

# Trucking News

THE OFFICIAL PUBLICATION OF THE SOUTH DAKOTA TRUCKING ASSOCIATION

AUGUST 2023

*Trucking's Voice In South Dakota Since 1935*



**CONGRATULATIONS TO OUR  
2023-2024 SCHOLARSHIP RECIPIENTS**

Page 15

**IT HAS BEEN A GOOD RIDE...  
PAM KOLSETH RETIRES AFTER  
46 YEARS OF DEDICATED SERVICE**

Page 18

**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

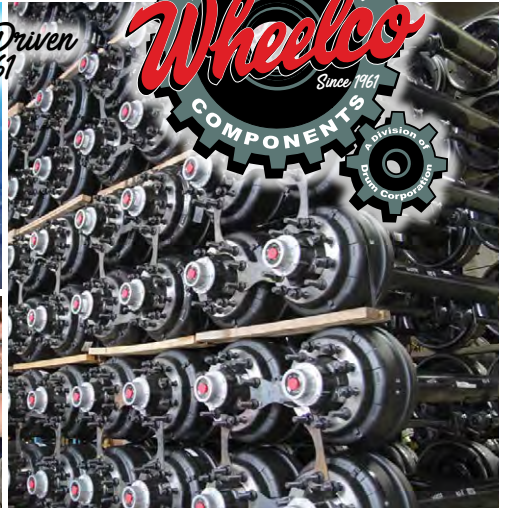
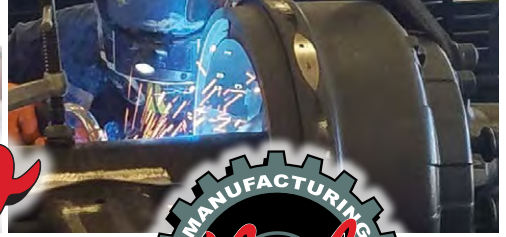


**Wheelco**  
*Customer Driven  
Since 1961*

**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.

# In this issue

- 3** Message From the Chairman
- 5** Message From the President – Christine’s Corner
- 7** August Driver of the Month
- 8** SDTA Hunting Blind Raffle
- 9** Upcoming Events
- 9** Welcome to Our Newest Members
- 11** Annual Golf Event
- 15** Congratulations to Our 2023-2024 Scholarship Recipients
- 18** It Has Been a Good Ride...Pam Kolseth Retires After 46 Years of Dedicated Service
- 20** 88th Annual Convention Agenda and Registration
- 23** SDTA Participates in Ag Appreciation Day at the Sioux Empire Fair
- 25** Driver of the Month Nomination Form & Rules
- 27** SDTA NextGen Gun Raffle
- 29** Volunteers to Build Ramp, Help Spearfish Boy (4) with Neurological Challenges
- 31** ‘Nuclear’ Lawsuits Against Truckers Continue to Rise
- 33** Wreaths Across America Virtual Convoy

## On the cover



*Photo Courtesy of Baya Rae Photography*

L to R: Reintroducing you to your SDTA team, Michelle Wells, Patty Hinz, Trevor Johnson, and Christine Vinatieri-Erickson.

• **SAVE THE DATE** •  
SEPTEMBER 13-15, 2023

**SDTA**  
SOUTH DAKOTA TRUCKING  
ASSOCIATION

**88TH ANNUAL CONVENTION**

**RAMKOTA HOTEL**  
**SIOUX FALLS, SD**

**Join Us to Celebrate South Dakota's Trucking Industry, Network with Your Friends and Colleagues, and Plan Trucking's Future Success**

*See pages 20-22 for more information.*



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)

## **SDTA EXECUTIVE COMMITTEE**

**Bob Willey**  
*Chairman*

**Justin Anders**  
*Vice Chairman*

**Tom Murphy**  
*Treasurer*

**Ryan Viessman**  
*Secretary*

**Jerry Ollerich**  
*Past Chairman*

**Vacant**  
*ATA Vice President*

**Christine Erickson**  
*President*

## **SDTA BOARD OF DIRECTORS**

**Jeff Bennett**

**Steve Benning**

**Phillip Christian**

**Dave Dailey**

**Shanna Gray**

**Pete Halverson**

**Eric Hamiel**

**Jeff Hannahs**

**Steve Hoffman**

**Larry Klaahsen**

**Tim Kotalik**

**Justin Larson**

**Chris Lutick**

**Jim Maciejewski**

**Tim Miller**

**Matt Parker**

**Dan Schipper**

**Brett Snoozy**

## **SDTA SERVICES**

### **BOARD OF DIRECTORS**

**Ryan Viessman**  
*Chairman*

**Brad Schipper**  
*Membership Retention Director*

**Todd Johnson**  
*Public Relations Director*

**Rick Underwood**  
*Membership Services Director*

**Cindy Heiberger**  
*Group Insurance Director*



## MESSAGE FROM THE **Chairman**

Good day, ladies and gentlemen. As I write this, we are making plans for the upcoming convention on September 13th–15th in Sioux Falls. I hope to see everybody there.

Christine has finally gotten our social media accounts up and running. It has been a long struggle since we did not have the passwords, so we had to shut them down and restart them. Now you can find us on Facebook, Twitter, Instagram, and even TikTok and see what is going on in the organization as well as what other members are posting.

We are starting to hear a lot about the override proposals again. The NHTSA's own numbers do not support the mandate. Their numbers show there would be a \$900 million to \$1.2 billion cost to the trucking industry, with the benefit of saving 17 lives and 69 serious injuries. I don't know if you have seen the new story of a motorist driving over 100 miles per hour and rearending a trailer. The rear override did not stop him, and he went under to the rear axle. Thankfully, he did survive. I guess it's true that you can't fix stupid.

We lost a large member this past week. I'm sure you have all heard about Yellow closing its doors, leaving a large workforce looking for work. To my understanding, there are around 150 people just in Sioux Falls. I would like to think this will be the only company to fall, but I don't think it will be.

School will be starting soon, so we will all need to be on the lookout for kids and school buses as we are out on the road.

Safe travels,

A handwritten signature in black ink that reads "Robert Willey". The signature is written in a cursive, slightly slanted style.

**Bob Willey**

Bob Willey Trucking

[bwilleytrucking@gmail.com](mailto:bwilleytrucking@gmail.com)



**LINDA BICKFORD**  
(605) 737-7865  
RAPID CITY, SD



**TACHA ARTZ**  
(605) 737-7865  
RAPID CITY, SD



**JUSTIN LARSON**  
(605) 224-1611  
PIERRE, SD



**KURT SWANSON**  
(605) 224-1611  
PIERRE, SD



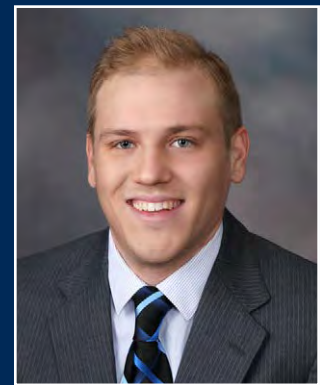
**GREG BALDWIN**  
(605) 336-2795  
SIOUX FALLS, SD



**RUSS STOUGH**  
(605) 336-4444  
SIOUX FALLS, SD



**JORDAN GAU**  
(605) 996-4698  
MITCHELL, SD



**NICK BACKLUND**  
(605) 996-4698  
MITCHELL, SD



## WE KNOW TRANSPORTATION

Fischer, Rounds & Associates truck insurance consultants are experts in the coverage of all size trucks and farm equipment, so we know the risks and liabilities to make sure you are fully covered. We have four locations in South Dakota to serve you and your truck insurance needs—Pierre, Mitchell, Rapid City and Sioux Falls.



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



### SDTA STAFF

**Christine Erickson**  
*President*  
cverickson@southdakotatrucking.com

**Pam Kolseth**  
*Comptroller*  
pam@southdakotatrucking.com

**Michelle Wells**  
*Membership Manager*  
michelle@southdakotatrucking.com

**Patty Hinz**  
*Office Manager/Graphic Designer*  
patty@southdakotatrucking.com

**Trevor Johnson**  
*Communications & Marketing Specialist*  
trevor@southdakotatrucking.com

### CONTACT INFORMATION

**Physical Address:**  
3801 S. Kiwanis Avenue  
Sioux Falls, SD 57105

**Mailing Address:**  
PO Box 89008  
Sioux Falls, SD 57109-9008

**Office:** (605) 334-8871  
**Fax:** (605) 334-1938

**Email:** info@southdakotatrucking.com  
**Website:** southdakotatrucking.com



## MESSAGE FROM THE President

### Christine's Corner

As we end the summer, I wanted to take this time to 'reintroduce' you to your SDTA team. We have experienced so many changes in my two years here. We have so much work to do to modernize our Association and streamline many processes. I am confident we have the right team in place and am excited to reintroduce you all to them.

I am your fearless leader, hired as your President in September 2021. I was born and raised in Rapid City, did a small stint in Pierre, and settled down in Sioux Falls. I have three super active teen boys: Anthony (18) and a Jack-rabbit, Braylon (15), and Charlie (12). My parents are still in Rapid City, and many of you have gotten to meet them at events. Each of them is a little piece of me—outspoken like my mom and sometimes awry like my father. I am a former member of the South Dakota House of Representatives and an at-large member of the Sioux Falls City Council. Throughout my elected tenure in state and local governments, I distinguished myself as a problem solver who seeks innovative solutions and brings together diverse interests to accomplish the greater good. You can catch me outside at the lake, attempting to golf, sipping a good Bourbon, and always ready to play a joke on someone. Thank you for putting your trust in me.



**Michelle Wells** was born and raised in Sioux Falls, South Dakota. She is married to her junior high school sweet-heart. She loves spending time with her two daughters and her five grandchildren.

She started with SDADA and SDTA in February of 1991, as the Receptionist. She was promoted to Executive Assistant nearly 20 years ago. Her title has recently changed to Member Manager.

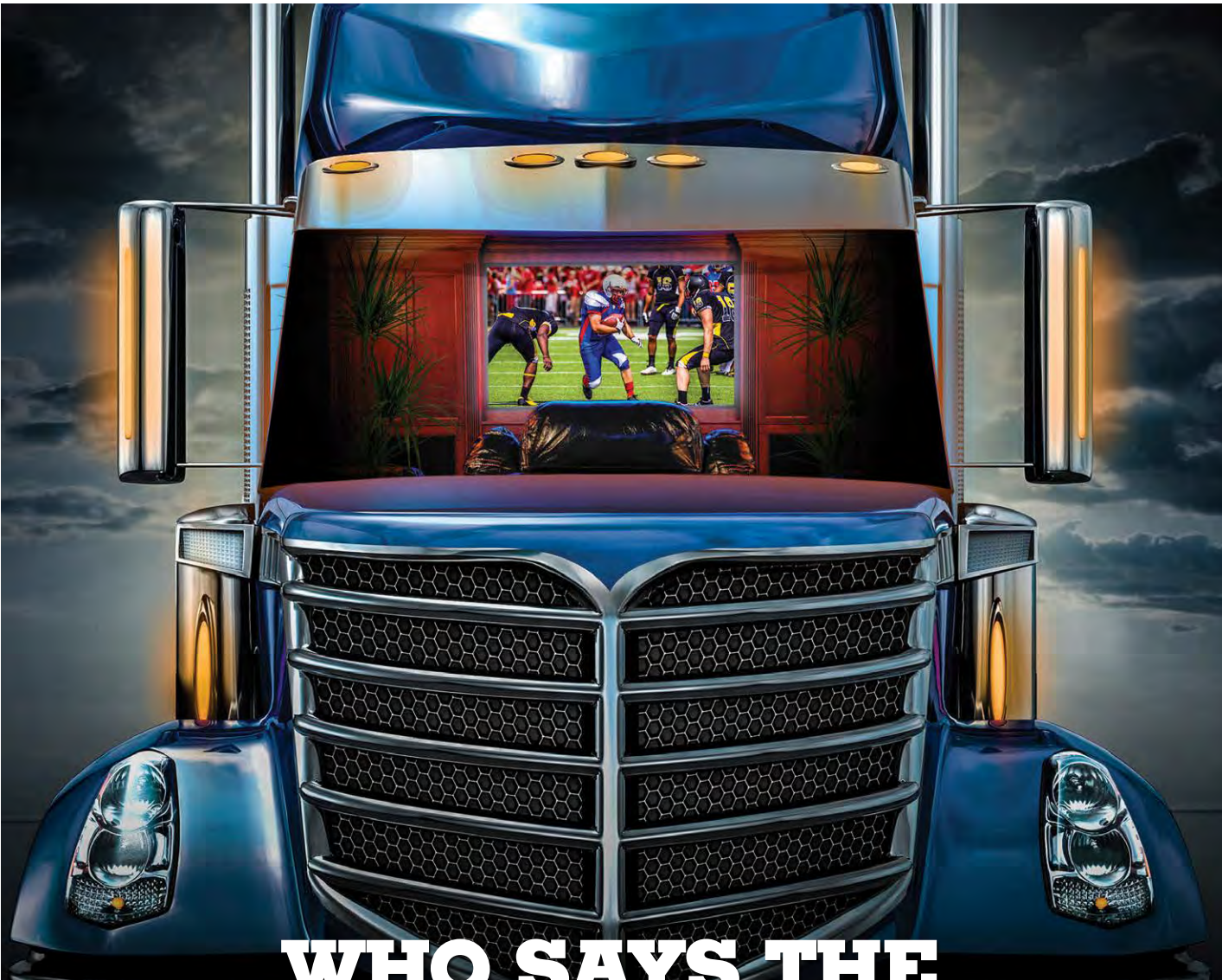
She has fostered relationships through both Associations and has become one of the main contacts for our members.



**Patty Hinz** was raised on a dairy farm near Hancock, MN. In 1992, She graduated from the Commercial Art program at Alexandria Technical College. She moved to Sioux Falls soon after and started working at Creative Printing. While working there, she met her husband, Al, and moved to Luverne, MN. They have two children, Emma (20), a junior at SDSU, and Sam (15), who will begin his sophomore year at LHS this fall.

Patty started with the SD Auto Dealers and SD Trucking Associations in July 2008 as the Office Assistant/Graphic Designer. She has over 30 years of cus-

*Continued on Page 23.*



# WHO SAYS THE COMFORTS OF HOME HAVE TO STAY AT HOME?



To make money, your truck needs to be on the road, and the road isn't always a comfortable place. The TriPac® Evolution APU turns your cab into a little slice of home, with virtually unlimited heating and cooling options and enough juice to power the devices that keep you entertained and connected. All while saving you big dollars on fuel and maintenance. See why drivers ask for TriPac Evolution by name at [thermoking.com](http://thermoking.com).

**TRIPAC® EVOLUTION**

 **THERMO KING**

56157-19-PS



## AUGUST 2023 DRIVER OF THE MONTH



Nanette "Nan" Harguth, Cliff Viessman, Inc., Gary, SD, was selected as the August 2023 Driver of the Month by the South Dakota Safety Management Council.

Nan is a driver superstar for Viessman Trucking. She does a fantastic job fulfilling her own work, plus she regularly supports fellow drivers, the larger trucking industry and the community in general.

She is a frequent mentor to her fellow Viessman drivers, regularly going above and beyond to ensure new drivers learn the ropes. She recently collected donations to help support a fellow driver who was down on his luck.

Nan participates in the SDTA Truck Driving Championships, Sioux Falls Special Olympics Convoy and other community events, and she also recruits others to join in the fun! Additionally, Nan helps Champion Club members prepare for the National Truck Driving Championships.

She also petitioned Viessman Trucking to create a pink-striped truck for her, and now she encourages those touched by cancer as she drives down the road!

Nan has been recognized as a high-caliber driver since she started with Viessman's, as she received the Rookie of the Year Award in 2014. Nine years and nearly a million miles later, she's still a loyal, highly competent driver who generously shares her time and talents with the larger driving community!

Nan and her husband Vince reside in Murdoch, MN.

The South Dakota Trucking Association joins the Safety Management Council in congratulating Nan Harguth for being selected as the August 2023 Driver of the Month.

*Sponsors of Driver of the Month Program:*

# WORKFORCE

*Occupational Health and Medical Services*

## & SDTA'S SAFETY MANAGEMENT COUNCIL

## HONOR YOUR BEST DRIVERS!



### Nominate them for Driver of the Month

A nomination form & rules can be found on page 25 or online at [www.southdakotatrucking.com](http://www.southdakotatrucking.com) under Membership Opportunities.



For more information, please contact the SDTA office at 605-334-8871 or [michelle@southdakotatrucking.com](mailto:michelle@southdakotatrucking.com)

## The Coverage You Want. The Commitment You Need.

At Your Service. At Your Side.



Layne Somsen  
Health Insurance Agent

**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](http://FischerRounds.com)



Business | Home | Health | Life

Offices also in Mitchell, Pierre, Watertown and Rapid City

# SDTA'S HUNTING BLIND RAFFLE

**BANKS OUTDOORS  
STUMP 2 - VISION SERIES  
THE PERFECT TWO-MAN HUNTING BLIND**



**ONLY 300 TICKETS SOLD**  
**\$200 PER TICKET**  
Valued at \$2,400  
DRAWING HELD SEPTEMBER 15, 2023

Sponsored by



Enlarged 34" x 14" Rear Window | Three-Point Door Latching System | 360 Degree View  
Walk-In Door Swings Out For Optimal Space | Easy Entry For Hunters of Any Age

Buy your tickets today by calling the SDTA Office at 605-334-8871 or go to [www.southdakotatrucking.com](http://www.southdakotatrucking.com)

## S&B TRANSPORTATION

Safety, Compliance, Fleet Management



801 9th Ave N Bldg 2 Suite A: Brandon SD  
605 582-3900  
[sb-transportation.com](http://sb-transportation.com)  
Hours  
8 am to 5 pm Monday - Friday

- Mobile Semi Alignment Class 7-8
- Dr Preload Wheel Bearing Adjustment Service Center
- Pittsburgh Power OPS Oil Filtration systems
- Oil Sample Analysis Kits
- Pittsburgh Power Max Mileage Fuel Borne Catalyst
- BullSpot Cleaning products

**“TRUCKING'S  
VOICE IN  
SOUTH DAKOTA”**

**SINCE 1935**

*We're here for you!*

Check Out Our Website:  
**SOUTHDAKOTATRUCKING.COM**

follow us on facebook

# Upcoming Events



## MARK YOUR CALENDAR

### SEPTEMBER 10 - 16, 2023

National Truck Driver  
Appreciation Week

### SEPTEMBER 13 - 15, 2023

SDTA 88th Annual Convention  
Ramkota Hotel & Conference Center  
Sioux Falls, SD

### NOVEMBER 9, 2023

SDTA Annual Pheasant Hunt  
8:00 a.m.  
Meet at Hutch's Cafe  
Presho, SD

### NOVEMBER 10, 2023

SDTA Fall Executive Committee Meeting  
8:00 a.m.  
AmericInn  
Fort Pierre, SD

### NOVEMBER 10, 2023

SDTA Fall Board of Directors Meeting  
10:00 a.m.  
AmericInn  
Fort Pierre, SD

### DECEMBER 6, 2023

West River Legislative Reception  
5:30 p.m. - 7:00 p.m.  
Minervas, Lincoln Room  
Rapid City, SD

### DECEMBER 12, 2023

NextGen Reception  
4:30 p.m.  
East River Legislative Reception  
5:30 p.m. - 7:00 p.m.  
Minervas  
Sioux Falls, SD

### FEBRUARY 12, 2024

Annual Legislative Reception  
and Sundae Bar  
6:00 p.m.  
Ramkota Hotel & Conference Center  
Pierre, SD

### FEBRUARY 13, 2024

SDTA Winter Executive  
Committee Meeting  
10:00 a.m.  
Ramkota Hotel & Conference Center  
Pierre, SD

### FEBRUARY 13, 2024

SDTA Winter Board of Directors Meeting  
12:30 p.m.  
Ramkota Hotel & Conference Center  
Pierre, SD

## Welcome to Our Newest Members

### Fischer Brothers Trucking LLC

Steven Fischer  
29549 431st Ave.  
Lesterville, SD 57040  
Phone: 605-660-4057  
Email: stevenj64@hotmail.com  
*Feed, Grain & Livestock*  
Recommended by: Tim Kotalik

### Drivers Legal Plan

Richard Banks  
6709 N. Classen Blvd.  
Oklahoma City, OK 73116  
Phone: 405-948-6576  
Toll Free: 800-417-3552  
Email: richard@driverslegalplan.com  
Website: www.driverslegalplan.com  
*Legal Services*

### Strategic Value Media

Scott Breinberg  
145 Pinelawn Rd., Suite 330 N  
Meluke, NY 11747  
Phone: 631-794-1510  
Fax: 631-794-1505  
Email: sbreinberg@svmmmedia.com  
Website: www.svmmmedia.com  
*Advertising Sales*

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)

## 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

# Golfers Enjoy A Beautiful Summer Day at the SDTA's Annual Golf Event

Every year, the SDTA golf outing provides a fantastic opportunity to network with old industry friends and make new ones.

This year the weather was perfect; our 132 golfers enjoyed a full day of fun on the course under sunny skies and a refreshing breeze. Tim Kotalik was enlisted to tee off the event with

an unexpected bang, an exploding golfball, instead of our usual shotgun start.

Thank you to all of the golfers and our incredible sponsors for helping us make this event a success once again! We appreciate your ongoing support and participation.





# 2023 SDTA GOLF EVENT

## THANK YOU SPONSORS!

### DIAMOND SPONSORS



### RUBY SPONSOR



### EMERALD SPONSORS



### SAPPHIRE SPONSORS

Dizco  
Hartley Transportation  
Interstate Powersystems  
IState Truck Center  
Jerry Ollerich Trucking  
Premier Compliance

Prompt Express  
S&B Transportation  
The First National Bank in Sioux Falls  
The Truckers Place  
Wallwork Financial Corp  
Wilson Trailer Company

### TOPAZ SPONSORS

Aflac  
Baldwin-Debates, Acrisure Agency Partner  
Cliff Viessman, Inc  
First International Bank & Trust  
Hills Stainless Steel  
Mid-States Transport  
Sioux Falls Kenworth



## 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.



# Congratulations to

## OUR 2023-2024 SCHOLARSHIP RECIPIENTS!



### Natalia Bednarczyk

Hi, I'm Natalia Bednarczyk. I was born and raised in Watertown, SD. Growing up, I participated in taekwondo, track, and soccer. I graduated from Watertown in 2022 and now I'm going to college in Vermillion, SD and majoring in medical biology. After undergrad I would like to go to medical school and become a physician or surgeon. When I'm not at school chasing my dreams, I'm back in Watertown. During the summer, I work at the Village of Harmony Hill HomeCare Services, and travel to soccer tournaments to officiate and referee soccer games. When I'm not working, I enjoy spending quality time with my family and friends, going out fishing with my little brother, traveling to Europe, exploring new places and cultures, trying new foods, and learning new things.



### Davis Boon

My name is Davis Boon. I am a 2023 graduate of Sioux Falls Christian High School. Throughout my 4 years of high school, I participated in cross country, and played percussion in marching band, jazz band, and concert band. I also had the honor to be selected to participate in SD All State Band for 3 years. Outside of school, I volunteer on a Praise Team at church, I am a member of Pursuit, which is Groove Inc's award winning competitive drumline that competes throughout the midwest, and I work part time at HyVee. I enjoy traveling, camping with my family, frisbee golf, and spending time with friends. This fall I will be attending South Dakota State University, majoring in Percussion Performance. I also intend to join the SD Army National Guard Band. I would like to thank the South Dakota Trucking Association for this opportunity and this generous gift that will help cover the cost of my education.



### Colby Deuth

My name is Colby Deuth, son of Sean and Chantel Deuth from Dawson, MN. I graduated from Dawson-Boyd High School in 2020. I participated in Cross Country, basketball and baseball as well as knowledge bowl, robotics, musicals and one act during my high school career. During my free time I like to hang out with friends or spend some time in the gym. I am currently a junior at the University of Minnesota in Duluth. My high school sports involvement led me to the decision of pursuing a degree in Exercise Science. Upon completion of the Exercise Science program, I am looking to further my education in either athletic training or occupational therapy. I am looking forward to helping people gain mobility and train for a healthy lifestyle.



### Emma Hinz

My name is Emma Hinz, and I grew up in Luverne, Minnesota. I graduated from Luverne High School in May of 2021. I am currently a junior at South Dakota State University, majoring in Animal Science/Pre-Veterinary Medicine. I plan to apply to veterinary schools in the fall of 2024. My long-term goal is to work at a mixed-animal veterinarian clinic in a rural community. For the past four years, I have worked part-time at the Luverne Pizza Ranch. In my spare time, I enjoy reading, listening to music, and spending time with my family and friends. I'd like to thank the members of the South Dakota Trucking Association for this generous gift. I am so grateful to be receiving this scholarship. You have helped ease my financial burden, which will allow me to focus on my education. I hope one day I will be able to help students achieve their goals just as you have helped me.

*Continued on Page 17.*



# 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)



## 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** 



### Laura Johnson

My name is Laura Johnson. I was born and raised in Milbank, South Dakota. I have been a member of Milbank Area Lions Swim Team for 11 years and Core Kinetics Dance Team for 14 years. In elementary and middle school, I also participated in basketball, volleyball and soccer. Some of the awards I have received in Swim Team are Most Improved, Coaches Award and Commitment Award. I was also involved in Milbank High School Future Farmers of America for three years and received Honorable Mention in the Small Business Development Center Big Idea Competition. During middle school and high school, I volunteered at Milbank Kiwanis Club functions, Grant County Soccer Association fields, American Lutheran Church, an assisted living center and swim meets. I have had perfect attendance at school since second grade. During high school I have worked 30 or more hours per week at Berens Market, City of Clear Lake swimming pool and Valley Queen Cheese Factory. After I graduate from high school, I plan to further my education at Northern State University in Aberdeen, South Dakota by majoring in Elementary Education. I hope to teach and help children in northeast South Dakota.



### Allyson Stinson

Hi, I'm Allyson. I'm going to be majoring in Environmental Biology through the UD Sinclair Academy. My love for nature is what sparked my interest in this career path. I love plants, animals, and being outdoors, which got me into agriculture in high school. I also love tennis and played a lot of sports. I just really like being involved. I hope to make a difference and one of my main goals is to make the world a cleaner and safer place and teach people how they can do so. A few ways I have built towards this goal is through community service, involving myself in groups, activism, and talking about environmental issues whenever given the chance. I am overall a passionate person and love what I do!



### Mackenzie Watkins

My name is Mackenzie Watkins and I am from Renner, South Dakota. I graduated from Dell Rapids High School in May of 2020. I am going into my senior year of college this fall at the University of Nebraska Medical Center - Lincoln, pursuing a degree in nursing. Following graduation, I plan to work as a traveling ICU nurse. After a few years of travel nursing around the country, my goal is to return to school to become certified as a nurse anesthetist and specialize in labor and delivery. I am extremely grateful to be a recipient of this scholarship, and look forward to where my career will take me.

**OPPERMAN, INC.**  
*Concrete Sand • Masonry Sand • Gravel  
 Crushed Rock • Trucking*

**Jeff Opperman**

908 East 14th Street      Office: (605) 835-8578  
 Gregory, SD 57533      1-800-638-6198  
 Fax: (605) 835-9794  
 e-mail: [jmopinc@gwtc.net](mailto:jmopinc@gwtc.net)      Cellular: (605) 830-1991

**We Are Offering  
 CDL Theory Training!**

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

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

**IT PAYS TO BE A MEMBER!**

Call the SDTA today 605-334-8871 to learn about our fully-online, FMCSA compliant CDL Theory program and how you can join our trainee to employee pipeline!

# SOUTH DAKOTA AUTO DEALERS ASSOCIATION TRUCKING ASSOCIATION



## It Has Been a Good Ride...

Pam Kolseth Retires After 46 Years of Dedicated Service

**B**ack in the late 50's and early 60's, my dad, Merrill Anderson, owned and operated Hub Motors in Sioux Falls. Then, in the mid-60's, he and a partner, Marv Hall, purchased the American Motors franchise, Anderson Hall Motors. I worked at the dealership through my high school and college years, where I learned how a dealership operates. My father later sold out to Marv and went into the housing business. It was on March 14, 1977, when I was going to Dakota Employment to pick up an interview appointment card. As I stood at the reception desk, the gal was on the phone with someone and then asked me – aren't you in accounting? – to which I replied "Yes". Whomever she was talking to said send her over, I know of her. It happened to be Jerry



Wheeler, Executive Vice President of the SD Auto Dealers and the SD Motor Carriers Associations. He had bought several trucks from my dad and serviced them at our dealership. He hired me that afternoon. Talk about being in the right place at the right time!

I always valued the experience of having worked in a dealership. It is also where I met my husband of 38 years, Jon. He was from Oslo, Norway, and had come over to attend the General Motors Institute in Flint, Michigan. He then worked for GM in Norway before returning to the States. He was a district manager for American Motors when I met him. We made numerous trips to Norway and Sweden to visit family and friends.

The SD Motor Carriers later became the SD Trucking Association. They celebrated some legislative successes,



with the most important being the repeal of the trucking transportation tax in 2003. Around 2000, they suffered a huge loss of \$450,000 due to a self-funded health insurance program gone bad. Through its dedicated members and many fund-raisers, they were able to get out of the hole. Today, their net assets are over

\$717,000. Trucking members as well as auto dealers are some of the most giving individuals I know. They all give so much back to the communities in which they serve.

Back in 1977, the SD Auto Dealers net assets were at \$205,762. I am proud to say today that their net assets are over \$3,000,000. They also have had legislative achievements such as the repeal of the “damage disclosure laws” and strengthened franchise laws. Several dealers participated in an off-shore credit life company in the British Virgin Islands and later the Turks and Caicos, along with oversight from Central States of Omaha.

Along the way, we have endured some rough roads (speed bumps), which only made us stronger as an association. I am proud of all the accomplishments made by both of our associations. The saying “The days are long, but the years are short” is so true. Over 46 years later, it has been such an honor and a privilege to work with so many amazing people. Technological changes will continue, however, the memories will remain the same. I value your friendships and trust in me.

I have been blessed with two sons, a stepson, a stepdaughter, three daughters-in-law, and eleven grandchildren, to whom I shall direct my attention to in retirement. To all of my co-workers, members of both associations, I say “Thank you—it has been a good ride!!”



*Pam Kolseth*



RETIREMENT WISHES CAN BE SENT TO:  
8101 E. 38TH STREET  
SIOUX FALLS, SD 57110



# SDTA'S 88TH ANNUAL CONVENTION

SEPTEMBER 13-15, 2023 • BEST WESTERN RAMKOTA HOTEL  
3200 W. MAPLE ST. • SIOUX FALLS, SD • (605) 336-0650

## TENTATIVE AGENDA

### WEDNESDAY, SEPTEMBER 13, 2023

- 8:00 AM Open for Booth Setup - *Setup prior to 4:00 PM*
- 3:00 PM Registration Desk Opens
- 4:00 PM Vendor Appreciation Social & Game Night:  
Indoor Lawn Games (*Oversized Jenga, Connect Four, Lawn Darts & more*)
- 6:00 PM Dinner

### THURSDAY, SEPTEMBER 14, 2023

- 8:00 AM Registration & Check-in at the Brandon Golf Course  
Shotgun start at 9:00  
Transportation on own  
(*2100 E Aspen Blvd, Brandon, SD*)
- 1:00 PM Axe Throwing at Axes and Ales  
Transportation on your own  
(*3016 W 57th St, Sioux Falls, SD*)
- 4:00 PM Registration Desk Opens
- 4:30 PM Social & Visit Displays
- 6:00 PM Dinner, Football & Fun:
  - Award Golf Prizes
  - Vikings vs. Eagles on the big-screen
  - Cornhole Tournament

### FRIDAY, SEPTEMBER 15, 2023

- 7:45 AM Registration Desk Opens
- 8:00 AM Breakfast
  - Formal Opening 88th Annual Convention
  - Welcome
  - SDTA and SDTA Services Inc. Annual Meetings
- 9:00 AM Business Session 1: MVR/CSA Monitoring, Driver Training & Telematic Alerts All-In-One  
Presented by Samba Safety

### FRIDAY, SEPTEMBER 15, 2023 CONTINUED

- 9:45 AM Business Session 2: Rotating Open Forum Sessions
  1. The Benefits of Tire Alignment For Your Fleet, Mike Beckett, MD Alignment
  2. Get Back to Running Your Business and Let Limestone Inc. Bookkeeping Handle Your Books
  3. Digital Tire Monitoring - How Could That Affect Your Bottom Line
  4. Engine Forum: Preparing for Electrification
  5. FMCSA Update: Cindy Gerber, Highway Safety Specialist - State Programs & Willie Moravec, Safety Investigator
  6. Update: One Year Into New Computer System with Motor Carrier Services, SD Dept. of Revenue
- 12:00 PM Awards Luncheon
  - Fleet Safety Awards
  - SDHP Annual Safety Award Presentation
- 1:30 PM Business Session 3: Updates from SD Highway Patrol & SD Motor Carrier Enforcement
- 2:30 PM Driver of the Year Interviews
- 3:00 PM Heavy Duty Truck Dealer Meeting
- 5:00 PM Capitol Club Reception - By Invitation Only
- 5:00 PM Social & Visit Displays
- 6:30 PM Chairman's Banquet
  - Pride of the Show
  - Safety Director of the Year
  - Chairman's Award
  - Driver of the Year Presentation
- 8:00 PM Driver of the Year Reception



# SDTA'S 88TH ANNUAL CONVENTION

## September 13, 14 & 15, 2023

HEADQUARTERS:

Best Western Ramkota Hotel  
 3200 W. Maple St., Sioux Falls, SD 57107  
 (605) 336-0650

Company \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_ Phone \_\_\_\_\_

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

<i>Print name(s) as they will appear on name tag. Mark your attendance with a "x" if attending and leave blank if unable to attend. Food count based off of these #s - Please complete.</i>	9/13	9/14	9/14	9/14	9/15	9/15	9/15
	Dinner	Golf	Axe Throwing	Dinner & Football	Breakfast	Lunch	Banquet
NAME							
SPOUSE/GUEST							
NAME							
SPOUSE/GUEST							
NAME							
SPOUSE/GUEST							

Please mark the appropriate box(s) below for your REGISTRATION fees:

- First Company Representative \$200     
  Additional Company Representative \$165     
  Non SDTA Member \$300  
 First Time Motor Carrier Member Attendee \$160     
  Spouse/Guest \$165     
**TOTAL REGISTRATION FEES: \$ \_\_\_\_\_**

We would like to SPONSOR at the following level: (For sole sponsorship opportunities call the SDTA office for pricing)

- Diamond \$2,500     
  Ruby \$1,500     
  Emerald \$1,000     
  Sapphire \$750     
  Topaz \$500     
  Pearl \$250  
**TOTAL SPONSORSHIP FEES: \$ \_\_\_\_\_**

We would like to be an EXHIBITOR: (Includes one free registration)

- Display Space \$600 - 10' booth     
  Double Display Space \$900     
  Triple Display Space \$1,100     
  Outdoor Display \$500 (Tractor/Trailer) circle appropriate equip.

Display Times: Wednesday 4:00 - 6:00 pm / Thursday 4:30 - 6:00 pm / Friday 5:00 - 6:30 pm      **TOTAL EXHIBITOR FEES: \$ \_\_\_\_\_**

**INFORMATION MUST BE RECEIVED BY SEPTEMBER 1, 2023, TO BE INCLUDED IN THE CONVENTION PROGRAM.**

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

*CHOICES FOR THURSDAY, SEPTEMBER 14, 2023:*

**1) GOLF OUTING** - SDTA has scheduled a golf outing at the Brandon Golf Course, on Thursday, September 14, 2023. A continental breakfast will be available on the golf course. Registration runs from 8:00 a.m. - 8:45 am. with a shotgun start at 9:00 a.m. Lunch will be provided. Participants will be split up unless specified. **\$150\* per golfer**  
**TRANSPORTATION IS ON YOUR OWN.** \*unless not attending convention, then \$200



NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

**TOTAL GOLF REGISTRATION FEE: \$** \_\_\_\_\_

**I WOULD LIKE TO SPONSOR \_\_\_\_\_ GOLF HOLE(S) AT \$200 PER HOLE**

Golf hole sponsorships are available on a first come first serve basis. Sponsorships received after 18 holes are taken will be placed elsewhere. **TOTAL GOLF HOLE SPONSORSHIP: \$** \_\_\_\_\_

**OUR COMPANY WANTS TO SIT AT A GOLF HOLE AS AN EXHIBITOR FOR A SPONSORSHIP OF \$275**

**OR**

**2) AXE THROWING** - SDTA has scheduled an axe throwing event for Thursday, September 14, 2023, from 1-3 pm. The event will be held at JJ's Axes and Ales, located at 3016 W 57th St, Sioux Falls. **TRANSPORTATION IS ON YOUR OWN.**



NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

**TOTAL AXE THROWING REGISTRATION FEE: \$** \_\_\_\_\_

TOTAL REGISTRATION FEES: \$ \_\_\_\_\_

TOTAL SPONSORSHIP FEES: \$ \_\_\_\_\_

TOTAL BOOTH FEES: \$ \_\_\_\_\_

TOTAL GOLF REGISTRATION FEES: \$ \_\_\_\_\_

TOTAL GOLF HOLE SPONSORSHIP: \$ \_\_\_\_\_

TOTAL AXE THROWING FEES: \$ \_\_\_\_\_

**TOTAL DUE: \$** \_\_\_\_\_

**PAYMENT OPTIONS:**

CHECK ENCLOSED     CREDIT CARD: Visa    MasterCard    American Express    Discover

Credit Card No. \_\_\_\_\_ Expiration Date \_\_\_\_\_ / \_\_\_\_\_ CVV: \_\_\_\_\_

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

Authorized Signature \_\_\_\_\_



Christine's Corner continued from Page 5.

tomter service and graphic design experience. Patty enjoys the variety that working for SDADA and SDTA offers. Her title recently changed to Office Manager/Graphic Designer.

In her spare time, she enjoys spending time with her family, going for walks with her dog, Daisy, traveling, and attending her son's sporting events.



**Trevor Johnson** joined our team this past June. He was born and raised in Rapid City, SD, where he graduated from Stevens High School. After high school, he spent the first half of his college career in Laramie, Wyoming, attending the University of Wyoming. He transferred during COVID to Black Hills State University,

where he graduated in December 2022 with a B.S. in Business Administration and Management. Outside of school or work, Trevor loves extreme sports. He skis, snowboards, surfs, skateboards, BMXs, mountain bikes, and, most importantly, scooters. He has scootered professionally for over a year now for Madd Gear, a scooter company. He also enjoys traveling and exploring; his most memorable trip was when he went to Guatemala to climb volcanoes. He also enjoys caving and was on a team dedicated to discovering new passages in Rushmore Cave. In 2022, he interned with the American Trucking Association in Washington, D.C., where he was introduced to the trucking industry and association work. While at ATA, he met Christine while she was visiting for the South Dakota Call on Washington, and that connection led to this position at SDTA. Trevor enjoys this position because he's able to let his creativity fly and all his project ideas are welcomed. He is excited to show you all the projects he has been working on for SDTA.

We have relaunched our Pit Stop Print Shop for all your forms and printing needs. Keep us in mind if you need any specialty or print products.

Lastly, our convention is right around the corner. It's not too late to sign up or sponsor. We hope to have a great collaborative convention for you. As always, do not hesitate to reach out to our team.

Onward,

Christine M. Vinatieri-Erickson

## SDTA Participates in Ag Appreciation Day at the Sioux Empire Fair



# 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**

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

## DRIVER OF THE MONTH NOMINATION FORM & RULES

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

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

Marital Status: \_\_\_\_\_ Spouse's Name: \_\_\_\_\_

Residence Address (in full): \_\_\_\_\_

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

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

Home Terminal Address (in full): \_\_\_\_\_

Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_

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 of 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.

Remit To: SDTA • PO Box 89008, Sioux Falls, SD 57109-9008 • michelle@southdakotatrucking.com

# Stronger Together.



www.southtrucking.com



*More members, more impact!*

For every new member signed up by a current SDTA member, the existing member will receive a \$50 credit toward the following year's dues.

*Credit limit of \$150 per member company.*



SCAN CODE FOR MEMBERSHIP APP



**Midwest Peterbilt Group**

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

## Truck Sales, Parts & Service



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

## Heartland

1-800-333-5173  
(605) 342-0527 Transportation

### Fuel Transport Drivers Wanted



**Heartland Transportation is Currently Hiring  
Fuel Transport Drivers**

Transport Gas and Diesel In Eastern SD Area

**Heartland Transportation Offers:**

- Commission on Gross Freight
- Competitive Benefit Package
- Yearly Bonus Incentives
- (Health, Aflac, 401K, Paid Vacation)
- Company Paid - Life, Dental & Vision Insurance
- New Equipment - Own Assigned Unit
- Home Most Nights - Schedule Flexibility
- Growing Company

Send resume to [toddm@mgoil.com](mailto:toddm@mgoil.com)

# \$10 PER TICKET *for a chance to win a* **Winchester SX4 Upland Field Semi-Auto**



Proceeds Benefiting  
**SDTA**  
SOUTH DAKOTA TRUCKING  
ASSOCIATION  
NextGen

**NEED NOT BE PRESENT TO WIN! TICKETS WILL ALSO BE AVAILABLE FOR PURCHASE AT SDTA CONVENTION.**

Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Email: \_\_\_\_\_ DRAWING HELD SEPTEMBER 15, 2023



**REMIT TO: SDTA, Box 89008, SIOUX FALLS, SD 57109**

**or PAY VIA VENMO**

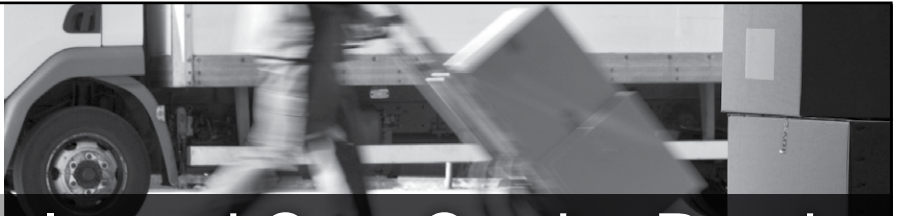


## **THE PEOPLE WHO POWER A WORLD THAT'S ALWAYS ON.**

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.





# 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

## 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](http://www.DixonInsurance.com)



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](http://www.wilsontrailer.com) • e-mail: [tim.kotalik@wilsontrailer.com](mailto:tim.kotalik@wilsontrailer.com)

## INDEPENDENT TRUCK REPAIR

**605-716-5462**

**2333 Emerson Ln. • Rapid City, SD 57701**

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

## 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)



# Volunteers to Build Ramp, Help Spearfish Boy (4) with Neurological Challenges



Jack Welfl, a 4-year boy from Spearfish, will be gifted a ramp by Operation Ramp it Up [operationrampitup.com] on Wednesday, August 9. Volunteers for the non-profit will meet at the residence of Kade and Elizabeth Welfl, Jack's dad and mom, to build the aluminum ramp on-site.

Operation Ramp it Up Founder Greg Schneider, a UPS driver and winner of UPS's highest volunteer honor the Jim Casey Community Service Award, will be joined by other UPS volunteers in the build that will take between three and four hours.

Operation Ramp It Up is focused on providing much needed freedom, independence and accessibility for people with mobility issues. The Welfl family build is particularly special because not only does it positively contribute to Jack's mobility, it concludes a long held goal of Operation Ramp it Up: to help someone through a ramp build in all 50 states!



Senator Randy Deibert (R-31), Representative Mary Fitzgerald (R-31) and Representative Scott Odenbach (R-31), SDTA Member Chris Lutick from UPS joined UPS's Chief Corporate Affairs and Sustainability Officer Laura Lane to complete and celebrate this exceptional build.



**MORE INFO:** Operation Ramp It Up is an initiative that was launched in 2014 in Cincinnati by Greg Schneider, a 40-year driver at UPS, along with The UPS Foundation and the VFW Foundation. The mission was originally implemented to give mobility back to disabled veterans and/or their spouses, by installing wheelchair ramps to help them access their homes with ease. Now any family with a need for a ramp who has exhausted all other resources can be considered.

Essentially an aluminum kit, ramps can be taken apart and reused, providing a sustainability aspect to this initiative. Ramps no longer needed can be taken down and installed to assist another individual.



*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



# 'Nuclear' Lawsuits Against Truckers Continue to Rise

## US Chamber Research Group: Trucking Industry Is 'Under Siege by Litigation'

**Eric Miller** | Senior Reporter | *Transport Topics*

A new study by the U.S. Chamber of Commerce Institute for Legal Reform found that trucking in America is "under siege by litigation."

"Verdicts in trucking accident cases accelerated in size starting in the 2000s but have skyrocketed over the last 10 years, despite a decreased rate of serious trucking crashes over that time frame," the study said. "Moreover, with the inflation of verdicts and settlements, the search for deep pockets is expanding and the circle of potential defendants is widening." A review of 154 trucking litigation verdicts and settlements from June 2020 to April 2023 revealed a statistical mean plaintiffs' award of \$27.5 million and a statistical median award of \$759,875 for settlements.

This rise occurred despite a declining rate of fatal crashes, researchers found.

"At the same time, between 2000 and 2020, the rate of fatal crashes involving a truck decreased from 2.23 to 1.47 per hundred million large truck miles traveled — a drop of 34.4%," the study concluded. "In other words, even though trucking is getting safer, verdicts are getting bigger. And that's a problem."

Nathan Morris, the senior vice president of legal reform advocacy at the institute, said in an interview that the most important takeaway of the study is that "litigation excesses have an impact that goes far beyond the courtroom. It's something every consumer in America feels when verdicts are unchecked and not tethered to actual liability."

On the plus side, Morris said policymakers in some states, such as Texas, have paid attention to the problem and have made some significant regulatory reforms.

In one concerning trend, however, the study found that some trucking fleets are reducing their insurance coverage as the cost of insurance goes up. Such a move can hurt a carrier financially in the long run, Morris warned.

"Though it may be tempting to discard the mean numbers and focus more on the median, trucking companies and insurers alike must be aware that those extraordinary, high-dollar verdicts and settlements persist despite an improved public perception of the industry, and therefore must be part of any risk analysis," the study concluded. "Although it took some time for jury trials to ramp up again after the peak of the pandem-

ic, somewhat limiting the available data, the review suggests trucking's improved public perception has not translated to a more reasonable litigation environment. Numerous studies, including this paper's review of more recent trucking verdicts and settlements, demonstrate that awards are increasing at a rate that has far outpaced inflation."

The institute's research also explored the various factors driving the litigation trend, most of which are tactical litigation tools that drive up verdicts. These tactics include plaintiff attorneys' use of medical referral networks and inflated billing practices; so-called "reptile" courtroom tactics; a widening circle of defendants to reach deeper pockets; and an "ambiguous and exploitable" standard of care for trucking operations.

The Chamber's research also showed that the plaintiff bar has targeted the trucking industry as a source of inflated verdicts and settlements. It concluded that policymakers, judges and professional ethics regulators must continue to take action to achieve more balance and fairness in truck accident litigation

It noted that so-called "reptile tactics" involve attempts by plaintiff attorneys "to instill fear in jurors and make them think the only way they can keep their loved ones and the community safe is to award massive damages to the plaintiff. The pernicious effect of 'reptile' tactics is to divert the juror's attention from the legal elements of a claim," the study said.

The research also offered a number of potential solutions to the nuclear verdict problem, including:

- Requiring transparency in claiming medical damages. Researchers also said legislation should limit medical damages to reasonable and customary amounts actually paid instead of inflated amounts billed.
- Prohibiting the presentation of inflammatory arguments if a defendant trucking firm stipulates responsibility for a driver's negligence.
- Prohibit the practice of "anchoring," which would ensure noneconomic damages are supported by evidence and not arbitrarily chosen.
- Permit evidence of non-use of seat belts by plaintiffs in damages calculations.
- Policymakers and judges should defer to federal agencies in deciding whether contracting with a motor carrier is reasonable or whether a truck is properly equipped.

*Reprinted from Transport Topics*

**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® 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 THE VIRTUAL CONVOY TODAY! ★

Help move the mission by sponsoring wreaths through your State Trucking Association. With every \$17 sponsorship made a veteran's wreath will be sent to Arlington National Cemetery for placement this December - where servicemembers from every state are laid to rest - and the State Trucking Association will receive \$5 back to use for its own programs.



To support your  
South Dakota Trucking Association, visit:  
[wreathsasscrossamerica.org/southdakotatrucking](http://wreathsasscrossamerica.org/southdakotatrucking)  
or scan the QR code.



[trucking.wreathsasscrossamerica.org](http://trucking.wreathsasscrossamerica.org)

REMEMBER ★ HONOR ★ TEACH



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

www.peterbiltofsiouxfalls.com  
 www.peterbiltparts-sd.com  
 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!**



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

*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



605-335-1070  
 www.FirstCFCU.com

A photograph of a man and a woman 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**



# GREAT WEST CASUALTY COMPANY

*The Difference is Service®*



## Values Drive Performance

Shared Values Can Lead to Organizational Excellence

**We understand you are in business to make a profit.** Our Value-Driven® Company modules can help you reduce losses and increase profits by focusing on influencing employee behavior, changing culture, improving communication, and managing risk successfully.

**We believe it is everyone's job to do what they can to prevent losses.** We have developed a variety of training tools to help get all employees involved in safety. From seminars and webinars to Self-Service e-Tools and FAQs, we have solutions to fit your operations.

**We see "Critical Crashes" as a risk to your company.** Our Value-Driven® Driving program focuses on helping drivers do what they can to prevent these types of accidents: rear-end, loss of control, lane change, and run under. All of our driver training programs are FREE to our insureds and can be accessed 24/7 on Great West's Online Learning Library.

**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**



OLD REPUBLIC INSURANCE GROUP

RAPID CITY, SD



FT. PIERRE, SD



Go Farther. Forward.

WWW.FLOYDSTRUCKS.COM

SALES • PARTS • SERVICE • BODY SHOP



# EXPERIENCE A HIGHER LEVEL OF SERVICE

## INTERSTATE Power Systems

1635 East Dike Drive | 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



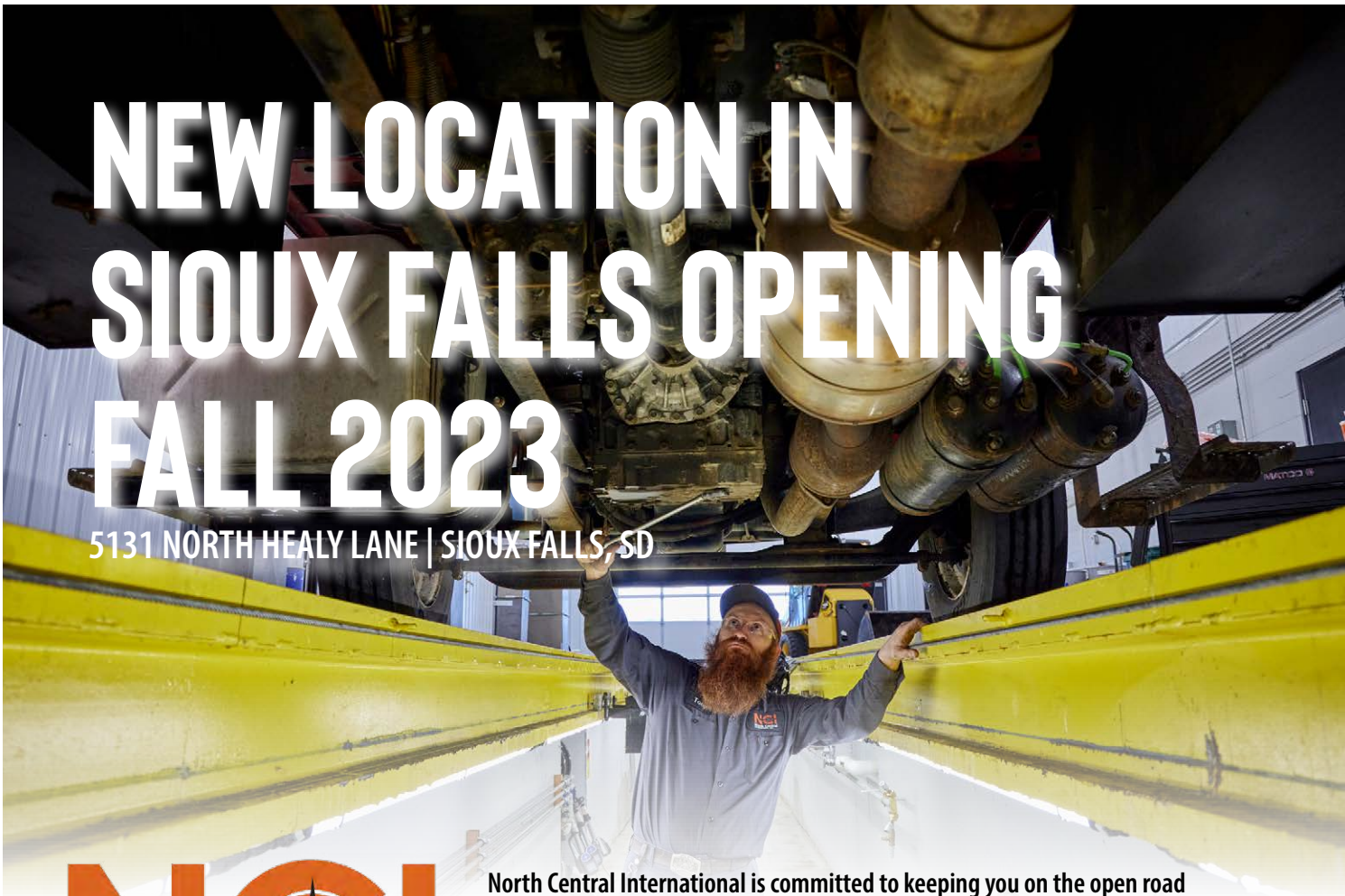
WWW.HILLSSTAINLESS.COM





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

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



# NEW LOCATION IN SIOUX FALLS OPENING FALL 2023

5131 NORTH HEALY LANE | SIOUX FALLS, SD



North Central International is committed to keeping you on the open road through top-notch customer service. This is why we are opening up a brand new location in Sioux Falls, SD this fall - to keep your business on the open road.

**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)