initiate a service call.
- Preferred Fleet customers receive all invoicing through their local (guaranteeing) dealer.
- Preferred Fleet customers enjoy the same guaranteed service pricing that National Account customers do.
- A Preferred Fleet Customer has access to Fleet HQ service reports through [Goodyeartrucktires.com](http://Goodyeartrucktires.com).
- To enroll as a Goodyear Preferred Fleet customer, contact your local Goodyear Commercial dealer.

# South Dakota TRUCKING NEWS



## OCTOBER 2022

### TABLE OF CONTENTS

Chairman's Message.....	3
Christine's Corner.....	5
October Driver of the Month.....	7
Annual Pheasant Hunt Registration Form.....	9
US House Lawmakers Introduce EV Tech Bill.....	11-13
Ten Daily Habits Holding You Back From Growth.....	15-17
Welcome New SDTA Members.....	17
The Bipartisan Infrastructure Law is Delivered For Truck Parking.....	19-21
SDTA Word Scramble.....	23
What Does the SDTA Safety Management Council Do.....	27
Driver of the Month Nomination Form & Rules.....	30
Dates To Remember.....	32
ATRI Study Outlines Link Between Traffic Violations, Unsafe Driving.....	34
SDTA & SDTA Services Board of Directors Listing.....	40

# CHECK THIS OUT

A ONE STOP SHOP!



## Working To Impact Our Members' Workforce

### Our CDL Theory Training Program

We began providing online entry-level driver Theory training in 2022 as a service to members of the South Dakota Trucking Association (SDTA). Our goal was to give businesses and CDL seekers a high-quality, low-cost CDL training option in the South Dakota region that was available online from any device.

Even if a student isn't from this area, they can still take our CDL Theory training. Our curriculum is fully compliant with the current FMCSA ELDT Training standards and we are a member in good standing of the Training Provider Registry as a Theory provider.

Once a student has completed our ELDT Theory they will need to get Behind-the-Wheel training before they can take the third party test to get their CDL.

### Our Behind the Wheel Partners

The problem with Theory only programs is that students can't get their CDL if they only complete Theory! How will they get connected with a local company and get the training they need to get on the road?

That is our niche! We want our students to find their dream job right here in South Dakota, so we have created a directory for SDTA member businesses that are willing to take on individuals with a CLP and help them get Behind-the-Wheel training or be referred to a Behind-the-Wheel trainer to get their full CDL.

If your company is interested in being listed as a Behind the Wheel Partner, please call SDTA today!

## How It Works



### Theory Training

This portion is completed fully online. A student can do it in the comfort of their own home. This program meets and exceeds the federal minimum standard for Theory training. The training should take approximately 13 hours to complete.

**Member: \$300 Non-Member: \$350**



### Behind-the-Wheel Training

This portion of the training happens in a truck with a trainer who is an experienced CDL holder. A student can do our Theory training and find their own Range and Road Training, or they can go with one of our recommended companies and get both training and possibly a job!



### Hazmat Endorsement Training

This online training course meets and exceeds the federal minimum standards for Hazardous Materials Theory training. The course covers the 13 required Hazardous Materials topics. The training should take a student or driver approximately 2 hours to complete.

**Member: \$75 Non-Member: \$125**

For more information on our online training program or to sign up, please call the SDTA office.



605.334.8871

[www.southdakotacd.com](http://www.southdakotacd.com)



[www.southdakotacd.com](http://www.southdakotacd.com)

## SDTA'S EXECUTIVE COMMITTEE

BOB WILLEY, CHAIRMAN  
JUSTIN ANDERS, VICE CHAIRMAN  
TOM MURPHY, TREASURER  
RYAN VIESSMAN, SECRETARY  
JERRY OLLERICH, PAST CHAIRMAN  
RICK HOOGENDOORN, ATA VICE PRES.  
CHRISTINE ERICKSON, PRESIDENT

## SDTA'S BOARD OF DIRECTORS

JEFF BENNETT  
STEVE BENNING  
PHILLIP CHRISTIAN  
DAVE DAILEY  
SHANNA GRAY  
PETE HALVERSON  
ERIC HAMIEL  
JEFF HANNAHS  
STEVE HOFFMAN  
LARRY KLAHSEN  
TIM KOTALIK  
JUSTIN LARSON  
CHRIS LUTICK  
TIM MILLER  
MATT PARKER  
BRETT SNOOZY  
RYAN VIESSMAN

## SDTA'S PAST CHAIRPERSONS

STAN ANDERS  
LARRY ANDERSON  
ROBERT APPELWICK  
DAVID BULTSMA  
TED BULTSMA  
RICH BURNS  
ROBERT CHRISTIAN  
DARROLD DEAN  
BERNARD FELDHAUS  
MIKE HABECK  
RICK HOOGENDOORN  
JERRY OLLERICH  
ALTON PALMER  
JEFF PARKER  
GENE PHILLIPS  
MICHELLE SCHIPPER  
RANDY THOMPSON  
WAYNE VIESSMAN



## CHAIRMAN'S MESSAGE

I would like to take this time to encourage everybody to attend the guided pheasant hunt and Board Meeting on November 10th and 11th. Respectfully, all members are invited. Take this opportunity to share your views. The registration information is enclosed on page 9 of this publication.

Another opportunity to share your ideas and concerns is at the East and

West River Legislative Receptions. The West River gathering will be held on November 29th, at Minerva's, Rapid City, from 5:30-7:00 p.m. The East River Legislative Reception is scheduled for December 1st, at Minerva's in Sioux Falls, from 5:30-7:00 p.m. These receptions offer the opportunity to build relationships with Legislators prior to the start of the 2023 Session, where we may need their help!

I would like to remind everyone to vote in the upcoming election in November. Your vote does matter. Cast your ballot in the local, state and federal races.

It is harvest time in the country. You will see a larger presence of farm equipment on the rural roads at this time of year, so be diligent. You never know when a tractor or combine will enter or exit a field or a farm yard.

The Federal Motor Carrier Safety Administration has quietly let lapse the national hours-of-service exemption in place for over two years, a move supported by both major trucking companies and truck safety advocates.

Until next month,

A handwritten signature in cursive script that reads "Robert Willey".

**Bob Willey, SDTA Chairman of the Board**  
Bob Willey Trucking, Gettysburg

**YOUR**

**OTE**

**COUNTS**



Diesel Auxiliary Power Units

# Comfort Without Compromise

Provides sleeper cab air conditioning and heating

Powers household accessories

Charges the truck batteries

Warms the truck engine

Compatible with shore power

Monitors battery charge



For more information contact:

Marti Sidel | 605.321.0166 | [m.sidel@transportrefrig.com](mailto:m.sidel@transportrefrig.com)

**Transport Refrigeration  
of South Dakota, Inc.**

5700 N. Seubert Ave.  
Sioux Falls, SD 57104  
Office: 605.332.3861



©2017 Carrier Corporation. Printed in USA.  
Carrier, Carrier Transicold and ComfortPro are registered trademarks of Carrier Corporation.

[www.trucktrailer.carrier.com](http://www.trucktrailer.carrier.com)

# Christine's Corner



## **SDTA STAFF:**

**CHRISTINE ERICKSON**

**President**

[cverickson@southdakotatrucking.com](mailto:cverickson@southdakotatrucking.com)

**PAM KOLSETH**

**Comptroller**

[pam@southdakotatrucking.com](mailto:pam@southdakotatrucking.com)

**MICHELLE WELLS**

**Executive Assistant**

[michelle@southdakotatrucking.com](mailto:michelle@southdakotatrucking.com)

**JAY STEENSMA**

**Printshop Manager**

[jay@southdakotatrucking.com](mailto:jay@southdakotatrucking.com)

**PATTY HINZ**

**Office Assistant/Graphic Designer**

[patty@southdakotatrucking.com](mailto:patty@southdakotatrucking.com)



Happy Fall Ya'll...the leaves are changing and the temperatures are starting to feel a bit more brisk. While I love the 4 seasons and changing leaves, I'm also not quite ready for the cooler temps yet.

We are gearing up for our legislative events that will be held in Rapid City on November 28th and Sioux Falls on November 30th. Both events are held at Minerva's, and with this being an election year, we expect to see some new faces. Because of your generous contributions, we were able to donate over \$10,000 to candidates. We sent all contributions on letterhead from both SDTA and SDADA to join forces and extend the funds further. SDADA also contributed over \$10,000 as well. As a former candidate myself, I can not express how critical these contributions are to getting our issues in front of candidates. Again, please try to make it to one or the other legislative upcoming events. Legislators enjoy hearing from industry leaders.

As you know, the 2023 legislative session is just around the corner, starting on January 10th. PLEASE reach out with issues your association can help with. I understand so much of the regulation is set at the federal level, however, we want to ensure we are creating a friendly, pro-business climate for the trucking industry. Those that know me well, know I generally don't do well on the sidelines or warming a bench and would rather play offense than defense. Let us know how we can better serve you.

As a friendly reminder and SDTA plug, don't forget to check out [SouthDakotaCDL.com](https://SouthDakotaCDL.com) for all your online theory training needs for CDL with additional endorsements. We have sent several people through our program already and are seeing more and more interest as well as picking up some new members due to the discount we offer. This is a way for us to get those butts in seats and ensure our trucking workforce is strong.

Please reach out anytime!

Onward.

**Christine Erickson, President**  
SD Trucking Association



# FUEL AND TIRES DON'T KEEP YOUR TRUCKS ON THE ROAD. DRIVERS DO.



Drivers are the engine of your fleet. And keeping your fleet on the road means keeping your drivers comfortable and happy. The TriPac™ Evolution APU does just that. With virtually unlimited heating and cooling options, and enough juice to power the devices your drivers want, the TriPac Evolution helps you recruit and retain drivers while saving on fuel and maintenance. See why drivers ask for TriPac Evolution by name at [thermoking.com](http://thermoking.com).

**TRIPAC™ EVOLUTION**

## THERMO KING of SIOUX FALLS, INC.

### Location

1709 N. Cliff Ave  
Sioux Falls, SD 57103

### Phone

Office: (605) 334-5162

### Website

[www.thermokingsf.com](http://www.thermokingsf.com)

### Hours

On Call 24/7

Monday – Friday: 7:00am to 5:30pm

Saturday: 8:00am to 12:00pm



**THERMO KING**  
**of SIOUX FALLS**



## OCTOBER 2022 DRIVER OF THE MONTH



D BY



# Mark Beatty

Professional Truck Driver

Mark Beatty, K&J Trucking, Inc., Sioux Falls, SD, was selected as the October 2022 Driver of the Month by the South Dakota Safety Management Council.

Mark is cut from an old-style driver, even though he is only 53 years old. Mark is always dressed in blue jeans, a western shirt and his black cowboy hat. He's willing to shake your hand to seal the deal.

He started driving when he got out of the military for his dad, who had trucks leased to another carrier. I think the military had a hand in making Mark the professional driver he is today. He is always courteous. He puts his head down and takes the loads that are given to him and gets the job done. He drove for a fleet operator that was leased with K&J for many years. It was not until January of 2020 that he became an owner-operator for K&J Trucking, Inc.

He has been a professional truck driver for 21 years and with K&J Trucking for over 12 years.

The South Dakota Trucking Association joins the Safety Management Council in congratulating Mark Beatty for being selected as the October 2022 Driver of the Month.

*Sponsors of Driver of the Month Program:*

# WORKFORCE

Occupational Health and Medical Services

## & SDTA'S SAFETY MANAGEMENT COUNCIL

# S&B TRANSPORTATION

Safety, Compliance, Fleet Management,  
and Mobile Alignment

Shanna Gray  
President

801 9th Ave North Building 2 Suite A  
Brandon SD 57005

Phone: (605) 582-3900

Fax: (605) 582-3509

Email: shannagray@sb-transportation.com

## MD Alignment

**A.J. SWANSON**

**Arvid J. Swanson PC**

27452 482<sup>nd</sup> Avenue

Canton, South Dakota 57013

(605) 743-2070

[www.ajswanson.com](http://www.ajswanson.com)



- Corporate Law
- Business Formation
- Real Estate Transactions
- Agricultural Law
- Sales & Use Tax Law
- Estate Planning
- Probate
- Administrative Law
- Zoning & Planning Law
- Transportation Law (Motor Carrier Emphasis)

## INDEPENDENT TRUCK REPAIR



2333 Emerson Ln. • Rapid City, SD 57701

**Brad Richey, Owner** [itrepair@midconetwork.com](mailto:itrepair@midconetwork.com)

## Are You Honoring Your Best Drivers?

Rules & Nomination form available online at:  
[www.southdakotatrucking.com](http://www.southdakotatrucking.com)

or on page 30 of this publication.

**MID-STATES UTILITY**



Phone: 605.332.3861 • Toll Free: 800.658.3565  
5700 N. Seubert Ave. • Sioux Falls, SD 57104  
*2 blocks north of I-90 at exit 399 (N. Cliff Ave.)*

**OPEN**

Monday - Friday  
7:00 am - 5:30 pm

Saturday  
8:00 am - 12:00 pm

**24 HR - CALL SERVICE**



DRIVEN TO REMAIN  
IN A CLASS ALL ITS OWN.

Durable. Reliable. Productive. Efficient. Versatile. Valuable. These words define a Utility reefer. These essential qualities of the 3000R<sup>®</sup> are why we have been the #1 selling reefer manufacturer since 1994. We also know that with success comes responsibility. Your trust in us and our products drives us to only build the best.



# Join Us!

**\$35 per gun**  
**N/C for Board Members**



## **ANNUAL PHEASANT HUNT ON THURSDAY, NOVEMBER 10, 2022**

Leaving from Hutch's Cafe (308 East Hwy 16, Presho, SD) 9:15 a.m. **ALL SDTA MEMBERS WELCOME!**

- come earlier if you want to eat breakfast

Yes I plan to attend the Pheasant Hunt.  No I do not plan to attend the Pheasant Hunt.

## **FALL BOARD OF DIRECTORS MEETING ON FRIDAY, NOVEMBER 11, 2022**

Starting at 10:00 a.m. at the RedRossa (808 W. Sioux Ave., Pierre). **ALL SDTA MEMBERS WELCOME!**

Yes I plan to attend the Fall Board Meeting.  I cannot attend, but \_\_\_\_\_ will attend in my place.

*Please sign me up as a sponsor of this event!*

CHECK APPROPRIATE BOX:

**Emerald \$500**  
*Includes 3 hunters at no charge*

**Sapphire \$250**  
*Includes 2 hunters at no charge*

**Topaz \$100**  
*Includes 1 hunter at no charge*

**COMPANY NAME:** \_\_\_\_\_

**PARTICIPANTS:** \_\_\_\_\_

### **PAYMENT INFORMATION:**

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Bill Company  Check Enclosed  Credit Card  Discover  Mastercard  Visa  American Express

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_ CVV# \_\_\_\_\_

Printed Card Holder Name \_\_\_\_\_

Card Holder Signature \_\_\_\_\_



# MEMBER ONLY ACCESS TO Exclusive Tire Discounts

COMMERCIAL TIRES • LIGHT TRUCK & AUTO TIRES • RETREADS

## See how much you could save:

- STEP 1** Visit [goodyeartrucktires.com](http://goodyeartrucktires.com) to search available products.
- STEP 2** Select "Dealer Locator and Enter City, State & Zip to access 2,300 Goodyear Dealers nationwide.
- STEP 3** Mention SDTA Membership to your Authorized Dealer for a discount.

Save on Light Truck and Auto Tires by visiting [goodyear.com](http://goodyear.com)

*Discounts are available to all employees and family members of SDTA Membership companies.  
Plus a percentage of the sales go back to SDTA.*

**GOODYEAR**  
MORE DRIVEN

FOR MORE INFORMATION CONTACT:

**Ted Hall**

*Fleet Solutions Sales Manager SD/IA*

Phone: (701) 671-0289

[theodore\\_hall@goodyear.com](mailto:theodore_hall@goodyear.com)



IT PAYS TO USE YOUR GOODYEAR® DISCOUNTED TIRE PROGRAM THROUGH SDTA

October 4, 2022 3:11 PM, EDT

## US House Lawmakers Introduce EV Tech Bill



GDMatt66/Getty Images

[Stay on top of transportation news: Get [TTNews in your inbox.](#)]

Legislation designed to promote research and development programs for vehicle technologies at the U.S. Department of Energy was recently introduced in the U.S. House of Representatives.

The Shifting Forward Vehicle Technologies Research and Development Act, which aims to ensure domestic competitiveness in the electric vehicles industry, was sponsored by Michigan Democratic Reps. Haley Stevens and Debbie Dingell.

“The future of America’s auto industry and Michigan’s economy depends on our nation’s ability to compete in the global transition to clean transportation,” Stevens said Sept. 28, emphasizing provisions related to vehicle fueling and energy storage, as well as workforce development. She is the chairwoman of the Research and Technology Subcommittee.

“I am thrilled to introduce this legislation that positions Michigan at the center of unlocking solutions that ultimately lead us all to a safer, more affordable, and cleaner mobility future,” she went on.

“Innovation is a core strength of the United States—and robust investments in [research and development] makes this possible,” added Dingell, a member of the Energy and Commerce Committee. “If America and our domestic automotive industry is to remain a global leader in vehicle technologies and future mobility, we must continue to empower our greatest minds, our greatest companies, and our greatest workforce to collaborate and develop the advanced manufacturing processes and vehicles of the future while combating the climate crisis and ensuring affordability for consumers.”

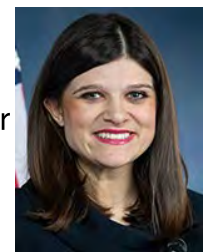


Dingell

The bill aims to resolve connectivity concerns across supply chains and facilitate the adoption of transformational technologies throughout mobility networks, its sponsors argued. The legislation was directed to a committee of jurisdiction.

The bill also would establish the Graduate Automotive Technology Education Centers of Excellence for research and development. It would pursue enhancements for vehicle batteries to expedite charging and wireless charging capabilities. The bill would identify the efficient use, substitution and recycling of certain materials in vehicles, and it would seek to advance biofuel technologies, according to background the lawmakers provided.

The bill gained endorsements from American Trucking Associations, the American Automotive Policy Council, Third Way, the North Carolina Clean Energy Technology Center and the Alliance for Automotive Innovation. John Bozzella, president and CEO of the Alliance for Automotive Innovation, said in a statement accompanying the bill’s introduction: “This is a smart strategy to leverage government [research and development] resources to develop the transformative transportation, infrastructure and fuel innovations that will help define next-generation mobility.”



Stevens

(continued on page 13)



**DAN BACKLUND**  
Account Executive

dbacklund@FischerRounds.com

**JONILYN GAU**  
Account Manager

jgau@FischerRounds.com

**JANE SWENSON**  
Account Manager

jswenson@FischerRounds.com

**PATTY O'CONNOR**  
Account Manager

poconnor@FischerRounds.com

**NICK BACKLUND**  
Account Executive

nbacklund@FischerRounds.com

**JORDAN GAU**  
Account Executive

Jgau1@fischerrounds.com

## Looking for truck, work comp, cargo or farm insurance?

With a combined total of over 50 years' experience, Dan Backlund, Nick Backlund, Jonilyn Gau, Jordan Gau, Patty O'Connor and Jane Swenson are ready to help you with your insurance needs. Our markets can write local or long distance trucking for livestock, reefers, tankers, flatbeds and sand & gravel haulers.

**Give us a call today at 800-967-4285.**



1130 SOUTH BURR | PO BOX 820 | MITCHELL, SD 57301 | 605-996-4698 | 800-967-4285 | FAX 605-996-1417



Since 1890... A Good Name to Have Behind You!™

4400 S. Lewis Blvd.  
P.O. Box 6300  
Sioux City, IA 51106-6300  
Toll Free 800-798-2002  
Fax 712-252-6510  
Mobile 712-490-7414

**Tim Kotalik**  
Sales Representative

Parts: 800-728-5334 • Service: 800-397-5331  
www.wilsontrailer.com • e-mail: tim.kotalik@wilsontrailer.com

The Coverage You Want.  
The Commitment You Need.  
At Your Service. At Your Side.



Layne Somsen

**FischerRounds**  
& associates

AT YOUR SERVICE. AT YOUR SIDE.

2300 W. 49th St.  
Sioux Falls, SD 57105  
Phone: 605-336-4444  
Fax: 605-274-9034  
Toll Free: 877-789-3773  
FischerRounds.com



Business | Home | Health | Life  
Offices also in Mitchell, Pierre, Watertown and Rapid City

**DIXON**

Truck Industry  
Professionals  
since 1953

NW of the Flying J  
Fargo, ND  
701-281-8200

**INSURANCE**

**& INTERSTATE TRUCK LICENSING**

Primary, NTU/Bobtail,  
Cargo, Umbrella+

Regulatory, Safety  
& Compliance Services

www.DixonInsurance.com

### US House Lawmakers Introduce EV Tech Bill continued...

Matt Blunt, president of the American Automotive Policy Council, added: "This legislation provides another important tool for the United States as it looks to harness the power of advanced vehicle technologies to help ensure the materials American automakers need are more available domestically."

Over the summer, Dingell and Rep. Bob Latta (R-Ohio) launched the Congressional Autonomous Vehicle Caucus. The caucus is meant to promote autonomous vehicle policies in Congress to support the passage of comprehensive legislation. "We must ensure our nation is engaging all stakeholders, making bold investments and working across the aisle to get the necessary policies right to support the safe deployment of autonomous vehicles," Dingell said Aug. 8.

Want more news? Listen to today's daily briefing below or go here for more info: <https://www.ttnews.com/listen>

*Reprinted from Transport Topics*



**SDTA**  
**SOUTH DAKOTA TRUCKING**  
★ ASSOCIATION ★

**TRUCKERS WERE ESSENTIAL  
BEFORE ESSENTIAL WAS COOL**



Like us on

**Facebook**



**JUSTIN LARSON**  
jlaron@FischerRounds.com

**KURT SWANSON**  
kswanson@FischerRounds.com

**HAILEY SPAID**  
hspaid@FischerRounds.com

**SAM KRIER**  
skrier@FischerRounds.com

Our Insurance Professionals have over 100 years of experience in trucking insurance services and can make sure you're covered with a plan that fits your specific needs. We're proud to represent Great West Casualty along with many other companies.



**FischerRounds**  
& associates

AT YOUR SERVICE. AT YOUR SIDE.

GIVE US A CALL FOR YOUR INSURANCE NEEDS / 1-800-444-8332



4620 North Cliff Avenue • Sioux Falls, SD 57104  
605-338-0040 • Toll Free 800-335-4505 • Fax 605-336-7657

[www.peterbiltofsiouxfalls.com](http://www.peterbiltofsiouxfalls.com)  
[www.peterbiltparts-sd.com](http://www.peterbiltparts-sd.com)  
[www.peteshop-sf.com](http://www.peteshop-sf.com)

**HOURS:**

6 a.m. to 10 p.m., Monday-Friday  
8 a.m. to Noon, Saturday



**STOP IN AND SEE US FOR ALL YOUR TRUCK NEEDS!**

**Sales, Service, New & Used Parts, Bodyshop, Full Custom Shop, DPF Cleaning**

*We are an Authorized Caterpillar, Cummins, and Paccar MX/PX Dealer. State of the art DPF Cleaning Machine in-house!*



**WE APPRECIATE YOUR BUSINESS!**



# 10 Daily Habits Holding You Back From Growth

By Caren Merrick | September 12, 2022

Reprinted from: [www.AdministrativeProfessionalsPulse.com](http://www.AdministrativeProfessionalsPulse.com)



There's no such thing as an overnight success. All the people you admire achieved their accolades by making daily choices. Some of those choices are extraordinary, but most of them are simple habits that add up, one step and one day at a time.

Highly productive people are self-aware and take their personal development seriously. They regularly assess their habits and strive for continuous improvement.

How often are you assessing your habits? How often are you looking not only for ways to improve, but also to celebrate and build on your wins to generate additional motivation, inspiration, energy and success?

If you want more growth in your work and life, start by changing your day.

Take a look at one or all of the habits that might be holding you back. Losing a bad habit and creating a new one is the first step to propel you forward to greater growth, impact and fulfillment.

## 1. Your morning routine is nonexistent.

When you have so much on your plate and everything is urgent, your precious morning moments are spent in a rush just doing whatever it takes to get out the door and on your way.

But in doing so, you're missing one of the most important opportunities within your control to ensure growth. In order to take advantage of your morning, you can design a unique morning routine that will prime you physically and mentally for better performance. If you allowed even 10 to 15 more minutes to develop a routine that energized you and brought greater focus, you would have more confidence and be more effective through the day instead of beginning it with a sense of overwhelm.

My routine involves a gratitude walk and a bit of reading and writing. I love getting up before everyone else when the house is quiet.

## 2. You forget your strengths when hard things emerge.

Often when we encounter unexpected setbacks, we flounder or are paralyzed like a deer in the headlights. But if you remind yourself every day of your strengths, it will jumpstart your path to a solution better and faster than jumping into the spin cycle of self-doubt.

One of my favorite assessments is StrengthsFinder, and I look at it every week (sometimes even daily) to remind myself to tap into my strengths.

## 3. You major in the minors...

... instead of prioritizing the most important things that need to be accomplished each day. This is another way of saying that you will be happier and more productive if you make incremental changes in how you manage your time. It could be as simple as deciding the top three things that must be done during the day each morning, or setting a timer to focus on just one thing for 60 minutes without interruptions.

## 4. You let energy vampires consume your time.

These "vampires" can be time-wasting tasks like checking your email too often, or they can be people who are not key to achieving your projects and have latched onto you in conversation because they are avoiding their own work. With a few small steps, you can take action to manage your schedule, such as putting your phone on "do not disturb" and setting alarms to achieve your tasks.

## 5. You work on tasks that could be delegated to someone else.

You think that you can do a better job, so you just do it yourself. Or, you constantly correct or micromanage your team, which drains their motivation and distracts you from doing what you do best.

## 6. You spend too much time recovering from a stumble or setback.

Instead of quickly assessing a situation and determining a plan, you get sucked into a spin cycle that drains your energy and focus. You may have forgotten that every person you admire has had many failures and setbacks—and some of them are legendary.

My best business was down to the last \$33 in our bank account before we finally got a yes on funding. Within a few years, we grew it to \$200 million in annual revenue. You too can develop habits and a positive mindset to find the many benefits of a setback.

(Continued on page 17)



# AGTEGRA<sup>®</sup>

COOPERATIVE

## NOW HIRING DRIVERS

At Agtegra Cooperative, employees team together to service the farming operations of member-owners. Along with competitive pay, a commitment to safety and multiple training opportunities, this team also receives the following benefits:

- Health Insurance
- Dental Insurance
- Vision Insurance
- Health Savings Account
- Clothing & Boot Allowance
- 401K
- Co-op Retirement
- Paid Time Off
- Paid Holidays
- Bonus Opportunities

Pay DOE. Commercial Driver's License Required - WILL HELP OBTAIN!

Contact the Hiring Manager DIRECTLY

[WWW.AGTEGRA.COM](http://WWW.AGTEGRA.COM)

## Wet Rhino Truck Wash

5120 North Granite Lane  
Sioux Falls, SD 57107  
(605) 275-9770

Hand Washed Tractors  
Automated Machine Used  
On Most Trailer Sides and Tops

Underbody Flush • Citrus • Rain Shield • Acid



Coupon For SDTA Members

**FREE**  
UNDERBODY FLUSH

3 Bay Truck Wash - One Bay Designated For Wash Outs On Reefers and Hoppers

# 10 Daily Habits Holding You Back from Growth *continued...*

## 7. You procrastinate.

A lot of what our perfectionism is tied back to procrastination. Procrastination can mask a lack of confidence, or a fear of being wrong or being criticized. Perfectionism makes us slow to start on a new initiative, or to begin the next stage of an existing one, because we want to be sure that the strategy or plan will be flawless.

Just recognizing when perfectionism is creeping into your thinking and time management is a big step forward.

## 8. You avoid difficult conversations.

Over time, I've realized that difficult conversations can be pivotal opportunities to gain clarity, to listen and learn, and to end the conversation having enriched the relationship. And I've learned that avoiding a difficult conversation means that we're not identifying, facing or solving problems that, if unaddressed, will fester and get worse.

## 9. You don't say thank you.

You won't succeed alone. Every day, there are many people on your team who deserve to be thanked, from colleagues up and down the career ladder, to the Uber driver and even the barista at your coffeehouse. And while we're at it, smile more, too! Research shows that it positively benefits you and those around you.

## 10. You forget that your inner life determines your outer progress.

This is an idea I embraced long ago, and Dr. Henry Cloud says it well:

"The good life sometimes has little to do with outside circumstances. We are happy and fulfilled mostly by who we are on the inside.... And our internal lives largely contribute to producing many of our external circumstances."

For me, an inner life begins with gratitude. Sometimes I simply write down three things I'm thankful for in the moment (especially in the hardest of times) and it immediately changes my perspective. Our inner life grows by taking time to reflect on what is positive and working—and it energizes us to repeat the process.

It forms the basis, too, for learned optimism. Anyone can learn to be more optimistic and reap the benefits of a positive mindset. As Winston Churchill said, "A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty."

You will be well on your way to growth in work and life if you take the time to recognize and overcome the daily bad habits that are holding you back. Good luck!



**Caren Merrick**

This article was published in March 2016 and has been updated. Photo by Halfpoint/Shutterstock Caren Merrick is the founder and CEO of Pocket Mentor, a mobile app and multimedia company providing leaders with daily advice, tools and action plans to succeed in work and life. Previously, Caren was the co-founder and EVP of the enterprise software company webMethods, which grew from a basement startup to a global Nasdaq company with \$200 million in annual revenue and 1,100 employees worldwide. Caren serves on several private equity, financial services and nonprofit boards, and is an author and speaker.

## WELCOME NEW SDTA MEMBERS

### COTTINGHAM & BUTLER

Jamie Vaassen  
800 Main Street  
Dubuque, IA 52001  
563-587-5605  
jvaassen@cottinghambutler.com  
www.cottinghambutler.com

### HELL BENT XPRESS

Jamie Hagen  
1321 N Roosevelt St #221  
Aberdeen, SD 57401  
605-290-6864  
jamie@hellbentxpress.com  
www.hellbentxpress.com  
Type of Carrier: Bulk Commodities, Dry Van,  
Household Goods, Owner-Operator  
Sponsored by: Eric Hamiel & Ryan Viessman

### TEC EQUIPMENT

Chris Mark  
2900 East Rice Street  
Sioux Falls, SD 57107  
605-496-8537  
cmark@tecequipment.com  
www.tecequipment.com



# Cash on Delivery

- *High advance with low competitive rates*
- *Same day cash options available\** Cut off times may vary  
*– request to your bank, request to fuel – you tell us*
- *Fuel card program with generous discounts*
- *24/7 Online account access with free credit checks*
- *Advances available for insurance, payroll, equipment purchases and repairs*
- *Refer your friends and receive cash bonus on signed accounts*
- *Fast and easy application – account typically set up within 24 hours*



FirstLine Funding Group is a  
division of First Bank & Trust.  
First Bank & Trust is a member of the FDIC.



CALL US TODAY AT 877.609.6717

[WWW.FIRSTLINEFUNDINGGROUP.COM](http://WWW.FIRSTLINEFUNDINGGROUP.COM)

1108 WASHINGTON AVE S | PO BOX 328 | MADISON, SD 57042

# The Bipartisan Infrastructure Law is delivering for truck parking

By Darrin Roth, VP of Highway Operations, American Trucking Associations

Federal funds from the Bipartisan Infrastructure Law are rolling in for crucial truck parking projects across the country. In recent days, Florida and Tennessee were awarded a combined \$37,600,000 in INFRA grant funding to expand their truck parking capacity -- with more states sure to follow.

## Truck Parking Expansion Under the Bipartisan Infrastructure Law

TOTAL FUNDING AS OF 9/22/22 **\$37.6 MILLION**



**Why it matters:** A severe shortage of commercial truck parking nationwide is having dire consequences for highway safety and supply chain efficiency. When truck drivers are unable to find safe, authorized parking, they're stuck in a no-win situation -- forced to either park in unsafe or illegal locations, or violate federal hours-of-service rules that regulate their daily drive-time in order to search for safer, legal alternatives.

A U.S. Department of Transportation report found 98% of drivers regularly experience problems finding safe parking.

The same report found the truck parking shortage exists in every state and region and is most acute along major freight corridors.

A staggering 70% of drivers have been forced to violate federal hours-of-service rules because of this common scenario.

To ensure they can find a safe and legal space, truck drivers often park prior to exhausting available drive time, surrendering an average of 56 minutes of valuable drive time per day.

The time spent looking for available truck parking costs the average driver about \$5,500 in direct lost compensation — or a 12% cut in annual pay.

ATA strongly supported passage of the Infrastructure Investment and Jobs Act because interstate commerce depends on robust federal funding to ensure we have the necessary infrastructure to keep freight moving safely and efficiently. While the final bill omitted funds specifically earmarked for truck parking, such projects are eligible for several of the law's sizable discretionary grant programs.

Earlier this year, we partnered with the Owner-Operator Independent

Drivers Association on a letter to Transportation Secretary Pete Buttigieg urging the release of IJA funds for truck parking:



February 18, 2022

The Honorable Pete Buttigieg  
Office of the Secretary  
U.S. Department of Transportation  
1200 New Jersey Avenue, SE  
Washington, DC 20590

Dear Secretary Buttigieg,

On behalf of America's trucking industry, which employs 7.9 million Americans and moves more than 71% of domestic freight throughout the country, we write to request assistance from the U.S. Department of Transportation (USDOT) to address the nationwide shortage of truck parking capacity. The truck parking shortage has plagued the trucking industry for decades, and the consequences of insufficient capacity are as wide-ranging as they are severe. The scarcity of truck parking spaces across the country decreases safety for all highway users, exacerbates the industry's longstanding workforce challenges, contributes negatively to driver health and well-being, diminishes trucking productivity, and results in unnecessary greenhouse gas emissions. It is critical that the USDOT coordinate with the White House, State Departments of Transportation, Congress, and other stakeholders to ensure that appropriate actions are taken to mitigate the growing truck parking shortage so that trucking can continue to deliver for America.

The nationwide shortage of truck parking capacity has been well-documented for decades, and the most recent iteration of the USDOT's Jason's Law Report demonstrates that the problem is worsening over time. The 2019 Jason's Law Report found that 98 percent of drivers regularly experience problems finding safe parking—a sharp uptick from the 75 percent figure reported just four years earlier in the 2015 report. Moreover, the USDOT found that the truck parking shortage exists in every state and region, and is most acute along major freight corridors. Unfortunately, the full 2019 Jason's Law Report has not been released, and we hope you will expedite its publication. Ultimately, the pervasive truck parking shortage can be explained with simple math—there are about 3.5 million truck drivers in the United States and approximately 313,000 truck parking spaces nationally; for every 11 drivers, there is one truck parking space.

The lack of available truck parking has dire safety implications for truck drivers as well as the motoring public. Federal Motor Carrier Safety Administration (FMCSA) hours-of-service (HOS) regulations require drivers to take a 30-minute break when they have driven for a period of eight cumulative hours without at least a 30-minute interruption, and a 10-hour break after 14 hours of driving. When drivers are unable to find safe, authorized parking, they are stuck in a no-win situation, forced to either park in unsafe or illegal locations, or violate federal HOS regulations by continuing to search for safer, legal alternatives. A staggering 70% of drivers have been forced to violate federal HOS rules because of this common scenario.<sup>1</sup> As a last resort, drivers reluctantly park in unsafe locations—such as highway shoulders, interstate entry and exit ramps, and abandoned properties—creating heightened safety risks for all motorists. Importantly, 84% of drivers feel unsafe when parked in unauthorized areas.<sup>2</sup> This dilemma puts law enforcement in a difficult position; enforcement officials can either force truck drivers to relocate, placing them in violation of HOS rules and taking a risk that the drivers are not too fatigued to drive, or they can allow the drivers to remain parked illegally. The bottom line is that safety is compromised when truck parking is not readily available.

Of equal importance is the impact that the shortage has on driver health and wellbeing. Truck drivers are the lifeblood of the trucking industry and the backbone of the supply chain, but the shortage of truck parking belies the essential nature of their work. Truck drivers consistently rank truck parking availability as a top

<sup>1</sup> Truck Parking Report, *Trucker Path*, July 2018.

<sup>2</sup> *Ibid.*

industry concern in annual driver surveys,<sup>3</sup> yet little has been done to address this challenge. It is difficult to conceptualize a workplace without reliable access to restrooms, food, and well-lit facilities, but this is the unfortunate reality for truck drivers in America. In the context of the trucking industry's longstanding workforce challenges, the shortage of safe truck parking is a significant source of stress for drivers and is a major factor contributing to the industry's retention problems.<sup>4</sup> How can the trucking industry recruit and retain a highly-qualified driver workforce when their workplace—America's roads and bridges—fails to meet drivers' most basic needs?

Furthermore, the shortage of truck parking capacity diminishes driver productivity, resulting in reduced driver pay and increased operating costs. Truck drivers often park prior to exhausting available drive time, and drivers surrender an average of 56 minutes of available drive time per day.<sup>5</sup> As the Administration noted in its December 2021 Trucking Action Plan announcement, the economic impacts of inefficient use of a drivers' time are profound and the practical impacts of productivity losses create issues throughout our supply chains.<sup>6</sup> The time spent looking for available truck parking costs the average driver about \$5,500 in direct lost compensation—or a 12% cut in annual pay.<sup>7</sup> Furthermore, the financial burdens of lost productivity are compounded by excessive fuel consumption and the associated environmental impacts of unnecessary truck emissions of criteria pollutants and greenhouse gases.

Congressional champions of the trucking industry have offered several legislative solutions to address the nationwide shortage of truck parking, and last year, the U.S. House of Representatives approved legislation that would dedicate \$1 billion to building out capacity. Although the final *Infrastructure Investment and Jobs Act* did not include dedicated funding for truck parking, the bill provided significant increases in accounts where truck parking is an eligible expenditure. We ask that you educate state and local partners about this eligibility and prioritize funding for grants that would increase truck parking capacity. In addition to this assistance for drivers and the supply chain, we ask that you support the *Truck Parking Safety Improvement Act* (H.R. 2187), legislation introduced by Rep. Mike Boat (R-IL) that would establish a competitive discretionary grant program and dedicate \$755 million over five years to fund truck parking projects across the country.

If the USDOT prioritizes the expansion of truck parking capacity and makes significant progress toward that effort, drivers will be safer and healthier, fleets will be more productive, the trucking workforce will be more resilient, and trucks will reduce their fuel needs and emit fewer emissions into the environment. All of these benefits would be passed on to the average American in the form of lower prices, greater availability of goods, and a cleaner planet. We stand ready to assist in any way we can.

Sincerely,

Chris Spear  
President & CEO  
American Trucking Associations

Todd Spencer  
President & CEO  
Owner-Operator Independent Drivers Association, Inc.

<sup>3</sup> In the American Transportation Research Institute's (ATRI) annual Top Industry Issues report, "Truck Parking" was the #1 issue for truck drivers for the last two years; prior to that, it was the #2 issue for truck drivers. For more than a decade, "Truck Parking" has been in ATRI's top ten list of critical issues.

<sup>4</sup> According to *Trucker Path*, 83% of drivers cited parking as the #1 cause of stress at work in a recent survey.

<sup>5</sup> *Advising Critical Truck Parking Case Study: Real World Insights From Truck Parking Diaries*, American Transportation Research Institute, December 2016.

<sup>6</sup> *Biden-Harris Administration Trucking Action Plan to Strengthen America's Trucking Workforce*, 16 December 2021.

<sup>7</sup> *A Comparative Analysis of Truck Parking Travel Diary Data*, Transportation Research Record, Vol. 2672(9), 2018.

*Truck Insurance Specialists*



*Your **SERVICE** Truck  
Insurance Agency Since 1980.*

*“We’re dedicated in providing the best quality  
insurance service in the industry today.  
Transportation insurance is our only business.”*

*FULL SERVICE TRUCK INSURANCE AGENCY  
HANDLING ALL TYPES OF COVERAGE:*

- CAPTIVES
- LONG HAUL
- INDEPENDENT FLEETS
- EXCESS LIABILITY/ UMBRELLAS
- PRIMARY LIABILITY PHYSICAL DAMAGE AND CARGO
- SAFETY SERVICES
- BOBTAIL LIABILITY
- LOCAL

**Complete Truck  
INSURANCE SERVICE**

TOLL FREE 1-800-328-8451 FAX: (952) 933-8040

Email: [mhatch@hatchagency.com](mailto:mhatch@hatchagency.com) 6121 Baker Road / Suite 102 Minnetonka, MN 55345 (952) 933-8080



# The Bipartisan Infrastructure Law is delivering for truck parking

CONTINUED...

Soon thereafter, Secretary Buttigieg made clear in testimony to Congress that funding for truck parking was a high priority for the Administration, and ATA is grateful to Secretary Buttigieg for delivering on that intention. Out of more than 4,000 applications for INFRA grant funding, the Secretary and his team selected these truck parking projects as two of only 26 nationwide to receive an award.

We also thank Governors Ron DeSantis of Florida and Bill Lee of Tennessee, as these awards began with an application from each state. Their DOTs took action, prioritizing truck parking amidst a long list of competing infrastructure needs in order to secure these funds on behalf of truckers. As the backbone of interstate commerce, trucking depends on governors who understand what truckers need to get their jobs done.

What comes next: We hope that more states will apply for truck parking awards through the IIJA. While the application window for Fiscal Year 2022 has closed, the Bipartisan Infrastructure Law is a five-year authorization -- meaning there will be more bites at the apple. In fact, the Department of Transportation just released new guidance for states on funding eligibility requirements for truck parking projects under the IIJA.

Furthermore, state and local governments can use the sizable federal highway formula funding they will receive from the Bipartisan Infrastructure Law to expand and improve truck parking facilities.

Congress also has a critical role to play by passing the Truck Parking Safety Improvement Act, which was introduced by Reps. Mike Bost (R-Illinois) and Angie Craig (D-Minnesota) last year. The bill would authorize a new competitive grant program specifically for truck parking, dedicating \$755 million over four years for projects including capacity expansion and enhancements like lighting, restrooms and other security features.



**THIS COULD  
BE YOUR AD**  
CALL SDTA FOR MORE INFO  
**605.334.8871**

# FULL SERVICE TRUCK CENTER



# KEEPING YOU ON THE ROAD

When it comes to on-highway trucks, you can trust Butler Machinery with all your parts and service needs to keep you on the road when it matters most. As a member of the HDA Truck Pride Parts Network, we offer service from manufacturers such as Bendix, Delco Remy and more.

Call today to schedule service:  
**877.365.8114**  
[butlermachinery.com](http://butlermachinery.com)

**Butler** 

INTRODUCING THE NEW CASCADIA

# DRIVE THE FUTURE



CASCADIA



**WE DO IT ALL! | NEW & USED TRUCK SALES | BODY SHOP | PARTS | SERVICE**

LOCATIONS IN MINNESOTA, SOUTH DAKOTA, NORTH DAKOTA, IOWA, MONTANA AND WISCONSIN

BLAINE | INVER GROVE HEIGHTS | SIOUX FALLS | WATERTOWN | BISMARCK | SIOUX CITY | BILLINGS | GREAT FALLS | MISSOULA | MADISON | MARSHFIELD

[WWW.ISTATETRUCK.COM](http://WWW.ISTATETRUCK.COM)



# TRUCKING WORD SCRAMBLE

ICCIHETANN \_\_\_\_\_  
CNMAHICE \_\_\_\_\_  
DSIEEL \_\_\_\_\_  
TOANGNIAV \_\_\_\_\_  
REOATRNEG \_\_\_\_\_  
OTICCLNMESPHAM \_\_\_\_\_  
OROIESNPSLAF \_\_\_\_\_

ANSWER KEY BELOW



South Dakota Trucking Association's Mission Statement:

*Promote and serve the  
transportation industry*





## Knowledge is Power

### Not All Trucking Companies Are Alike

**Trucking is all we do.** When you choose Great West to insure your trucking business, you are getting over 60 years of experience in the trucking industry.

**Our agents work with you.** Not every insurance agent can represent Great West. With a keen focus on the trucking industry, our agents are knowledgeable, dependable, and responsive. They understand your needs and work with you to match the right coverage and level of service for your trucking operation.

**Do one thing, and do it right.** Our agents can guide you through the process and customize a plan to provide you the broadest protection possible. You can also feel confident knowing that our agents' service begins, not ends, with the issuance of your policy.

**GREAT WEST CASUALTY COMPANY** – No matter where the road takes you, you will discover that at Great West, *The Difference is Service®*.

**800.228.8602**  
**gwccnet.com**





## *dates to remember*

- **Annual guided pheasant hunt Thursday, November 10, 2022 - Meet @ Hutch's Cafe in Presho 9:00 a.m.**
- **SDTA Fall Board of Directors Meeting - Executive Committee will meet at 8:00 a.m. with the full board to convene at 10:00 a.m. all at RedRossa, Pierre, SD on Friday, November 11, 2022.**
- **West River Legislative Reception - 5:30 to 7:00 p.m. at Minerva's in Rapid City - November 28, 2022.**
- **East River Legislative Reception (NextGen Group meeting at 4:30) - Minerva's in Sioux Falls Wednesday, November 28, 2022 from 5:30 to 7:00 p.m.**
- **Winter Executive Committee Meeting - 10:00 a.m. on Monday, February 13, 2023 at the Ramkota Hotel & Conference Center, Pierre. Followed by the Winter Board of Directors Meeting at 12:30 p.m. The Winter Reception with Legislators will follow at 6:00 p.m. All events of the day are scheduled at the Ramkota Hotel & Conference Center in Pierre.**



# Where Are You Getting Your BUSINESS CARDS?

## Mid-States Transport, Inc.



VANS - FLATBEDS

John Smith

47086 271st Street  
Sioux Falls, SD 57108  
johnsmith1@hotmail.com  
www.midstatestrans.com

Office: (605) 334-1005  
Toll Free: (800) 657-4356  
Fax: (605) 368-5444  
Cell: (605) 123-4567

## HABECK TRUCKING, INC



Moving your freight with old style tradition and new style technology  
Refrigerated Carrier • Salt & Sales Distribution • Transportation Brokerage

John Smith  
10689 SD Highway 34  
Belle Fourche, SD 57717

Office: 605.892.2644  
Toll Free: 866.644.8606  
Fax: 605.892.2645



4500 N. Cliff Avenue  
Sioux Falls, SD 57104

Toll Free: 800.657.8081  
Bus: 605.332.7112  
Direct: 605.367.1233  
Fax: 605.332.8940

John Smith  
Sales Specialist

www.northamericantrucktrailer.com

## FULL COLOR BUSINESS CARDS

14 pt. Gloss or Uncoated Cover

### MEMBER PRICES

#### Full Color, 1 Side

Quantity:	250	500	1,000	2,500	5,000
	\$30	\$35	\$40	\$60	\$105

#### Full Color, Black on the Back

Quantity:	250	500	1,000	2,500	5,000
	\$35	\$40	\$50	\$85	\$155

#### Full Color, Both Sides

Quantity:	250	500	1,000	2,500	5,000
	\$45	\$50	\$65	\$110	\$205

### NON-MEMBER PRICES

#### Full Color, 1 Side

Quantity:	250	500	1,000	2,500	5,000
	\$45	\$50	\$55	\$75	\$120

#### Full Color, Black on the Back

Quantity:	250	500	1,000	2,500	5,000
	\$50	\$55	\$65	\$100	\$170

#### Full Color, Both Sides

Quantity:	250	500	1,000	2,500	5,000
	\$60	\$65	\$80	\$125	\$220

**1,000**  
FULL COLOR  
BUSINESS CARDS

**\$40\*** MEMBER PRICE

\*Prices are for 1-sided full color cards printed on standard 14 pt. gloss cover.

Call Michelle or Patty  
at the SDTA Office

**605-334-8871**

# What Does The SDTA Safety Management Council Do?

On the third Tuesday of every month, the SDTA Safety Management Council meets at the Ramkota Hotel Restaurant (3200 W Maple, Sioux Falls), at 11:30 a.m. This is a group of professional men and women who collectively discuss safety issues affecting the trucking industry.

For those who are unable to get to Sioux Falls for the meeting, we have the option to join in via Zoom. You will definitely get a lot of safety-related information by joining in on the meetings. Below is the registration form for all who are interested.

## SDTA SAFETY MANAGEMENT COUNCIL 2022 ANNUAL DUES STATEMENT

### Schedule of Annual Dues:

Minimum membership dues for one company member:	\$60
Each additional company member:	\$20
Example: Membership for three company representatives: \$60 + \$20 + \$20 = \$100	

**JUST SOME OF THINGS  
WE TALK ABOUT!**

**CBD use can  
alter drug testing  
results**

**DOT Certified  
Substance Abuse  
Professionals  
(SAP)**

**Advice on Software**  
- side cameras  
- forward/rear  
facing cameras

**Drug Testing  
Clearinghouse**

### Please print or type the information requested:

Company Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Company Member(s) Name & Title:	Email Address:
_____	_____
_____	_____
_____	_____
_____	_____

Check Enclosed

Credit Card:  Discover  Mastercard  Visa  American Express

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ CVV #: \_\_\_\_\_

Printed Card Holder Name: \_\_\_\_\_

Card Holder Signature: \_\_\_\_\_

Signed: \_\_\_\_\_ Dated: \_\_\_\_\_

**REMIT TO: SDTA, PO Box 89008, Sioux Falls, SD 57109-9008, michelle@southdakotatrucking.com**



**GREG BALDWIN**  
Account Executive  
gbaldwin@FischerRounds.com

**AMANDA BORTH**  
Account Manager  
aborth@FischerRounds.com

**CIERA VANDER WEL**  
Asst. Account Manager  
cvanderwel@fischerrounds.com

**BONNIE JOHNSON**  
Asst. Account Manager  
bjohnson@fischerrounds.com

**JODIE HUNHOFF**  
Account Manager  
jhunhoff@FischerRounds.com

**RUSS STOUGH**  
Account Executive  
rstough@FischerRounds.com



605-336-2795 | FAX: 605-336-2756  
TOLL FREE: 800-765-3346



605-336-4444 | FAX: 605-274-9034  
TOLL FREE: 877-789-3773

***Specializing in Transportation Risk, Commercial, Auto, Home & Bonds***

2300 W 49TH STREET | SIOUX FALLS, SD 57105 | WWW.FISCHERROUNDS.COM

# **STS** SIOUXLAND TRAILER SALES

[www.sioxlandtrailer.com](http://www.sioxlandtrailer.com)

**HARRISBURG, SD**  
**877-449-5400**

Matt Sommervold, Service Manager

Shania Rozeboom, Parts

Kevin VanOverschelde, Sales

**SIOUX CITY, IA**  
**800-274-2364**

Jeff Harms, Service Manager

Cory Barnes, Parts

Travis Buhman, Sales

Kevin Kiewel, Sales

**GLENWOOD, IA**  
**855-520-6969**

I-29 South Exit 35

Dean Palmer, Service Manager

Wil Niemeier, Sales

Jake Burke, Parts



**SIOUXLAND TRAILERS**  
**368 5400**



**FULL SERVICE AND PARTS**  
**MAJOR TANK REPAIR & TESTING**  
**ASME R STAMP FACILITY**  
**HYDROSTATIC, D.O.T, VISUAL**  
**CERTIFICATION & INSPECTIONS**

**DEALER FOR THE FOLLOWING NEW AND USED TRAILERS:**

**TANKS, FLATBEDS, STEP-DECKS, GRAIN**  
**SIDE-BELLY & END DUMPS, HEAVY EQUIPMENT**  
**DRY VANS, REEFERS AND WESTERN SNOW PLOWS**



## THE PEOPLE WHO POWER A WORLD THAT'S ALWAYS ON.

Cummins experts go above and beyond to ensure you're moving forward. With over 3200 certified technicians and 24/7 emergency field support through locations all across North America, you can count on Cummins to keep you moving in a world that's Always On.

Go to [cummins.com](http://cummins.com) to request service or to find a Cummins service center near you.



# Happy Fall Y'all

From your staff at the South Dakota Trucking Association

## DRIVER OF THE MONTH NOMINATION FORM & RULES

Date \_\_\_\_\_ Jacket Size \_\_\_\_\_

Name of Driver \_\_\_\_\_ Age \_\_\_\_\_

Marital Status \_\_\_\_\_ Spouse Name \_\_\_\_\_

Residence \_\_\_\_\_

Address (in full) \_\_\_\_\_

Children & Ages \_\_\_\_\_

Name of Carrier \_\_\_\_\_

Home Terminal \_\_\_\_\_

Address (in full) \_\_\_\_\_

Phone Number \_\_\_\_\_

Years Employed by Present Employer \_\_\_\_\_ Total Years of Experience \_\_\_\_\_

Type of Equipment Operated:  Truck  Tractor-Semitrailer  Doubles  Other      Type of Driving:  Over the Road  City  Other

Total Mileage \_\_\_\_\_

Mileage with Present Employer \_\_\_\_\_

# of Accidents: \_\_\_\_\_ Chargeable      Dates: \_\_\_\_\_

\_\_\_\_\_ Non-Chargeable      Dates: \_\_\_\_\_

Has your driver ever been selected as a Driver of the Month or Driver of the Year in South Dakota or any other state?  Yes  No If yes, when?

Participation in truck driving championships or other transportation related activities:

Basis of Nomination: \_\_\_\_\_

With this entry, company agrees to send their driver, if selected as Driver of the Month, to the South Dakota Trucking Association Annual Convention where the driver will participate in a personal interview. Drivers not being interviewed will not be eligible for the Driver of the Year honors. Interview times will be scheduled Friday afternoon during the convention. With this entry, the company agrees to submit Driver of the Year Entry Form for National Competition if your driver is selected as the South Dakota Driver of the Year.

Submitted by: \_\_\_\_\_ Title: \_\_\_\_\_

### RULES:

Driver may be nominated for Driver of the Month for any outstanding act of heroism, a contribution to highway safety, an extraordinary act of courtesy, an exceptional deed or act of service to mankind within the community reflecting positively on the motor carrier industry, or for a long period of safe and courteous driving. An outstanding act shall be deemed to mean unusual or other than the normal every day courtesies afforded by truck drivers.

### ELIGIBILITY:

1. The nominated driver must be an employee of a member in good standing of the South Dakota Trucking Association.
2. The nominated driver must have been an employee by the present employer for at least two years and have a minimum of five years overall experience.
3. South Dakota domiciled\* drivers are eligible for nomination for an outstanding act performed in any state. \* The intent of the word "domiciled" shall be interpreted to mean: Any driver reporting to or regularly dispatched from a terminal within the state of SD (in keeping with the Federal Motor Carrier Safety Regulations definition of his/her home terminal) regardless of where the driver may dwell.
4. A driver may receive the Driver of the Month award only one time in any contest year. He/she may be renominated in any subsequent year.
5. Nominations for outstanding acts on the highway shall be accompanied by supporting evidence (letters, statements, news clippings, etc.). A clear, factual account is absolutely necessary. Vague generalizations will not be accepted.
6. A copy of recent driver motor vehicle record check must accompany the nomination.
7. Drivers nominated and not selected as Driver of the Month will be held over and used in the following month's selection.
8. Entries must be in the SDTA office no later than the 10th of each month for that current month's contest.
9. Nominations may be made by any party, but must be approved by the employer or a representative of the employer.
10. The annual contest will run from September of the previous year through August of the current year.
11. Company agrees to submit a professional head and shoulders photo of the winning driver.



A man and a woman are shaking hands in a professional setting. The man is on the left, wearing a light blue shirt, and the woman is on the right, wearing a light-colored button-down shirt. They are both smiling and looking at each other. The background is a bright, out-of-focus office environment with large windows.

**We promote safe  
workplaces and help  
get injured workers  
back on the job.**

**SDTA's Approved Work Comp Insurer**  
NO. 1 WRITER OF WORK COMP IN SOUTH DAKOTA



RISK ADMINISTRATION SERVICES,

[RASCompanies.com](http://RASCompanies.com)



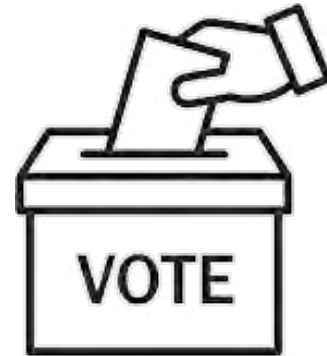
**Midwest Peterbilt Group**

Sioux City, Council Bluffs, Des Moines, IA  
Norfolk & Lincoln, NE

**Truck Sales,  
Parts & Service**



[www.pbtruck.com](http://www.pbtruck.com)



# 5 REASONS TO VOTE:



1 Elections have consequences. Every vote matters.

2 It's your right. Not voting is giving up your voice.

3 It's your money.

4 Voting is an opportunity for change.

5 The community depends on you!



## IT'S STILL US. THE SAME C&S LICENSING. THINGS JUST LOOK A LITTLE DIFFERENT.

Change is nature. But it's in our nature to uphold what matters most: helping those who put themselves out there for ones they love. That isn't changing.

With more than three decades proven track record of assisting trucking companies with all the challenges of their back office, Aladdin can be the difference in your company succeeding or failing. We take pride in the success of every customer we have, regardless of how big or small they are. Let us help you every mile down the road with any of the following services:

- Safety & compliance
- IRP/IFTA licensing & reporting
- Authority setup
- Truck insurance
- Fuel discounts
- 2290/permits
- Equipment leasing & financing
- Factoring

Get in touch with us at (605) 332-5802 or visit [aladdincap.com](http://aladdincap.com) for more details.



This new look gives us, and the people we care about a stronger sense of direction—which is important out on the road.

Thanks for sticking by us through this exciting new phase. We couldn't do it without you.

## ATRI Study Outlines Link Between Traffic Violations, Unsafe Driving

Reprinted from Transport Topics October 11, 2022

Previous behavior continues to be an important predictor of whether a truck driver is likely to be involved in a crash, with certain violations holding more significance than others, according to a report released Oct. 11 by the American Transportation Research Institute.

The 2022 update to the group's Predicting Truck Crash Involvement Research study also found that female drivers generally exhibit better safety performance than men, and included a list of states with the best safety records.

The report, which was based on data from more than 580,000 individual driver records, found that commercial truck drivers who have committed any of the following — a failure to yield right-of-way violation, a failure to use or improper signal violation or have a reckless driving violation — are more than 100% more likely to have an accident than drivers who have not committed the same violation.

Reviewing these behaviors individually, ATRI found that a failure to yield right-of-way violation increased the likelihood of a crash by 141%, up nearly 40% from the last report, conducted in 2018. A failure to use or improper signal conviction increased crash likelihood by 116%, a 41.5% increase from 2018 to 2022. A reckless driving violation increased crash likelihood by 104%, but that was an 8.8% decrease from 2018 to 2022.

More broadly, the report found that drivers who have had a previous accident are 113% more likely to have another, a figure that is 28.4% higher than the previous report.

"Having a science-based model for predicting crashes is one of the most important tools the trucking industry can have," said Dan Horvath, vice president of safety policy for American Trucking Associations. ATRI is part of ATA.

He added, "ATRI's Crash Predictor research allows carriers to target and monitor those truck driver behaviors that matter most. With truck crashes increasing, there is no better time to have this data in our hands."

The ATRI crash predictor report was first published in 2005, and was updated in 2011 and 2018. It is a predictive model that identifies statistically significant relationships between truck driver safety behaviors and future crash probability.

The analysis identified more than 25 different violations and convictions that increased the likelihood of future crashes. Other violations found to increase the likelihood of a driver being involved in a future crash were out-of-service violations, which increased the likelihood by 29%, and a previous moving violation, which increased the likelihood by 43% compared with other drivers. Overall the report found that any traffic-related conviction increased future crash likelihood by 46%.

While still a minority among truck-driving ranks, women were found to have fewer violations, convictions and crash involvement for all statistically significant events than men. In 2019, the year the inspection data was collected, women represented 6.7% of the trucking industry's driving workforce. However, female drivers represented only 2.7% of overall vehicle inspections. In 2019, male drivers were more than 93% of the driving population and represented 97.3% of inspection.

"While ATRI research corroborates that female truck drivers are safer, there is no clear basis for female truck drivers being inspected less frequently than male truck drivers," the report said. The report did note, however, that women generally drive for safer overall trucking companies, drive better-equipped trucks, and often do not drive in the most hazardous weather conditions.

The report also ranked the safest states in which to operate based on statistical analysis of the relationship between traffic enforcement and the possibility of a crash.

Washington state was the top-ranked state, followed by Indiana, New Mexico, Arizona and Massachusetts. Georgia, Pennsylvania, Illinois, California and Michigan rounded out the top 10.

ATRI also stressed that traffic enforcement inspections tend to be more effective than roadside inspections in improving highway safety. "Traffic enforcement inspections tend to be about 3.1 times more effective from a safety standpoint than roadside vehicle inspections," the group said. It also noted that just four states — Alaska, North Dakota, Vermont and Wyoming — saw a decrease in truck-involved crashes between 2018 and 2022.

"To combat the rise in crashes, it would be advantageous for states to increase traffic enforcement inspections," ATRI said. "For the most part, this is corroborated in the data, as only 10 states saw a decrease in traffic enforcement inspections."

For example, Connecticut saw an 11.3% decrease in traffic enforcement inspections during that period, and saw accidents increase by 135%. Maryland reduced inspections by less than 1% yet still saw accidents increase by 69%.

The report stressed that good relations between law enforcement and state trucking associations can help make roads safer and ultimately lead to fewer accidents.

The full ATRI report can be found at [truckingresearch.org](https://truckingresearch.org). (<https://truckingresearch.org/2022/10/11/atris-latest-crash-predictor-model-corroborates-strong-role-of-driver-behaviors-to-future-truck-crashes/>)

### Top 10 Safest States

1. Washington
2. Indiana
3. New Mexico
4. Arizona
5. Massachusetts
6. Georgia
7. Pennsylvania
8. Illinois
9. California
10. Michigan

### States With Truck Crash Decreases

- Alaska
- North Dakota
- Vermont
- Wyoming



# In and Out. On the Road.



**Quick and easy scheduling for truck drivers at two locations.**  
**WorkFORCE provides:**

- Workers compensation injury care
- In clinic nursing and MD services
- Industrial exposure follow-up and physicals
- Pre-employment, fit-for-duty and return-to-work exams
- Customizable lift tests, hearing and vision exams
- Beginning-to-end claims management
- Physical therapy
- DOT and Non-DOT Drug screening programs
- Random UDS Generation
- Breath Alcohol Testing

4928 N CLIFF AVE.  
SIOUX FALLS, SD 57104  
**(605) 444-8820**

7600 S MINNESOTA AVE.  
SIOUX FALLS, SD 57108  
**(605) 271-9000**

[workFORCEOH.com](http://workFORCEOH.com)

**Quick. Simple. Efficient.**

**Call today to set up  
your free consultation!**

## WORKFORCE

Occupational Health and Medical Services

A Division of Sioux Falls Specialty Hospital

*We Are Your Transportation Lending Specialists!*



COMMERCIAL LOANS | CONSUMER LOANS | MORTGAGES | CD'S | IRA'S  
ONLINE BANKING | MOBILE BANKING | CASH ADVANCE CHECKS | FREE CHECKING

*Serving South Dakota's Transportation Industry for Over 80 Years!*

Transportation professionals and their companies have trusted First Century FCU for over 80 years, since April 1935. Our dedication to the trucking and transportation industries is unmatched in South Dakota. Our unique focus allows us to understand the unique needs of the transportation industries and respond accordingly.

Stop in and check out our great rates! We are located at  
1512 East Benson Road, Sioux Falls, SD 57104

**FC** FIRST CENTURY  
FEDERAL CREDIT UNION

**605-335-1070**  
[www.FirstFCFU.com](http://www.FirstFCFU.com)

**NORPASS**   
North American Preclearance and Safety System

[WWW.NORPASS.ORG](http://WWW.NORPASS.ORG)



The NORPASS Board of Directors are committed to promoting safe and efficient trucking throughout North America. NORPASS encourages the use of mainline screening devices allowing participating safe and legal commercial vehicles to bypass specific weigh stations allowing enforcement to concentrate its efforts on high-risk carriers.

Use of a transponder is voluntary. The only cost to the carrier is the charge for the transponder. There are no monthly or annual fees.

**To avoid stopping at weigh stations call 1-888-877-8567.**

Phone 888.877.8567 | Fax 360.705.6836 | [transponderadmin@wsdot.wa.gov](mailto:transponderadmin@wsdot.wa.gov)

## SDTA BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

BOB WILLEY, CHAIRMAN  
JUSTIN ANDERS, VICE CHAIRMAN  
TOM MURPHY, TREASURER  
RYAN VIESSMAN, SECRETARY (NEXTGEN)  
JERRY OLLERICH, PAST CHAIRMAN  
RICK HOOGENDOORN, ATA VICE PRESIDENT  
CHRISTINE ERICKSON, PRESIDENT

### COMPANY

BOB WILLEY TRUCKING  
ANDERS TRUCKING  
K&J TRUCKING, INC.  
CLIFF VIESSMAN TRUCKING, INC.  
JERRY OLLERICH TRUCKING  
YRC  
SDTA

### CITY

GETTYSBURG  
UNION CENTER  
SIOUX FALLS  
GARY  
SIOUX FALLS  
SIOUX FALLS  
SIOUX FALLS

### BOARD OF DIRECTORS

JEFF BENNETT  
STEVE BENNING  
PHILLIP CHRISTIAN  
DAVE DAILEY  
SHANNA GRAY  
PETE HALVERSON (ASSOCIATES CHAIRMAN)  
ERIC HAMIEL  
JEFF HANNAHS  
STEVE HOFFMAN  
LARRY KLAHSEN  
TIM KOTALIK  
JUSTIN LARSON  
CHRIS LUTICK  
TIM MILLER (COUNCIL CHAIR)  
MATT PARKER  
BRETT SNOOZY  
RYAN VIESSMAN

### COMPANY

AGTEGRA COOPERATIVE  
AGTEGRA COOPERATIVE  
P&L CHRISTIAN, INC.-PRES. BLACK HILLS LOG HAULERS  
JOHNSON FEED  
S&B TRANSPORTATION  
THERMO KING OF SIOUX FALLS  
TRANSOURCE SALES & EQUIPMENT  
CROSS COUNTRY FREIGHT  
MID STATES TRANSPORT  
DAKOTA TRUCK UNDERWRITERS  
WILSON TRAILER COMPANY  
TRANSPORTATION INSURANCE SERVICES  
UNITED PARCEL SERVICE  
CLIFF VIESSMAN, INC.  
PARKER TRANSFER & STORAGE  
GREAT WEST CASUALTY COMPANY  
CLIFF VIESSMAN, INC.

### CITY

IPSWICH  
IPSWICH  
SPEARFISH  
CANTON  
BRANDON  
SIOUX FALLS  
SIOUX FALLS  
SIOUX FALLS  
SIOUX FALLS  
SIOUX FALLS  
SIOUX FALLS  
SIOUX FALLS  
SIOUX CITY, IA  
PIERRE  
TINTEN FALLS, NJ  
GARY  
SIOUX FALLS  
S SIOUX CITY, NE  
GARY

### EXPIRES

2024  
2025  
2024  
2024  
2025  
2025  
2024  
2024  
2025  
2023  
2024  
2023  
2024  
2024  
2023  
2024  
2023  
2024  
2023

### PAST CHAIRPERSONS

JERRY OLLERICH  
ROBERT CHRISTIAN  
DAVID BULTSMA  
MIKE HABECK  
RICK HOOGENDOORN  
ALTON PALMER  
WAYNE VIESSMAN  
STAN ANDERS  
LARRY ANDERSON  
MICHELLE SCHIPPER  
BERNARD FELDHAUS, JR.  
DARROLD DEAN  
GENE PHILLIPS  
RICH BURNS  
TED BULTSMA  
RANDY THOMPSON

### COMPANY

JERRY OLLERICH TRUCKING  
BLACK HILLS LOG HAULERS ASSOCIATION  
D&J BULTSMA TRUCKLINE  
HABECK TRUCKING  
YRC FREIGHT  
ALTON PALMER TRUCKING  
CLIFF VIESSMAN, INC.  
ANDERS TRUCKING  
A & A EXPRESS, INC.  
K & J TRUCKING, INC.  
FELDHAUS TRUCKING  
DIZCO, INC.  
B & G TRANSPORTATION  
BURNS MOVING & STORAGE  
BULTSMA TRUCK LINE  
TBI, INC.

### CITY

SIOUX FALLS  
SPEARFISH  
PLATTE  
BELLE FOURCHE  
SIOUX FALLS  
RAPID CITY  
GARY  
UNION CENTER  
BRANDON  
SIOUX FALLS  
HOWARD  
SIOUX FALLS  
MADISON  
SIOUX FALLS  
PLATTE  
SIOUX FALLS

### EXPIRED

2022  
2020  
2018  
2016  
2014  
2012  
2010  
2008  
2006  
2002  
2000  
1998  
1996  
1992  
1990  
1988

## SDTA SERVICES BOARD OF DIRECTORS

### NAME & POSITION

TOM MURPHY, CHAIRMAN  
BRAD SCHIPPER, MEMBERSHIP RETENTION DIRECTOR  
TODD JOHNSON, PUBLIC RELATIONS DIRECTOR  
RICK UNDERWOOD, MEMBERSHIP SERVICES DIRECTOR  
CINDY HEIBERGER, GROUP INSURANCE DIRECTOR

### COMPANY

PARKER TRANSFER & STORAGE, SIOUX FALLS  
SCHIPPER TRANSPORTATION, SIOUX FALLS  
JOHNSON FEED, INC., CANTON  
POMP'S TIRE, RAPID CITY  
TONY'S DIESEL, SIOUX FALLS

### EXPIRES

2024  
2023  
2024  
2025  
2024

RAPID CITY, SD



FT. PIERRE, SD



Go Farther. Forward.

WWW.FLOYDSTRUCKS.COM

SALES • PARTS • SERVICE • BODY SHOP



# EXPERIENCE A HIGHER LEVEL OF SERVICE



## INTERSTATE PowerSystems

801 East 54th Street North | Sioux Falls, SD 57104  
605-339-8839 | 800-348-3042



Some products are not available at all locations.

Located in Iowa, Minnesota, Montana, Nebraska, North Dakota, South Dakota, Wisconsin, Indiana, Illinois, Michigan and Wyoming.

istate.com



Hills Stainless Steel  
505 West Koehn Ave.  
Luverne, MN 56156  
(507) 283-4405

# HILLS STAINLESS

NEW LOCATION



Hills Stainless Tank  
4100 N. Northview Ave.  
Sioux Falls, SD 57107  
(605) 306-4544



WWW.HILLSSTAINLESS.COM





3801 S. Kiwanis Avenue  
PO Box 89008  
Sioux Falls, SD 57109-9008

PRESORTED  
STANDARD  
U.S. POSTAGE  
PAID  
Permit No. 283  
Sioux Falls, SD

# KEEPING YOU ON THE OPEN ROAD.



With multiple locations across South Dakota, Minnesota and Iowa, North Central International keeps you on the open road with an extensive all makes and models parts inventory, next bay available service and new and used truck sales.

**SOUTH DAKOTA**  
Rapid City  
Sioux Falls

**IOWA**  
Mason City  
Spencer

**MINNESOTA**  
Albert Lea | Alexandria | Corcoran | Glencoe  
Mankato | Marshall | New Ulm | Rochester  
Sanborn | St. Cloud

[northcentralintl.com](http://northcentralintl.com)