

TRUCKLOAD CARRIERS ASSOCIATION



81ST ANNUAL CONVENTION

Truckload **STRONG**

March 10-13, 2019

Wynn Las Vegas Resort
Las Vegas, Nevada

PROGRAM

#2019TCA

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**TRUCKLOAD
CARRIERS**
ASSOCIATION

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(703) 836-6610 - fax
tcameetings@truckload.org (e-mail)
www.truckload.org

Schedule at a Glance

Saturday | March 9, 2019

8:00 a.m.-5:00 p.m.	Exhibitor Move-in
1:00 p.m.-6:00 p.m.	Registration
3:00 p.m.-5:00 p.m.	Officers' Meeting (by invitation)
6:00 p.m.-7:00 p.m.	Reception
7:00 p.m.-10:00 p.m.	Past Chairmen's Reception & Dinner (by invitation)

Sunday | March 10, 2019

7:30 a.m.-9:00 a.m.	Breakfast
7:30 a.m.-6:00 p.m.	Registration
7:45 a.m.-12:00 p.m.	Committee Meetings
8:00 a.m.-4:00 p.m.	Exhibitor Move-in
11:30 a.m.-1:00 p.m.	Lunch & Refreshments
12:30 p.m.-1:45 p.m.	Trucking in the Round
2:00 p.m.-3:15 p.m.	Trucking in the Round
3:30 p.m.-4:45 p.m.	Board of Directors' Meeting
4:45 p.m.-7:00 p.m.	Exhibition & Reception

Monday | March 11, 2019

6:45 a.m.-10:00 a.m.	ACT 1 Meeting
7:00 a.m.-8:15 a.m.	Breakfast
7:00 a.m.-2:00 p.m.	Registration
8:15 a.m.-10:00 a.m.	General Session
10:15 a.m.-12:30 p.m.	Exhibition and Lunch
12:45 p.m.-2:00 p.m.	Trucking in the Round
2:15 p.m.-3:30 p.m.	Trucking in the Round
3:45 p.m.-4:45 p.m.	Best Fleets To Drive For Reception
5:00 p.m.-6:00 p.m.	Reception
6:15 p.m.-6:30 p.m.	Depart for Truckload Strong Event
7:00 p.m.-10:00 p.m.	Truckload Strong Evening of Fun (additional fee)

Tuesday | March 12, 2019

7:00 a.m.-8:15 a.m.	Breakfast
7:00 a.m.-2:00 p.m.	Registration
8:15 a.m.-10:15 a.m.	General Session
10:30 a.m.-12:30 p.m.	Exhibition and Lunch
12:45 p.m.-4:15 p.m.	General Session
5:15 p.m.-6:00 p.m.	Annual Awards Reception
6:15 p.m.-9:00 pm	Annual Awards Banquet

General Information

Admission

Admission to all TCA Annual Convention sessions and social events is by official Annual Convention badge only. Remember to wear your badge at all times. Entrance to events will be denied to individuals not wearing badges. Badges are not transferable. Replacement badges cost \$250.

Registration/Information

Registration hours are:

Saturday, March 9	1:00 p.m.-6:00 p.m.
Sunday, March 10	7:30 a.m.-6:00 p.m.
Monday, March 11	7:00 a.m.-2:00 p.m.
Tuesday, March 12	7:00 a.m.-2:00 p.m.

Press

Representatives from the press have been invited to attend everything at this Annual Convention except the closed portion of the Board of Directors meeting on Sunday, March 10 or during any executive session of any committee or governance meeting. In addition, reporters have been asked to obtain permission from each member before quoting anything he or she might have said during the roundtables or any other event at TCA's 2019 Annual Convention.

Policy on Sexual Harassment

TCA supports an environment free of sexual harassment, as stated under Title VII of the Civil Rights Act of 1964. Appropriate behavior is required.

Responsible Drinking Policy

TCA encourages and requires responsible drinking at all TCA events. Supporting this policy, all social events during the TCA Annual Convention will offer non-alcoholic choices. Alcohol will not be served to anyone under the age of 21 or to anyone who is identified as being intoxicated.



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The yearly combination and buildup of road salts, chemicals and harsh environmental conditions eat away at your bottom line by fostering the development of rust on critical trailer components. Erosion, oxidation, and corrosion are three things every fleet wants to avoid.

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Visit us at Booth 307

Schedule

Saturday, March 9, 2019

Exhibitor Move-in

Lafite

8:00 a.m.-5:00 p.m.

Registration

Mouton

1:00 p.m.-6:00 p.m.

Welcome Gifts Provided By:

Comdata

Executive Portfolios



TravelCenters of America/Petro

Registration Kits



BMO Transportation Finance

Complimentary Shirts

BMO  **Transportation Finance**

Officers' Meeting *(officers only)*

St. Julien

3:00 p.m.-5:00 p.m.

Reception

Margaux 1

6:00 p.m.-7:00 p.m.

Hosted by: Joe Morten & Son, Inc.



Past Chairmen's Reception

& Dinner *(by invitation)*

The Country Club

Hosted by: Wynn Las Vegas Resort

7:00 p.m.-10:00 p.m.



Sunday, March 10, 2019

Registration

Mouton

7:30 a.m.-6:00 p.m.

Breakfast

Mouton

7:30 a.m.-9:00 a.m.

Exhibitor Move-in

Lafite

8:00 a.m.-4:00 p.m.

Regulatory Policy Committee

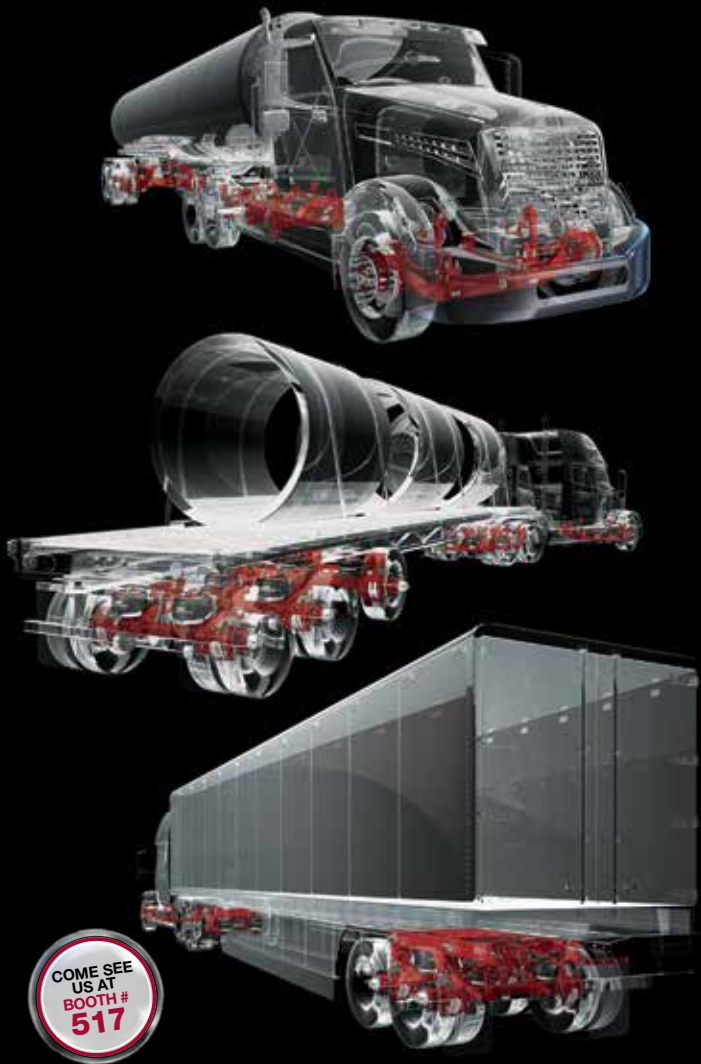
Margaux 1

7:45 a.m.-9:00 a.m.

Recruitment & Retention Human Resources Committee

St. Julien

7:45 a.m.-9:00 a.m.



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Schedule

Communications and Image Policy Committee

Montrachet 2

9:15 a.m.-10:30 a.m.

Highway Policy Committee

Margaux 1

9:15 a.m.-10:30 a.m.

Scholarship Trustees *(Trustees Only)*

Montrachet 2

10:45 a.m.-12:00 p.m.

Membership Committee

St. Julien

10:45 a.m.-12:00 p.m.

Independent Contractor Practices Policy Committee

Margaux 1

10:45 a.m.-12:00 p.m.

Lunch and Refreshments

Mouton

11:30 a.m.-1:00 p.m.

Hosted by: Daimler Truck
Financial

Daimler Truck Financial

TRUCKING IN THE ROUND

(All roundtables have limited space)

12:30 p.m.-1:45 p.m.

Managing Driver Turnover and Retention

Margaux 2

This interactive session will focus on current trends in recruiting and retention in the trucking industry. The latest results of the industry's recruiting and retention surveys will be revealed and you will gain insight into the key benchmarking metrics to allow you to gauge your company with the industry.

Key Takeaways

- Driver turnover rates
- Causes of the driver shortage
- The current applicant pool
- The role of compensation
- Retention efforts

Lana Batts, *Co-President, Driver iQ*

Eric Fuller, *President and CEO, US Xpress Enterprises, Inc.*

Thomas Grojean, *Chairman, Hirschbach Motor Lines, Inc.*

Helping Your Independent Contractors When You Can't "Help" Them

La Tache 1

Independent Contractors (ICs) need to protect

Sunday

and provide for their families. Motor carriers must navigate the professional relationship delicately while demonstrating care and compassion for the driver. There are guaranteed acceptance group coverage options available to ICs if they know where to look. They need these products. Do you know the correct answers when they come to you needing support? This session will guide you through the benefits available maintaining the balance necessary to preserve the IC status. Acquiring health insurance is challenging, ICs need all the help they can get to protect their family and themselves.

Key Takeaways

- Learn the options for providing assistance while protecting the business relationship
- Become aware of no cost, administration, and hassle-free options available to the motor carrier
- Identify the advantages of guaranteed acceptance

Gary D. Buchs, *Independent Contractor,
Landstar Transportation Logistics, Inc.*

David King, *Vice President, Business Development,
National Association of Independent Truckers (NAIT)*

R. Eddie Wayland, *Partner, King & Ballow*

Maximize Your Margins by Optimizing Your Freight Network

La Tache 2

The freight network is the engine that drives carrier profitability in the short term, as well as carrier value in the longer term. Virtually every OTR operation can improve its margins and value by investing in freight network engineering. Are your load movements maximizing revenue and minimizing costs?

Key Takeaways

- Understand and identify the key drivers of freight network profitability
- Strategies for improving carrier freight network profitability and value
- Case studies of real-world freight network challenges and solutions

Sherri Garner Brumbaugh, *President/CEO,
Garner Trucking, Inc.*

David Roush, *President, KSM Transport Advisors*

Schedule

Sunday

Lessons from Run on Less

Petrus 2

Run on Less (RoL) was designed to show what is possible with respect to fuel efficiency. Mike Roeth of North American Council for Freight Efficiency (NACFE) will lead a panel focused on key lessons from RoL and how carriers can include these as strategies for improved efficiency. Put your fleet in a good position now to maximize your profitability through these strategies.

Key Takeaways

- How diesel HD Class 8 can get high fuel efficiency
- Strategies and action required to get the most out of the vehicles
- The urgency - fuel prices are going up

RaNae Isaak, Powertrain & TCO Consultancy Leader, Cummins Inc.

Brent Nussbaum, Chief Executive Officer, Nussbaum Transportation

Lloyd Palum, Chief Technology Officer & Vice President of Engineering, Vnomics Corporation

Mike Roeth, Executive Director, North American Council for Freight Efficiency (NACFE)

Trifecta: The Intersection of ADA, FMCSR, and Workers' Compensation

Petrus 1

Key guidelines and real-world tips for the CEO when faced with compliance of the ADA, FMCSR and workers' compensation laws. What do you do when faced with driver employee injuries, requests for accommodations, and fitness to return to work?

Key Takeaways

- FMCSR trumps all
- Innovative ways of "reasonable accommodation" compliance
- Workers' compensation laws and job protection.

Ben Greenberg, Partner/Vice Chair of Trucking Practice Group, Goldberg Segalla LLP

Carianne P. Torrisi, Partner, Goldberg Segalla LLP

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INTEGRATION SOLUTIONS**

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PROFITABILITY ANALYSIS**

**NO INTEGRAL PRICING & BID
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Schedule

Taking it to the Top: Selecting and Developing Leaders

Lafleur 1

Growth and development of people to reach their fullest potential is your highest calling as a leader. As a business owner, executive, or manager there is no greater responsibility than equipping, nurturing and developing those with leadership potential. This workshop will outline the steps for recognizing the potential in your team so that you can create an evolution of leadership development within the culture of your organization.

Key Takeaways

- Recognize why leaders need to produce other leaders
- Identify potential leadership characteristics
- Understand the steps for creating a leadership development cycle within your organization

Allen M Phibbs, CPA, Executive Director – The John Maxwell Team, Independent Speaker, Trainer & Coach

CSA Reform and the Item Response Theory (IRT)

Lafleur 2

This session provides an insider's view of a statistically robust and time tested model for the future version of IRT based CSA. IRT based CSA is fascinating, complex, and believed to be a far superior CSA methodology. See first-hand the inner workings of IRT and how it fits into our safety culture going forward for years to come.

Key Takeaways

- Understand the Item Response Theory
- Evaluating the safety culture within the carrier through the CSA lens
- Big data collection and its effects on your score

Steve Bryan, Executive Vice President & General Manager, SambaSafety Transportation

TRUCKING IN THE ROUND

2:00 p.m.-3:15 p.m.

(All roundtables have limited space)

Why Mirrorless, Why Now?

Margaux 2

This session will focus on the safety, economic and societal attributes and benefits of modern Camera Monitoring Systems (CMS) technology. Topics will include the evolution of camera-assist technologies and why today's technical platforms enable right-now ready systems. Hear the story spanning from the inception of the mirrorless truck concept to where we are today, and the real-world evidence from carriers that modern CMS technology is ready for prime time, today.

Key Takeaways

- Understanding today's modern CMS technology
- The alignment of mirrorless truck technology and the safety goals the industry leaders and administrators seek to attain
- Benefits of reduced truck-involved accidents and fatalities through technology adoption

Dan Drella, *Director of Intermodal Safety & Training, Schneider National, Inc.*

Rob Lyall, *Director Outside Transportation, Tyson Foods, Inc.*

Dean Newell, *Vice President of Safety & Training, Maverick USA, Inc.*

Glynn Spangenberg, *Chairman & Chief Advisor, Spangenberg Partners, LLC*

Greer Woodruff, *Senior Vice President Safety, Security & Driver Personnel, J.B. Hunt Transport Services, Inc.*

Maintaining Healthy Profit Margins Through Technology and Creative Processes

La Tache 1

Traversing the peaks and valleys of supply vs demand is our industry's way of life. Carriers must contend with record-high freight demands, driver shortages, high turnover, rising fuel costs, and high consumer expectations. The right technology and processes can be critical in making your operations efficient and profitable. Learn how leading edge ideas and processes have gained an advantage over surging freight volumes, a growing driver shortage, and rising fuel costs.

Schedule

Sunday

Key Takeaways

- Eliminating empty miles from your fleets
- Equipment management -Sharing
- Managing drivers/carriers data & safety records
- The keys to execution
- Safety Summary- incidents & inspections
- Documentation
- Managing multi-modal shipments with complete control tower visibility

Justin Sachs, Director of Operational Excellence, Schneider National, Inc.

Todd Bucher, Vice President of Fleet & Carrier Management, MercuryGate International, Inc

Mike Voelk, Account Executive, Fleet SME, MercuryGate International, Inc.

16 Reasons Your Trucking Business Won't Sell

La Tache 2

This session will outline the 16 most common reasons trucking companies receive discounted valuations or don't sell at all. Owners in this industry work too hard to leave money on the table when it's time to make a change. Many missteps are completely avoidable. In this session these experts will identify the most costly pitfalls and misunderstandings so you can maximize the sale of your trucking company when the time is right.

Key Takeaways

- Understand the primary factors that drive value and/or discount business valuations in the trucking industry
- Be empowered to enhance the value of their trucking companies in a meaningful way
- Gain more insight and control over their strategic options and the timing of their eventual exit from this industry

Don Daseke, President & CEO, Daseke Inc.

Spencer Tenney, Managing Partner, The Tenney Group



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Schedule

The Impact of CSA Changes on Trucking Insurance—What to Expect and Steps to Take

Petrus 1

The changes to CSA will impact the availability and cost of insurance for trucking companies. Find out what to expect, and the steps you can take to assure your company is in the best possible position for the coming changes.

Key Takeaways

- The current insurance marketplace
- The expected impacts of CSA changes on the availability and pricing of trucking insurance
- How insurance underwriters view your company

Bert Mayo, *Vice President, Transportation Risk Solutions, TrueNorth Companies, LLC*

Vikas Shah, *Executive Vice President, Product Development, Sales, & Strategic Planning, DMC Insurance*

Smart Trailers—Creating The Next Information Superhighway

Petrus 2

Smart trailers are the next generation of trailers from a box to part of your fleet management program. Learn the advantages and disadvantages of this new technology and to justify the return on investment to make your fleet more nimble. Tomorrow is about to be today.

Key Takeaways

- The meaning of “Smart Trailers”
- Technology integration within your operation
- ROI justification
- Data application and analysis

Al Anderson, *Corporate Director of Heavy Duty Sales, Peterson Manufacturing Company*

Clem Driscoll, *Founder & Principal, C.J. Driscoll & Associates*

Paul Menig, *Chief Executive Officer, Tech-I-M*

Tom Pirnie, *President, Grand Island Express*

Norm Thomas, *General Manager, I.D. Systems*

Taking it to the Top: Selecting and Developing Leaders

Lafleur 1

Growth and development of people to reach their fullest potential is your highest calling as a leader. As a business owner, executive, or manager there is no greater responsibility than equipping, nurturing and developing those with leadership potential. This workshop will outline the steps for recognizing the potential in your team so that you can create an evolution of leadership development within the culture of your organization.

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The Plan—Secret to Solving the Driver Retention Puzzle

Lafleur 2

Being the first or trying a new thing are not always winning strategies for winning at the driver retention puzzle. Finding sustaining results in your driver retention program are not always obvious and do not always include the drivers' wants and needs. Learn how to build a foundation for a plan that includes a commitment from senior managers, employees, customers and suppliers. A step-by-step systematic approach to increase driver retention will be revealed. This session will be interactive.

Key Takeaways

- Driver turnover rates
- Causes of the driver shortage
- Understanding the applicant pool
- Compensation Methodologies
- Retention efforts

Ray Haight, TPP Retention Coach, Truckload Carriers Association

Schedule

Sunday

Board of Directors' Meeting
Margaux 1

3:30 p.m.-4:45 p.m.

Exhibition
Lafite

4:45 p.m.-7:00 p.m.

This year's exhibition is packed with over 100 industry supplier companies displaying their newest products, technology, and services. Please check page 42 for an alphabetical listing of exhibitors and a description of their companies/products/services.

Monday, March 11, 2019

ACT 1 Meeting
Chambertin 2

6:45 a.m.-8:00 a.m.

Breakfast
Mouton

Hosted by:
CAT Scale



7:00 a.m.-8:15 a.m.

Registration
Mouton

7:00 a.m.-2:00 p.m.

General Session
Latour

8:15 a.m.-10:00 a.m.

Coffee Service hosted by:
Northland Insurance



Introduction of TCA Chairman

Amy Boerger, *President, Allied Committee for the Trucking Industry*



Chairman's Remarks

Dan Doran, *TCA Chairman*



Past Chairmen's Award

Presenting: Rob Penner, *TCA Immediate Past Chairman*



Monday

Best Fleets to Drive For

Presenting: Jane Jazrawy,
Chief Executive Officer
CarriersEdge



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DMC Insurance The logo for DMC Insurance, featuring the letters "DMC" in a bold, orange sans-serif font with "INSURANCE" in a smaller, black sans-serif font below it, and a stylized orange and white graphic to the left.

Introduction of Steve Young

Ian Shackleton, Vice President of
Dealer Sales, International Truck



Sponsored by:

International Truck



Forever Young - Leadership & Inspiration

Steve Young



Exhibition & Lunch

10:15 a.m.-12:30 p.m.

Lafite

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David King, *Vice President, Business Development, National Association of Independent Truckers (NAIT)*

R. Eddie Wayland, *Partner, King & Ballow*

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La Tache 2

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Monday

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- Workers’ compensation laws and job protection.

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RaNae Isaak, *Powertrain & TCO Consultancy Leader, Cummins Inc.*

Brent Nussbaum, *Chief Executive Officer, Nussbaum Transportation*

Lloyd Palum, *Chief Technology Officer & Vice President of Engineering, Vnomics Corporation*

Mike Roeth, *Executive Director, North American Council for Freight Efficiency (NACFE)*

Best Practices for Successful I/C Finance Programs

Lafleur 2

Transitioning a company driver to an I/C can bring significant challenges for both the motor carrier and I/C alike when sourcing equipment. Our team of experts including a truckload company, a leading equipment finance company and an experienced attorney, will share their insights and advise on working both with an in-house lease purchase program and managing I/C equipment lease programs with third parties. Learn how all these stakeholders can forge an alliance to “meet in the middle” to adequately protect their respective interests.

Key Takeaways

- Understanding of alternative approaches to equipment sourcing
- The do's and don'ts of in-house and third-party sourcing programs
- Guidance for motor carriers contracting with third-party lessors
- An appreciation of the best practices for managing I/C programs and red flags to watch out for

Shannon Crowley, *Vice President Risk Management, John Christner Trucking, LLC*

James B. Freund, *Executive Vice President and Chief Marketing Officer, ENGS Commercial Finance Co.*

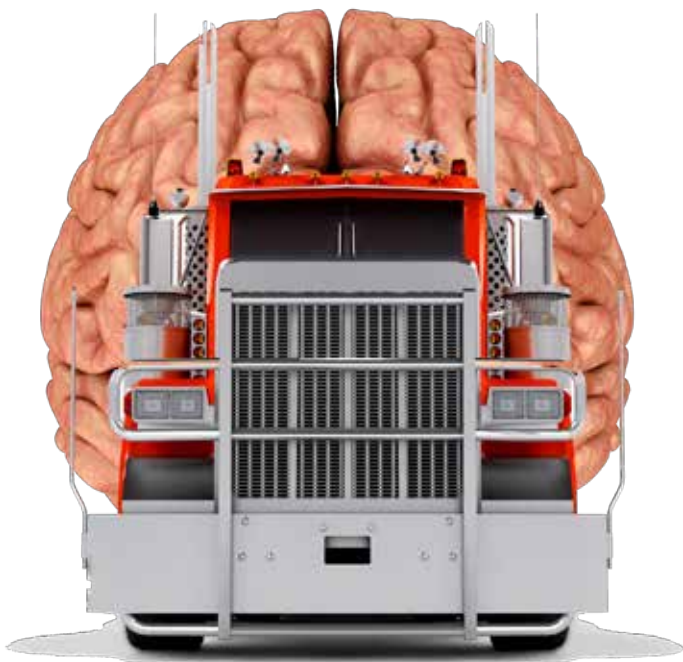
Richard Plewacki, *Partner, Benesch, Friedlander, Coplan & Aronoff LLP*

Autonomous Trucks—A Forum

Petrus 1

Please join us and take part in this round table discussion addressing autonomous trucks and their future impact on the industry. This interactive

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Schedule

discussion will be facilitated and moderated by Chris Henry, Program Director of TCA's Profitability Program.

Chris Henry, Program Director, TCA Profitability Program

TRUCKING IN THE ROUND

2:15 p.m.-3:30 p.m.

(All roundtables have limited space)

The Pulse of Truckload: Insights and Predictions from TPP and FreightWaves

Margaux 2

TCA and FreightWaves have created a publicly available website called TruckloadIndexes.com. This unique initiative combines the powerful editorial and data science insight of FreightWaves, with validated operational and financial results from "The Main Street of Trucking" - The TCA Profitability Program (TPP). A true pulse of the qualitative and quantitative state of Truckload!

Key Takeaways

- Impact of data
- Past present and future market perspectives

Dean Croke, Chief Analytics Officer, FreightWaves and BiTA

Craig Fuller, Chief Executive Officer & Managing Director, FreightWaves

Chris Henry, TCA Profitability Program, Truckload Carriers Association (moderator)

John Lyboldt, President, Truckload Carriers Association

Jack Porter, Managing Director, TCA Profitability Program, Truckload Carriers Association

The Impact of CSA Changes on Trucking Insurance—What to Expect and Steps to Take

La Tache 1

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- The expected impacts of CSA changes on the availability and pricing of trucking insurance
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The Plan—Secret to Solving the Driver Retention Puzzle

La Tache 2

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- Compensation Methodologies
- Retention efforts

Ray Haight, *TPP Retention Coach, Truckload Carriers Association*

Maintaining Healthy Profit Margins Through Technology and Creative Processes

Petrus 1

Traversing the peaks and valleys of supply vs demand is our industry's way of life. Carriers must contend with record-high freight demands, driver shortages, high turnover, rising fuel costs, and high consumer expectations. The right technology and processes can be critical in making your operations efficient and profitable. Learn how leading edge ideas and processes have gained an advantage over surging freight volumes, a growing driver shortage, and rising fuel costs.

Schedule

Monday

Key Takeaways

- Eliminating empty miles from your fleets
- Equipment management - sharing
- Managing drivers/carriers data & safety records
- The keys to execution
- Safety Summary- incidents & inspections
- Documentation
- Managing multi-modal shipments with complete control tower visibility

Justin Sachs, Director of Operational Excellence, Schneider National, Inc.

Todd Bucher, Vice President of Fleet & Carrier Management, MercuryGate International, Inc.

Mike Voelk, Account Executive, Fleet SME, MercuryGate International, Inc.

Using Artificial Intelligence (AI) to Predict and Prevent Accidents

Petrus 2

This session will address the technological landscape for fleets today and how the power of harnessing fleet data can help predict and prevent large accidents. With newly connected and integrated systems the insight gained into fleet operations exceeds what has been possible before. See how artificial intelligence can be used to improve fleet performance, and how to prevent accidents through new data points and data leveraging.

Key Takeaways

- Understanding new available technologies and how to maximize captured data
- AI basics and it's use to predict and prevent accidents
- Improved driver performance methodologies
- Take your safety culture to the next level

Hayden Cardiff, Founder & Chief Executive Officer, Idelic

Maximize Your Margins by Optimizing Your Freight Network

Lafleur 1

The freight network is the engine that drives carrier profitability in the short term, as well as carrier value in the longer term. Virtually every OTR operation can

MYTH

RETENTION ALWAYS MEANS HIGHER PAY

Of the top 20 reasons for leaving a fleet, only one was "total compensation" in a 2018 survey. If you're fighting turnover, throwing money at drivers doesn't have to be your first move.

FACT

7 OF 10 LEAVING DRIVERS CITE **UNPREDICTABILITY** AND **POOR COMMUNICATION**

Surprises around miles, pay, and hometime trigger most driver turnover. You can't avoid those surprises, but *you can train drivers and managers to solve them without quitting.*

Get the article at booth 238



**INSTRUCTIONAL
TECHNOLOGIES**

INSTRUCTIONTECH.NET/RETENTION

Schedule

Monday

improve its margins and value by investing in freight network engineering. Are your load movements maximizing revenue and minimizing costs?

Key Takeaways

- Understand and Identify the key drivers of freight network profitability
- Strategies for improving carrier freight network profitability and value
- Real case studies of real world freight network challenges and solutions

Sherri Garner Brumbaugh, *President/CEO, Garner Trucking, Inc.*

David Roush, *President, KSM Transport Advisors*

16 Reasons Your Trucking Business Won't Sell

Lafleur 2

This session will outline the 16 most common reasons trucking companies receive discounted valuations or don't sell at all. Owners in this industry work too hard to leave money on the table when it's time to make a change. Many missteps are completely avoidable. In this session these experts will identify the most costly pitfalls and misunderstandings so you can maximize the sale of your trucking company when the time is right.

Key Takeaways

- Understand the primary factors that drive value and/or discount business valuations in the trucking industry
- Be empowered to enhance the value of their trucking companies in a meaningful way
- Gain more insight and control over their strategic options and the timing of their eventual exit from this industry

Don Daseke, *President & CEO, Daseke Inc.*

Spencer Tenney, *Managing Partner, The Tenney Group*

Best Fleets to Drive

For Reception (by invitation)

3:45 p.m.-4:45 p.m.

East Side Lounge, Encore Resort

Hosted by: CarriersEdge



Tuesday

Reception

Latour

Hosted by: Freightliner Trucks

5:00 p.m.-6:00 p.m.



Truckload Strong -

Evening of Fun Transportation

Group Transportation Departures, near Towers Entrance

6:15 p.m.-6:30 p.m.

Truckload Strong -

Evening of Fun (additional fee)

Brooklyn Bowl

Hosted by: Freightliner Trucks

7:00 p.m.-10:00 p.m.



Tuesday, March 12, 2019

Breakfast

Mouton

7:00 a.m.-8:15 a.m.

Hosted by: Great Dane



Registration

Mouton

7:00 a.m.-2:00 p.m.

General Session

Latour

8:15 a.m.-10:15 a.m.

Coffee Service hosted by:

Northland Insurance



President's Remarks

John Lyboldt, *President,*
Truckload Carriers Association



Incoming Chairman's Remarks

Josh Kaburick
Earl L. Henderson Trucking Co.



Schedule

Tuesday

2019 Highway Angel of the Year Award

Presenting: Lance Platt, *Chief Executive Officer, EpicVue*

Sponsored by:

EpicVue

EPICVUE



Safety As A Core Value

Raymond P. Martinez, *Administrator
Federal Motor Carrier Safety Administration*



Economic and Market Insight— From Inside Wall Street

Guy Adami, *CNBC's Fast Money Analyst
and Veteran Wall Street Warrior*



Exhibition & Lunch

Lafite

10:30 a.m.-12:30 p.m.

General Session

Latour

12:45 p.m.-1:45 p.m.

Business Strategies to Leverage Growth in Today's Marketplace

In today's market carriers are facing hurdles - driver shortages, ELD compliance, CSA, and detention times to name a few. To overcome these and other hurdles carriers need strategies for long-term objectives of profitability and a competitive position. Gain strategic insight from this executive panel as they discuss strategies for today's market conditions with power only fleets, freight visibility, dynamic pricing models and 3PL.

David Freymiller, *President & Chief
Executive Officer, Freymiller, Inc.*





netradyne

driveri



The Power of Vision

- **Capturing and analyzing every minute of driving time**
- **Delivering results beyond legacy video and trigger-based systems**
- **Counting safe driving as safe driving**
- **Taking the second-guessing out of commercial fleet driver safety**

Driveri[®] provides a balance of positive, supportive comments along with constructive feedback about risky driving behavior – engaging drivers in balanced interactions that promote productive and collaborative relationships, and ultimately safer drivers.

Schedule

Andrew Houser, *Vice President, Business Development, Daseke, Inc.*



Robert Low, *Founder and President, Prime, Inc.*



Ed Nagle, III, *President & Chief Executive Officer, Nagle Companies (Moderator)*



General Session

2:00 p.m.-3:00 p.m.

Latour

Strategic Vision to Tactical Execution

Each year the *Best Fleets to Drive For* are recognized at TCA's Annual Convention. Three newly "minted" executives from the 2019 award winners will share their insights that will include vision, alignment, the value of the team, and transitional management.

Andrew Boyle, *Co-President & Chief Financial Officer, Boyle Transportation*



Sherri Garner Brumbaugh, *President & Chief Executive Officer, Garner Trucking, Inc.*



Tuesday

Rick Williams, *Chairman and Chief Executive Officer, Central Oregon Trucking Company, Inc.*



Jane Jazrawy *Chief Executive Officer, CarriersEdge (Moderator)*



General Session
Latour

3:15 p.m.-4:15 p.m.

Maximizing Data—Gaining a Competitive Edge

As the demand for increased shipment visibility grows, so does the access to information about current shipment status. These status checks include arrivals and departures at pick-up and destination locations, and in-transit updates backed by concrete GPS-based positioning. Trends for 2019 and beyond are indicating that those companies prioritizing freight visibility will have a competitive advantage over those that do not. Join us for this executive panel as they discuss the how fleets are creating real time visibility and how this visibility is being leveraged in today's market.

Dale Decker, *Executive Vice President & Co-Owner, Decker Companies*



Pete Hill, *Executive Vice President, Hill Brothers Transportation*



John Culp, *President, Maverick Transportation, LLC*



Schedule

Tuesday

George Abernathy, *Chief Revenue Officer,
FreightWaves (Moderator)*



Annual Awards Reception

5:15 p.m.-6:00 p.m.

Latour Foyer

Hosted by: Allied Committee for the
Trucking Industry
*(See page 34 for a complete list of ACT I
member companies)*



Annual Awards Banquet

6:15 p.m.-9:00 p.m.

Latour

Hosted by: Allied Committee for the
Trucking Industry



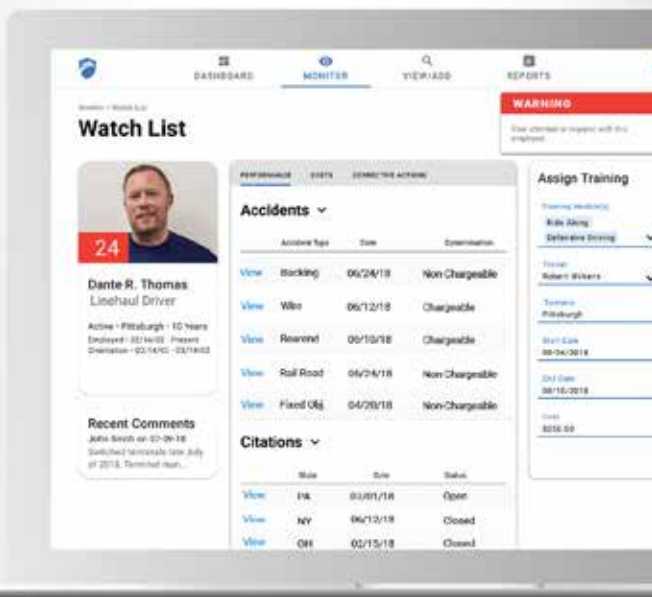
Featuring: A Night with the Songwriters

Emcee: Lindsay Lawler





Safety Suite



Integrate Systems
Reduce Turnover
Prevent Accidents

Charter Sponsors



Elite Suppliers to the Trucking Industry



Bendix Commercial Vehicle Systems LLC
 BMO Transportation Finance
 Bridgestone Commercial Solutions
 Cummins Inc.
 Dana Incorporated
 Detroit Diesel Corporation
 Eaton
 The Goodyear Tire & Rubber Company
 Great Dane
 Great West Casualty Company
 Hendrickson
 Kenworth Truck Company
 Love's Travel Stops

LYTX
 McLeod Software
 Meritor, Inc.
 Michelin North America, Inc.
 Navistar, Inc.
 Omnitrac, LLC
 Peterbilt Motors Company
 PrePass-Services provided by HELP Inc.
 Randall Reilly Trucking
 SAF Holland Inc.
 SambaSafety, Powered by Vigillo
 U.S. Legal Services, Inc.
 Volvo Trucks

Hosts



Elite Suppliers to the Trucking Industry



Daimler Truck Financial



**GREAT WEST
CASUALTY COMPANY**



Allied Committee for the Trucking Industry

BMO Transportation Finance

CAT Scale

Comdata

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Great Dane

Great West Casualty Company

International Truck

Joe Morten & Son

Northland Insurance

TravelCenters of America/Petro

2018-2019 Association Officers

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Cargo Transporters, Inc.

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Jim Ward
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Skyline Transportation

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Rob Penner
Bison Transport

Officer At-Large

Roy Cox
Best Logistics Group

Officer At-Large

Dave Williams
Knight Transportation

Ambassador's Club

TCA created its prestigious Ambassador's Club in 1996 as a way to honor companies that have maintained membership with the organization for 25 years or longer. Congratulations to these companies for their loyal membership and to those companies reaching special 5 year milestones as highlighted.

Members of the 2019 Ambassador's Club include:

75-79 Years

Craig Transportation Co., Maumee, OH

70-74 Years

Truck One, Inc., Newark, OH

65-69 Years

B & T Express, Inc., North Lima, OH
Dameo Trucking, Inc., Bridgewater, NJ
RJW, Inc./Bestway Systems, Inc., Independence, OH
Warren Transport, Inc., Waterloo, IA

60-64 Years

Houff Transfer, Inc., Weyers Cave, VA

55-59 Years

Apgar Bros., Somerset, NJ
Online Transport, Inc., Greenfield, IN
Reed Trucking Co., Milton, DE
Schilli Transportation Services (Daseke), Remington, IN

50-54 Years

Anderson Trucking Service, Inc., Saint Cloud, MN
CRST International, Inc., Cedar Rapids, IA
Crete Carrier Corporation, Lincoln, NE
D.M. Bowman, Inc., Williamsport, MD
Hirschbach Motor Lines, Inc., Dubuque, IA
Howell's Motor Freight, Inc., Roanoke, VA

Ambassador's Club

45-49 Years

Cresco Lines, Inc., Harvey, IL
Dart Transit Company, Eagan, MN
Diamond Transportation System, Inc., Racine, WI
DSV Road Transport, Inc., Missoula, MT
Melton Truck Lines, Inc., Tulsa, OK
Schneider National, Inc., Green Bay, WI
Witte Bros. Exchange, Inc., Troy, MO

40-44 Years

C.R. England, Inc., Salt Lake City, UT
Contract Freighters, Inc., Joplin, MO
Decker Truck Line, Inc., Fort Dodge, IA
Freymler, Inc., Oklahoma City, OK
Great Dane Trailers, Savannah, GA
Heartland Express, North Liberty, IA
Marten Transport, Ltd., Mondovi, WI
Millis Transfer, Inc., Black River Falls, WI
Southwest Truck Service, Inc., Watsonville, CA
Tucker Freight Lines, Dubuque, IA

35-39 Years

1st Guard Corporation, Venice, FL
Bestway Express, Inc., Vincennes, IN
BMO Transportation Finance, Irving, TX
Carrier Transicold, Syracuse, NY
Contractual Carriers, Inc., Newark, DE
Cummins Inc., Columbus, IN
deBoer Transportation, Inc., Blenker, WI
Eaton, Cleveland, OH
HireRight, Inc., Tulsa, OK
J.J. Keller & Associates, Inc., Neenah, WI
K and J Trucking, Inc., Sioux Falls, SD
May Trucking Co., Salem, OR
Meritor, Inc., Troy, MI
Navistar, Inc., Lisle, IL
Prime Inc., Springfield, MO
Protective Insurance Company, Inc., Carmel, IN
Stevens Transport Inc., Dallas, TX
Thermo King Corporation, Minneapolis, MN
TravelCenters of America/Petro, Westlake, OH

Utility Trailer Manufacturing Company, City of Industry, CA
Volvo Trucks, Greensboro, NC
Weinrich Truck Line Inc., Hinton, IA

30-34 Years

Ameri-Co. Carriers, Inc., Scottsbluff, NE
Baylor Trucking, Inc., Milan, IN
BDR Transport, Inc., Westminster, VT
Celadon Group, Inc., Indianapolis, IN
Challenger Motor Freight, Inc., Cambridge, ON
Comdata Corporation, Brentwood, TN
Cottingham & Butler, Inc., Dubuque, IA
Dutch Maid Logistics, Willard, OH
Earl L. Henderson Trucking Company, Caseyville, IL
Epes Transport System, Inc., Greensboro, NC
Freightliner Trucks, Portland, OR
G&P Trucking Co., Inc., Gaston, SC
Great West Casualty Company, Sioux City, NE
J & M Tank Lines, Inc., Birmingham, AL
J & R Schugel Trucking, Inc., New Ulm, MN
John Christner Trucking, Inc., Sapulpa, OK
Kenworth Truck Company, Kirkland, WA
Landstar Transportation Logistics, Inc., Jacksonville, FL
Mercer Transportation Co., Inc., Louisville, KY
Michelin North America, Greenville, SC
National Carriers, Inc., Liberal, KS
North Central Utility, Madison, WI
Omnitracs, LLC, Dallas, TX
Paschall Truck Lines, Inc., Murray, KY
Peterbilt Motors Company, Denton, TX
Pilot Flying J, Lenoir City, TN
Pride Transport, Salt Lake City, UT
Rand McNally, Skokie, Illinois
Scopelitis, Garvin, Light Hanson & Feary P.C., Indianapolis, IN
Sunrise Express, Inc., Grand Island, NE
TCG, a SMC³ company, Rockville, MD
TMW Systems, Inc., Mayfield Heights, OH
USA Truck Inc., Van Buren, AK
U.S. Xpress Inc., Chattanooga, TN
Wabash National Corporation, Lafayette, IN

Ambassador's Club

25-29 Years

American Central Transport, Inc., Kansas City, MO
Arlo G. Lott Trucking, Inc., Jerome, ID
Armellini Express Lines, Inc., Palm City, FL
Arnold Bros Transport, Ltd., Winnipeg, MB
BJ Transport, Inc., South Afton, MN
Blue Beacon Truck Washes, Salina, KS
Boyd Bros. Transportation, Inc. (Daseke), Clayton, AL
Bulldog Hiway Express (Daseke), Charleston, SC
Cargo Transporters, Inc., Claremont, NC
CAT Scale Company, Walcott, IA
C.H. Robinson Worldwide, Inc., Eden Prairie MN
Covenant Transport, Chattanooga, TN
D & D Sexton, Inc., Carthage, MO
Davis Express, Inc., Starke, FL
East Manufacturing Corporation, Randolph, OH
ECBM Insurance Brokers & Consultants, Elkridge, MD
Five Star Trucking, Inc., Willoughby, OH
Fortune Transportation Company, Inc., Windom, MN
Garner Trucking, Inc., Findlay, OH
Hill Brothers Transportation, Inc., Omaha, NE
HNI Risk Services, Inc., New Berlin, WI
Hogan Transports, Inc., St. Louis, MO
Hutchens Industries, Springfield, MO
Jet Express, Inc., Dayton, OH
Katz Sapper & Miller, LLP, Indianapolis, IN
Knight Transportation, Phoenix, AZ
Kreilkamp Trucking, Inc., Allenton, WI
Kriska Transportation, Prescott, ON
Lawrence Transportation Company, Red Wing, MN
Lessors, Inc., Eagan, MN
Love's Travel Stops, Oklahoma City, OK
Mack Trucks, Greensboro, NC
Marsh & McLennan Companies, New York, NY
Marvin Johnson & Associates, Inc., Columbus, IN
McLeod Software Corporation, Birmingham, AL
Motor Carrier Service, LLC, Northwood, OH
National Freight, Inc., Irving, TX
National Tractor Trailer School, Liverpool, NY
Pioneer Transport, Inc., Lancaster, PA
Pohl Transportation, Inc., Versailles, OH
Randall Reilly Trucking, Tuscaloosa, AL
RJW Transport, Inc., Bolingbrook, IL

Robinson & Sons Trucking, Inc., Lawrenceburg, IN
Royal Trucking Company, West Point, MS
Scudder Law Firm, P.C., Lincoln, NE
Snelling Transportation Group, Bentonville, AR
Tennessee Steel Haulers, Inc. (Daseke), Nashville, TN
TMC Transportation Services, Des Moines, IA
WEL Companies, Inc., De Pere, WI
West Side Transport, Cedar Rapids, IA
Winnipeg Motor Express, Winnipeg, MB
Zeitner & Sons, Inc., Omaha, NE

**companies highlighted indicate 5 year milestone*



Recruiting, Safety, Onboarding and HR *In One Platform – Believe it!*

Reduce costs and increase efficiencies between departments with TruckRight's end to end hiring and retention management workflow. This solution is the only transportation-specific system on the market that combines applicant tracking, self-onboarding, electronic DQ files and HR in one mobile friendly portal. Offering real time analytics, automated notifications & alerts in an integrated workflow.

Accelerate onboarding | Maximize retention

Built by Truckers for Truckers

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Dirk Kuper
President TruckRight

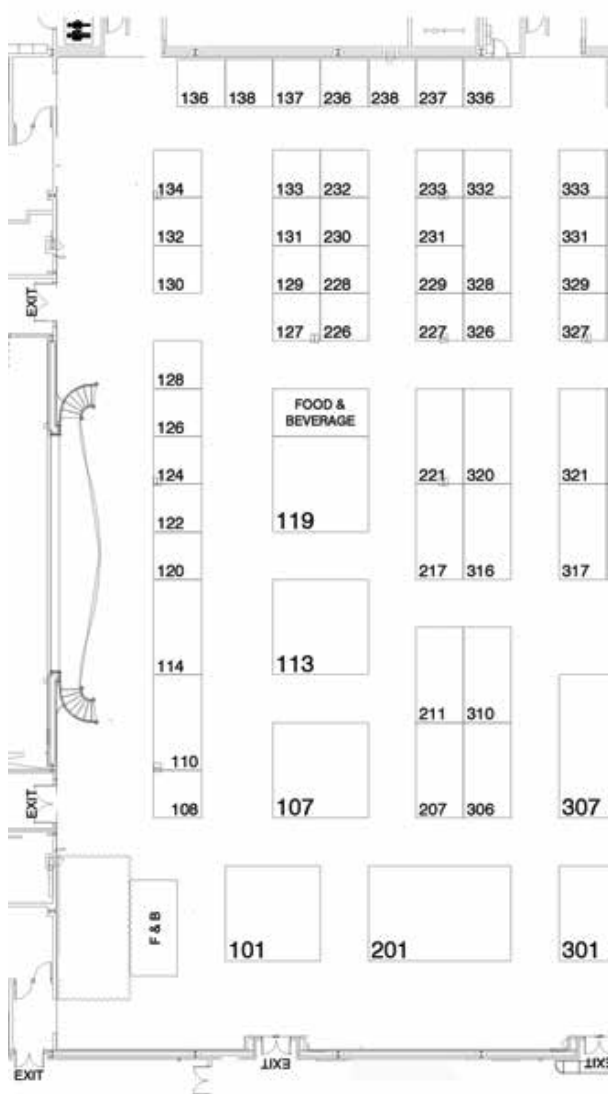
Kelly Lapointe
Vice-President, Sales & Marketing

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Exhibitor Floor Plan





**TRUCKLOAD
CARRIERS**
ASSOCIATION



Exhibitor Guide

Add On Systems

626

Add On Systems has been an iSeries developer of add-on software for truckload carriers who operate an iSeries platform Transportation Management System. AOS started 26 years ago by developing vendor interfaces, modifying and supporting custom enhancements for the iSeries TMS. Today AOS provides dozens of high-quality add-on modules that enhance a carriers TMS operational productivity and profitability. Our latest developments involve mobile app platform messaging and more. Over 50% of the top 100 truckload carriers use an Add On Systems software module. For more information visit www.addonsystems.com.

Air-Weigh

130

Air-Weigh's innovative on-board electronic weighing solutions are known for accuracy and toughness. Featuring a comprehensive product line of scales, Air-Weigh provides solutions for both trucks and trailers with mechanical or air suspensions. With expertise in tractor/trailer communications, Air-Weigh offers a complete vehicle weighing system that will help reduce costs, improve safety, and maximize profitability. www.air-weigh.com

ALK Technologies

217

Aperia Technologies

630

Associated Agencies

231

ENFORCER® Waconia, MN has been providing Cargo Security Solutions for over 35 years. The ENFORCER® Product Line includes King Pin Locks, Air Cuff® Locks (prevented numerous attempted thefts of trucks in 2015), Rear Door Trailer Locks, Seal Guard Locks that prevent seal tampering, C-TPAT/ISO 17712 Compliant Security Seals and ABLOY® High Security Padlocks. The ENFORCER® Covert Tracking Technologies monitors cargo and assets through covert, portable and permanently mounted devices for trucks and trailers. Prevent trailer seal tampering on food and pharmaceutical shipments with our ENFORCER® Trailer Seal Guard Locks. Successfully prevented a number of trailer break-ins seal tampering in 2015! Stop by our booth for a demonstration!

Axiom Medical

530

Axiom Medical specializes in providing complete occupational health services for the total life cycle of our clients' employees. We are experts in the fields of workers' compensation, disability case management, employee absence management and OSHA-mandated medical programs. Axiom employs Doctors, Physician Assistants, Registered Nurses, and a specially trained support staff to provide a full suite of medical management services, ranging from work-related injury case management to a multitude of customizable exam programs.

Bestpass

632

Bestpass is in the business of saving commercial fleets and drivers' time and money. Founded in 2001 by the Trucking Association of New York, Bestpass provides nationwide streamlined toll management services, including consolidated billing, volume discounts, violation processing and a single service compatible with more than 40 tolling groups. With more than 515,000 deployed transponders and more than 238,000 toll transactions every day, Bestpass is a trusted partner both on the road and in the back office. To learn more, visit www.bestpass.com.

BlackBerry Radar

114/116

BlackBerry Radar is an intelligent, secure and easy-to-use mobile asset tracking solution that provides industry-leading visibility into a range of fleet assets, including vans, trailers, flatbeds, chassis and heavy equipment.

BlueBeacon Truck Washes

703/705

Blue Beacon Truck Wash - the Nation's leading truck wash chain with over 100 - 24 hour locations. Complete expense control via electronic, web-based billing and frequency management systems. Over forty five years' experience and thousands of completely satisfied customers. Providing exterior tractor/trailer/vehicle washing and internal dry van/box/reefer washout services. An environmentally safe alternative to terminal washing. Visit www.bluebeacon.com or call 1-800-554-4552.

BMO Transportation Finance

501

With more than 40 years of experience serving the commercial trucking industry, we understand the challenges you face every day, from financing inventory to managing fleet costs. Our Transportation

Finance group focuses exclusively on serving your industry and understands your collateral, so you can be confident you're partnering with a team that will craft the right financing solutions for your business. In addition to our financing expertise, we offer a comprehensive suite of treasury and payment solutions to help you manage your cash flow, so you'll always be ready for new opportunities.

CarriersEdge

426

CarriersEdge is a provider of online driver training for the North American trucking industry. The company's approach, which trains drivers without impacting operations, translates complex regulations into real-world context that drivers understand in an interactive learning experience that's effective regardless of learning style, language skills or educational background. CarriersEdge offers a comprehensive library of safety and compliance courses endorsed by industry leaders and management tools for assigning courses and reporting on progress and tracking compliance.

CAT Scale Company

127

Your drivers can save nearly 30 minutes each time they weigh with the Weigh My Truck app! The CAT Scale Weigh My Truck app allows your drivers to weigh and pay using their smartphone or tablet, saving valuable time. Payments are tied to the app through Comdata, EFS, ACH or credit card. Drivers can also access the app through Transflo Mobile. Every CAT Scale weight is guaranteed accurate. If a CAT Scale shows your truck within legal weight limits and your driver receives an overweight citation, we will either reimburse your driver for the fine or go to court with them! We're open 24 hours a day and available when your drivers need us at over 1,900 locations in the U.S. and Canada.

CCJ/Rig Dig by Randall-Reilly

110/112

Randall-Reilly has the capabilities and the tools to reach your markets. Always innovate, always effective, we strive to know our industries better than anyone. We serve our clients by providing insights into specific market segments, and then providing targeted platforms to engage with those audiences. Your audience is here

CDL Meals powered by: Fresh N' Lean

333

Bob Perry (*founder of Rolling Strong*) has joined Fresh 'n Lean, a leading distributor of healthy, at-home meals, to launch the *CDL Meals* service. Finally, drivers have access to good nutrition at a good price and can take it on the road. An innovative aspect of *CDL Meals* is the Driver-Orientation Lunch. Two million drivers change employer each year, and go through long orientation sessions; the tendency is for the fleet to provide poor meals of the Subway/Dominoes variety. Now, at no extra cost, they can offer a healthy sandwich/chips/dessert combination that comes in packaging that provides nutritional education and on-the-road exercise options.

Cetaris

531

Cetaris fleet maintenance software is designed to monitor, measure, and optimize operations for fleets of one to one million. Gain a timely ROI Increase warranty and core capture while streamlining part, fuel, and labor costs. Go mobile Drive better maintenance on-the-go with a user-friendly mobile suite. Stay Integrated Pipe in data from the tools that are core to your business with 1000+ integration opportunities. Transform labor and asset uptime Automate task management, so your team spends more time on the work that matters. Turn data into insights Respond to issues in real-time, measure impact, and deepen operational decision-making.

CoEfficient Underwriters, Inc.

628

CoEfficient Underwriters is a program administrator specializing in providing workers compensation solutions to motor carriers who utilize independent contractors. We understand this unique set of exposures and can offer comprehensive coverage solutions for the motor carrier's employees and independents, through our wholly owned subsidiary IC Management Services. We provide statutory workers compensation coverage for both the employees and independent contractor drivers and where permissible, occupational accident. Let us design a program for you.

Comdata Corporation

519

Comdata is an expert at helping over-the-road trucking firms make better use of data and technology to manage costs, accelerate decision-making and improve fleet performance. Whether it's cost savings or operating efficiencies, our ability to manage

merchant discounts, control purchases and ensure compliance gives executives and fleet managers alike the confidence that we, and they, can deliver results.

Cottingham & Butler

126

Cottingham & Butler Transportation Group is a leading provider of insurance and risk management solutions and is committed to providing the pinnacle of service and expertise to the transportation industry. We offer a full range of solutions for fleets of any size and provide an array of traditional and non-traditional insurance solutions. We currently work with more than 2,500 trucking companies in 47 different states

Crowley

136

Recruiting asset based carriers to support the United States Warfighters. Once you're a Crowley carrier, you gain access to over 1,800 loads DAILY (all modes/ all equipment). That's because Crowley arranges, coordinates, monitors, and controls North America freight shipments for Department of Defense (DoD) agencies under a \$2.3 billion Defense Freight Transportation Services (DFTS) contract. For more information, contact the Carrier Development team today at (904)-727-1900 or CrowleyCarriers@Crowley.com

D.W. Story & Associates, Inc.

715

We are a family owned casualty adjuster operated Subrogation & Commercial Collection Firm. We specialize in Subrogation Claims and Truck Losses (property damage, cargo, downtime, and/or all associated losses). We have provided the best service in the industry since 1985. Our staff enjoys the background of extensive Insurance (Tort) and Commercial knowledge coupled with experience in the Commercial Collections environment. Our adjuster's confront all issues that come into play in dealing with our many clients from various Insurance Subrogation & Commercial backgrounds (Tractor-Trailer, Automobile, Self-Insured, Freight, Employee Losses & Deductible) in their constant review of multi-claim scenarios and daily confrontations with problem solving issues related to Insurance-Subrogation-Commercial Collections.

DMC Insurance

536/538

DMC Insurance is a Crum & Forster® company and part of the Fairfax Group. With over 100 years of combined transportation experience, DMC Insurance underwrites

insurance coverage, through Crum & Forster®, for motor carriers and independent contractors. Our offerings include solutions for our business partners who share a common goal to continually work to reduce accidents and overall loss costs. Coverages include auto liability, physical damage, cargo, workers compensation and occupational accident. Programs include self-insurance and deductibles options.

Doron Precision Systems

320

DORON's latest state of the art and cost effective truck driver training simulation systems are the result of 46 years of experience in the driving simulation industry. Doron works closely with traffic safety educators and has ongoing collaboration with driver training experts, truck, transit, emergency response and law enforcement professionals. Customers report lower training costs and increased profits resulting from shorter training times, lower collision rates and increased fuel management efficiency. Doron has an extensive service department with dedicated service technicians that provide regular preventative maintenance and service to its customers worldwide. Founded in 1973, Doron Precision Systems, Inc. of Binghamton, NY has installed more than 25,000 driving simulators in over 60 countries throughout the world

Driver iQ

124

Driver iQ is a provider of comprehensive and reliable background screening and driver monitoring services to the trucking industry. Driver iQ brings a strong understanding of the industry's unique and ever-changing needs providing compliant, actionable facts which gives carriers confidence in their most critical decisions. Driver iQ has built the trucking industry's most accurate, detailed, up to date driver employment database which most major truckload carriers rely on today. Driver iQ's extensive service offering grants carrier customers access to employment verification, driving records, criminal record searches, and ongoing driving record violation monitoring. with a fully FCRA (fair credit reporting act) accredited team of investigative management experts, Driver iQ prides themselves on delivering the most accurate, up-to-date, and actionable information available to the trucking industry today

DriverFacts

427

Since 1993 DriverFacts has built a reputation as an innovative company exclusively serving the interests of the transportation industry. By using our third-party administrative service (T-PAS), carriers can outsource the time consuming DOT work history requests that distract your employees from higher priority tasks. We help eliminate the stacks of paper and full inboxes with automated responses to prospective employers and create an electronic record of every transaction documenting who, what and when. While keeping you compliant, we provide you with insightful data intelligence and instant ROI. Additionally, our Drug & Alcohol management software tracks and documents tests from request to collection to lab testing, expediting results delivery and MRO review for faster, more accurate employment decisions. Learn more at <http://www.driverfacts.com>

Drivers Legal Plan

227

Drivers Legal Plan is an actual national law firm, entirely dedicated to protecting the interests of commercial truck drivers and their companies. In this CSA era, companies and drivers alike must defend their records from the points that accrue from any roadside violation. Drivers Legal Plan, by having attorneys file free DataQs on every case, is more so than ever, the most efficient, economical, & effective way to protect your record and compete in this challenging environment. Drivers Legal Plan has a very successful twenty seven year history as the exclusive legal service for some of America's best run trucking concerns

DriverTech

431/433

Founded in 1995, DriverTech is a leading supplier of ELD and mobile fleet management technology. DriverTech's platform includes: the DT4000 in-cab device, video event recorders, the DT mobile app, truck-safe navigation, DT Insights and tailored analytics plus the FleetWatcher™ web-based management portal. The DriverTech platform has maintained 100% uptime for the past 15 years and is deployed across more than 50,000 vehicles. DriverTech designs and manufactures its products at its headquarters in Salt Lake City, Utah.

Drivewyze

420

With over 700 service sites, Drivewyze PreClear is the nation's largest weigh station bypass service,

delivering more bypasses at more locations than any other provider. Fully integrated into leading fleet technology platforms (ELDs), Drivewyze eliminates the need for bypass transponders while helping you maximize your technology investment. Find out exactly how much time and money your fleet is wasting at weigh scales with our free Weigh Station Activity Report, and visit Drivewyze.com to see how we're helping carriers save money and deliver loads faster.

EBE Technologies

701

EBE is the leading provider of Transportation Specific Content and Process Management Applications. Serving nearly 600 clients, EBE has made a positive impact throughout their organizations in the areas of billing, settlements and accounts payable; recruiting, onboarding, safety, risk and training; carrier management, fleet maintenance and mobile and data capture. Our next generation of workflow solutions allow our clients to work by exception to maximize productivity, control costs, and increase profits across the Enterprise through the use of Automated Decision Support. Our integrated approach positions our clients to maximize their legacy system investments while extending the value of EBE's solution portfolio.

Eco Flaps

317

As the ONLY SmartWay verified splash guards, Eco Flaps® offer a simple solution to two of the greatest challenges in the transportation industry today - reducing fuel costs and improving performance. The patented aerodynamic design provides PROVEN fuel savings, while the virtually indestructible nylon material allows Eco Flaps® to keep doing the job where other cheaper flaps will fail. BACKED BY 2-YEAR MANUFACTURER'S WARRANTY.

EFS

401

EFS is a leading provider of innovative corporate payments solutions designed specifically to help companies drive efficiencies and improve bottom-line performance. Serving the industry for 50+ years, EFS brings unparalleled service, customer-driven innovation, and the latest technologies to make payments 'smarter'. Our solutions portfolio includes a suite of private-label corporate cards; money transfer and payroll distribution; corporate purchasing and expense management; ePayables and processing services; and real-time analytics to improve

intelligence, visibility and control. Led by industry veterans, EFS maintains its commitment to bettering the industry by developing new technologies, providing our customers with better financial controls.

Egon Products, LLC

533

ELD Solutions

134

ELD Solutions provides a full line of telematics products for fleets of all sizes. From ELD mandate compliance to advanced telematics and reporting, our packages and products were created to promote success and growth for your business. Our intuitive technology allows for easy installation, maintenance, and operation for users of all skill levels. Our experience in the trucking industry, paired with our robust technology, allows us to provide the best comprehensive product and ongoing customer support.

Eleos Technologies

128

Building and maintaining a custom mobile driver app from scratch is not how the race is won. Leveraging our programmable driver communication platform, trucking companies are able to rapidly deploy custom mobile driver apps utilizing existing skills and staff. Avoid the risk and complexity of custom mobile development and focus your IT resources on what really matters: driving profits for your trucking business.

EpicVue

301

EpicVue offers a TV viewing package specifically designed for commercial fleets bringing more than 100 channels of DIRECTV programming, including premium channels such as HBO/Cinemax, SHOWTIME and the NFL Sunday Ticket, into the comfort of a driver's sleeper. With no upfront hardware costs and a monthly subscription fee of \$49/month for a 5-year contract or \$59/month for a 3-year contract, fleets of all sizes are seeing the retention benefits of EpicVue. "I think it's the greatest thing in the world. There's not a night that goes by that I'm not watching a movie or TV or recording my favorite shows," Tyler Ferrell, Driver TMC Transportation. For more information, visit <http://www.epicvue.com>

EROAD

211

Designed from the ground up with the driver in mind, EROAD's user-friendly solutions are designed to meet compliance, operational and driver needs, both in-

vehicle and through a secure web portal. EROAD's highly accurate and trusted technology has been used to meet the fleet management and compliance needs of carriers since 2000. The first GPS-based service provider to offer a government-approved electronic tax reporting solution in North America, EROAD's ELD is also the first to receive independent third-party verification. Please stop by booth #211 and say hello to EROAD team members!

eSquared Communication Consulting **233**

eSquared is your partner in full lifecycle management. From procuring the latest mobile solutions to award-winning 24/7 mobile support, we keep you and your team digitally connected.

Federal Motor Carrier Safety Administration **133**

The Federal Motor Carrier Safety Administration (FMCSA) was established in 2000 with a mission to promote safe commercial vehicle operation through education, regulation, enforcement and innovative research and technology. FMCSA strives to eliminate crashes, injuries, and fatalities involving large trucks and buses. To learn more about FMCSA, go to www.fmcsa.dot.gov

FleetOwner Magazine **326**

Fleet Owner is part of the Informa Commercial Vehicle Group, the leading provider of essential business information, data and marketing services for the trucking industry, providing end-to-end market coverage of commercial vehicle operators. Reaching over 500,000 fleet executives and managers operating over 12 million commercial trucks FleetOwner is dedicated to fleets of 5 trucks or larger. Our brands connect manufacturers, suppliers, service providers, and technology developers with commercial truck fleets, owner-operators, professional drivers, and aftermarket service decision makers. Our suite of products serves multiple touch-points across the industry — from design and manufacturing to equipment usage and repair – for people running all sizes of fleets to those whose businesses rely on one vehicle. Titles include Fleet Owner, FleetSeek, American Trucker, HD Pickup & Van, Trailer/Body Builders, Refrigerated Transporter, and Bulk Transporter.

Fleetworthy Solutions

328/330

Fleetworthy Solutions Inc. provides compliance services to carrier fleets that take them “Beyond Compliant”. Fleetworthy Solutions combines exceptional customer service, advanced technologies, and more than 30 years of transportation industry expertise to make sure that drivers and assets are “fleet worthy”. The company helps fleets surpass compliance of federal, state, and local regulations and streamline processes to reduce costs and mitigate risks.

FlowBelow

132

FlowBelow manufactures aerodynamic products for Tractors and Trailers. The FlowBelow Tractor AeroKit system consists of center and rear fairings and FlowBelow’s ‘Quick-Release’ wheel covers, and is proven to provide 2.23% fuel savings with a fast return on investment. FlowBelow’s trailer products use similar technology to reduce drag and improve efficiency. FlowBelow’s ‘Quick-Release’ wheel covers are the only aerodynamic solution that offers instant and tool-free access to the wheel end for regular maintenance and inspection on tractor or trailer wheels.

FreightWaves

113

Frontier Adjusters

230

Frontier Adjusters is proud to have served the independent adjusting needs of the transportation industry for nearly 60 years. We offer unparalleled nationwide coverage across both the urban and rural landscapes which often puts us closer to the claim event. Our people possess deep experience and knowledge of what is required when responding to transportation claim events. We are ready to respond to your emergency claim assignments 24x7 through our Hotline at 800-426-7228. For more information, please contact Cheri McGonagill, Transportation Product Manager, at 480-469-0212 or (cmcgonagill@frontieradjusters.com).

Global Executive Solutions Group

725

Global Executive Solutions Group is an executive search and recruitment firm specializing in transportation, logistics and supply chain management. We understand your business challenges and talent needs are unique. As your partner, we customize solutions to simplify talent

management, so you can focus on what you do best. We have the experience, skills and resources in our Truckload, Dedicated, Temperature Control, Flatbed, Heavy Haul & Bulk Practices to build world class teams by aligning strategy with people and culture. Our proven methodology delivers sustainable results creating profound impact driving your competitive advantage.

Gulf Coast Business Credit

122

Gulf Coast Business Credit specializes in accounts receivable factoring for the Freight and Transportation industry. With over 20 years of dedicated experience in the transportation industry, GCBC is able to provide capital to trucking companies and freight brokers nationwide. As a division of Gulf Coast Bank & Trust Company ("GCB") we offer the best of both worlds: a bank relationship with the flexibility of a specialty lender. GCBC utilizes the GCB cost of capital and as a result, we are able to offer the most competitive rates in the industry. To learn more, visit www.gulfcoastbctd.com, call 866-577-8867 or email gcbcinfo@gulfbank.com

HAVCO Wood Products

616

Hendrickson

517

Hendrickson is a leading global manufacturer and supplier of medium- and heavy-duty mechanical, elastomeric and air suspensions; integrated and non-integrated axle and brake systems; tire pressure control systems; auxiliary lift axle systems; parabolic and multi-leaf springs; stabilizers; bumpers; and components to the global commercial transportation industry.

High Road Partners, Inc.

228

High Road Partners, Inc. - is a contingency-based search firm. We identify and qualify top performing management and technical talent in the transportation, logistics and distribution industries. Our client companies include North America's most innovative and successful firms. Since 1991, our firm has successfully served this industry, assembling a staff of well-trained, professional consultants, who have extensive industry experience.

Hyundai Translead

307

Hyundai Translead provides Dry/Reefer Trailers, Chassis, Flatbed, Dolly, Automobile Engine and

Transmission, and Engine and Transmission remanufacturing all over North America. As a member of the Hyundai Motor Group, Hyundai Translead will strive to become a respected company that realizes the dream of human society and fulfills its social responsibilities by creating a new future through creative thinking and endless challenges.

I.D. Systems

316

I.D. Systems is a leading global provider of wireless M2M solutions for securing, controlling, tracking, and managing high-value enterprise assets. The PowerFleet for Logistics division provides a comprehensive suite of telemetry solutions, which include a suite of asset tracking devices, refrigerated monitoring technology, interoperable sensors, an interactive voice-user interface, cargo imaging and status, and electronic on-board recorder and logging (AOBRD/ELD) for regulatory compliance. These technological platforms along with their robust reporting and analytics capabilities provide freight transportation providers, shippers and supply chain stakeholders with powerful insights to make smarter and faster decisions.

IAAA USA

329

Idelic, Inc.

120

Idelic is the creator of the most comprehensive safety platform within trucking. The Idelic Safety Suite integrates all fleet data systems into one single data management platform, giving fleets unparalleled visibility into their drivers' behavior and safety operations. With an industry leading Driver Watch List that utilizes advanced machine learning technologies, the Idelic Safety Suite helps identify drivers most at risk for accidents and then provides the tools necessary to manage and improve driver behavior. Simply put, Idelic empowers safety teams to manage, track, and improve driver performance, leading to significant reductions in accidents, insurance claims, and driver turnover.

Instructional Technologies

238

Training isn't just about safety. It's about building a smoothly running organization where people stay because they know what to do, when to do it, and why they're doing it. Companies that train well face fewer unexpected problems, and can focus on great customer service. For more than 20 years,

Instructional Technologies has helped enterprise fleets build training custom to their operations, tailored integrations with other systems, while offering the biggest catalog of safety and regulatory training in trucking.

J.J. Keller & Associates, Inc.

527

Since 1953, J. J. Keller has been a trusted partner to fleets seeking to simplify regulatory compliance and risk management. In addition to a deep and diverse product line, we provide services supporting driver and trainer education, driver qualification file management, diagnostic audits & assessments, hours of service reporting (including electronic logs), driver data management, alcohol and drug testing, and regulatory communications. We also offer a wide range of custom solutions. With the most complete line of regulatory solutions in the transportation industry, no other company is better qualified to help you maintain a safe and compliant operation than J. J. Keller.

Lippert Components

637

From humble beginnings Lippert Components has grown into the leading supplier of components to the recreational vehicle and residential housing industries, as well as adjacent industries including bus, cargo and equestrian trailer, marine and heavy truck. From 66 facilities throughout the United States and in Canada and Europe, our more than 10,000 team members work together to bring innovative product and service solutions to customers every day. Guided by three generations of family leadership, we've grown tremendously, making more than 40 acquisitions in the past 15 years, and have become a \$2.1 billion revenue company.

Love's Travel Stops

407

Founded in 1964 with a single gas station in Watonga, Oklahoma, Love's has grown to over 380 Travel Stops and 250 Truck Tire Care facilities across 40 states and continues to meet the needs of fleets and their drivers. Headquartered in Oklahoma City, Oklahoma, Love's offers fully integrated, in-lane fueling with DEF and RFID cardless fueling in every diesel lane. On-site Love's Truck Tire Care centers offer roadside assistance, tire care and light mechanical services to get drivers back on the road quickly. Love's TirePass program assesses the condition of each tire in a fleet while the driver fuels, compiles all of the data into a

report and performs on-site maintenance if needed. The Love's Family of Companies, which remain family-owned and operated, includes Love's Travel Stops & Country Stores, Gemini Motor Transport, Musket Corporation and Trillium CNG. For more information, please visit www.loves.com

Lytix

619

Lytix® is the world's leading provider of video telematics and safety solutions for commercial and public sector fleets. We harness the power of video, an unrivaled 100 billion miles of driving data and proprietary machine vision and artificial intelligence technology to improve fleet safety, efficiency, productivity and profitability. Our best-in-class DriveCam® Event Recorder and versatile, industry-leading Lytx Video Platform are proven to save lives and reduce risk. For more information, visit www.lytx.com, @lytx on Twitter, or our Facebook page or YouTube channel.

Manhattan Associates

529

Manhattan Associates makes commerce-ready supply chains that bring all points of commerce together so our customers are ready to sell and ready to execute. We design, build and deliver market-leading solutions that support both top-line growth and bottom-line profitability. A comprehensive suite of solutions built just for carriers, Manhattan Carrier helps you manage and respond to challenges like equipment utilization, fluctuating fuel prices, increasing federal regulations and changing customer demand. Our Carrier solutions bring together the information and the tools you need to make the best decisions and achieve your profitability goals.

Marquette Transportation Finance

526

Marquette Transportation Finance (MTF) is an industry leader in providing flexible and responsive working capital financing to trucking companies. As an alternative source to traditional bank financing, Marquette assists businesses in meeting their working capital needs to drive growth, fund acquisitions, improve liquidity and fund restructures. Marquette routinely serves as a bridge lender until a trucking company is able to seek out traditional bank financing. MTF provides working capital loans up to \$35 million to small and middle market trucking companies throughout the U.S. MTF, a subsidiary of UMB Bank, n.a., located in Bloomington, Minn., is a leading

provider of accounts receivable financing solutions for the trucking industry. UMB Bank, n.a., is a subsidiary of UMB Financial Corporation (Nasdaq: UMBF) a diversified financial holding company headquartered in Kansas City, Mo.

Marvin Johnson & Associates

229

Marvin Johnson & Associates, Inc. is a trucking specialist in the insurance and risk management industry. One of the leaders in the industry, Marvin Johnson & Associates was founded as a family business over 48 years ago. As a company, we offer all lines of insurance for the single truck thru large fleets. We also provide full time loss control & safety services, audit reviews, acquisition reviews and much more – all free of charge to our clients. With Marvin Johnson & Associates you get more than just price

Maven Machines

436/438

Leading transportation operators and logistics companies rely on Maven Machines' enterprise fleet management and dispatching solutions to make real-time operational decisions that impact their top and bottom lines. The solutions support a wide range of operational models while increasing efficiency, compliance, visibility, and control. Operators can rely on these flexible, easy-to-use, and responsive solutions since they leverage modern design, machine learning, workflow automation, advanced analytics, as well as cloud and IoT technologies. Maven ELD and Maven Dispatch are designed, developed, and supported from the company's headquarters in Pittsburgh, PA. Learn more by visiting mavenmachines.com.

McLeod Software

421

McLeod Software is the leader when it comes to software for trucking dispatch operations management, freight brokerage management, fleet management, document imaging, workflow, EDI, and business process automation solutions for trucking, freight brokerage, third party logistics, and shipper companies in the United States.

MercuryGate International Inc.

620

MercuryGate provides powerful transportation management solutions proven to be a competitive advantage for today's most successful shippers, 3PLs, freight forwarders, brokers, and carriers. MercuryGate's solutions are unique in their native support of all modes of transportation on a single platform including

Parcel, LTL, Truckload, Air, Ocean, Rail, and Intermodal. Through the continued release of innovative, results-driven technology and a commitment to making customers successful, MercuryGate delivers exceptional value for TMS users through improved productivity and operational efficiency. MercuryGate offers business intelligence to improve transportation processes, increase customer satisfaction, and reduce costs with its adaptable, comprehensive transportation solutions suite.

Netradyne

615

Drivers respond to appreciation expressed through recognition, because it confirms their work is valued. Through balanced driver engagement; fleets are realizing substantial gains in retention, productivity and safety. The Netradyne Driveri™ vision-based driver recognition fleet safety program leverages Artificial Intelligence; counting safe driving as safe driving – removing fleet manager guesswork – enabling strong collaborative driver relationships that improve retention. Driveri™ captures every moment and of the driving experience, rather than a small sample of triggered data, protecting your drivers, your fleet, while helping to create exception customer satisfaction experiences.

Noregon

429

Omnitracs

511

Omnitracs is a global pioneer of trucking solutions for all business models. Omnitrac's more than 1,000 employees deliver software-as-a-service-based solutions to help over 12,000 customers manage nearly 1,100,000 assets in more than 70 countries. The company pioneered the use of commercial vehicle telematics over 30 years ago and serves today as a powerhouse of innovative, intuitive technologies. Omnitrac transforms the transportation industry through technology and insight, featuring best-in-class solutions for compliance, safety and security, productivity, telematics and tracking, transportation management (TMS), planning and delivery, data and analytics, and professional services.

ORBCOMM

107

ORBCOMM (Nasdaq: ORBC) is a global leader and innovator in the industrial Internet of Things, providing solutions that connect businesses to their assets to deliver increased visibility, operational efficiency,

safety and compliance. The company provides a comprehensive suite of fleet management, trailer tracking, fleet safety, driver coaching and compliance solutions for the transportation industry and covers nearly every asset class – from truck in-cab to fleet vehicles to refrigerated assets to dry vans. Backed by end-to-end customer support, from installation to deployment to customer care, ORBCOMM's driver-friendly solutions are integrated into multiple TMS systems and include powerful applications, unique hardware and seamless satellite and cellular connectivity. For more information, visit www.orbcomm.com

Pedigree Technologies

221

Pedigree Technologies OneView® is the most versatile solution for companies looking for a customizable fleet management system with immediate visibility and expandable applications. Key capabilities include trailer tracking; fleet and maintenance management; temperature, tank, and tire monitoring; and driver solutions including dispatching, electronic work orders and more. In addition to the best ELD solution on the market, go beyond and keep your fleet running smoothly for the long haul. Best of all, OneView solutions are intuitive, reliable, with superior support; providing everything you need for a safe, compliant, and efficient operation. For more information, visit PedigreeTechnologies.com.

Peir Inc.

232

Pilot Flying J

601

Pilot Flying J, the largest operator of travel centers in North America, is committed to connecting people and places with comfort, care and a smile at every stop. Headquartered in Knoxville, Tennessee, Pilot Flying J has more than 750 network locations.

PrePass

327

PrePass®, provided by HELP Inc., is the most comprehensive and reliable weigh station bypass and toll program management platform in North America. PrePass allows qualified carriers to stay on the road and safely bypass PrePass-equipped inspection facilities at highway speeds. PrePass services include weigh station bypass, electronic toll payment services, safety score and toll management through the INFORM™ data portals, and PrePass ELD™. PrePass helps fleets save time, fuel and money. Since 1993,

over a half million commercial trucks have logged over 700 million weigh station bypasses, resulting in more than \$5.2 billion in savings. Find out more at www.prepass.com.

Pressure Systems International

129

Pressure Systems International is the global leader in automatic tire inflation systems (ATIS), tire pressure monitoring systems (TPMS) and related products for commercial trucks and trailers. To complement their ATIS, P.S.I. is set to launch its TireView™ TPMS for the Class 8 market in Q1 2019. P.S.I. is a privately held company based in San Antonio, TX and is ISO 9001 Quality Management certified. For more information about Pressure Systems International visit their website www.psitireinflation.com.

Protective Insurance

138

For more than 80 years, Protective Insurance has specialized in providing innovative products and superior customer service to the transportation industry. Today, we continue to deliver on our commitment to superior customer service, providing our agent partners and insureds the personal attention and industry expertise that is essential in the transportation industry. We cultivate close relationships, allowing us to truly understand our insured's unique needs and adapt our products and services accordingly. Backed by an A (Excellent) rating by A.M. Best, we continue to be the best liability insurance and workers compensation partner for trucking fleets.

Pulsar Informatics

131

Pulsar Informatics; a company specializing in systems that help organizations reduce fatigue-related risk and achieve peak performance. Trucking Fatigue Meter™ enables Safety Managers and the like to monitor driver fatigue risk across their fleet and engage with drivers to coach better sleep and rest habits affecting safe driving. Fatigue Meter integrates to the HOS ELD system through an API, not requiring wearables or inward facing cameras, Trucking Fatigue Meter is an excellent way to expand beyond compliant and operate more safely.

QuikQ

101

QuikQ - a full-service, fuel payment solutions provider that offers solutions to both carriers and merchants. We aim to disrupt the industry with fewer and lower fees with our range of solutions that drive

inefficiencies down and ramp up profits. We offer payment solutions that are accepted at Pilot Flying J, Love's Travel Stops, Petro, TravelCenters of America (TA) and a network of independent truck stops. From our beginnings using RFID technology to process fuel transactions, we have grown to become a full-service fuel payment solutions provider. We are led by a seasoned management team, assembled from both inside and outside of the industry, with experience in fleets, fuel cards and transportation management software systems. Visit QuikQ.com to find out more.

Rand McNally

207

Rand McNally has been delivering innovative products to the Commercial Transportation industry for over 80 years. From the early days of mileage guides and printed maps to today's full line of navigation, routing, mileage, electronic logging and mobile fleet management solutions, Rand McNally has been a staple in cabs and fleet offices for decades. Visit us at Booth #207 to explore all of our commercial transportation solutions.

ROAD READY by Truck-Lite

532

Rocketail

613

Rockland Flooring

321

Rockland flooring is a leading manufacturer of laminated oak flooring for dry vans, domestic containers and truck bodies. For the past twenty years, Rockland has supplied OEM's and fleets worldwide with new and innovative and patented products like the Pound Saver and Defender composite floors. Our protective coatings, Wax Guard and Grip Guard, are specifically designed for fleets looking to protect their flooring investment while improving safety. For more information about Rockland Flooring, please visit us at www.RocklandFlooring.com.

SambaSafety Transportation

428/430

SambaSafety Transportation powered by Vigillo, leads the trucking industry in analyzing fleet safety data to provide insights that impact safety performance. We offer the most comprehensive driver MVR and CSA data monitoring solution. These combined capabilities provide customers with the ability to manage and track driver performance, mitigate high risk driver behavior and address driver safety through the entire employment lifecycle.

Samsara

416

Samsara is an Internet of Things (IoT) company that transforms data from internet-connected sensors into immediately actionable insights for transportation, logistics, and industrial applications. By combining plug-and-play sensors, wireless connectivity, real-time GPS, cameras, and rich cloud-hosted software, Samsara's integrated platform empowers manufacturers and fleets to boost operational efficiency, increase safety, simplify regulatory compliance, and enhance customer service.

SkyBitz

606

SkyBitz, a business unit of AMETEK, Inc., is a leader in commercial IoT telematics solutions, providing real-time information on the location and status of assets across multiple industry verticals. More than a thousand enterprises rely on SkyBitz technology to achieve total asset visibility, improved security, lower operating and capital expenses, and enhanced customer service. AMETEK is a leading global manufacturer of electronic instruments and electromechanical devices with annualized sales of approximately \$4.8 billion

SmartDrive Systems

306

SmartDrive Systems gives fleets and drivers unprecedented driving performance insight and analysis, helping save fuel, expenses and lives. Its video safety, predictive analytics, telematics, compliance and personalized performance program help fleets improve driving skills, lower operating costs and deliver significant ROI. With an easy-to-use managed service, fleets and drivers can access and self-manage driving performance anytime, anywhere. The company, which is ranked as one of the fastest growing companies by Deloitte's Technology Fast 500™ for five consecutive years, has compiled the world's largest storehouse of more than 240 million analyzed risky-driving events.

SMC³

612

SMC³ is a hub of expertise in the transportation arena. SMC³'s Truckload Cost Intelligence System (TL/CIS), a comprehensive cost and profitability solution for carriers, is designed to provide a number of tools based on baseline data generated at the individual load level. This approach leads to deep analysis of what moving freight actually costs. The system provides actionable intelligence based on a given

carrier's actual loads, operations, services, revenue and expenses. SMC³: Investing a lifetime to help optimize freight transportation.

Stay Metrics

226

The Stay Metrics web-based driver engagement platform helps trucking companies engage, reward and keep their best drivers. The industry-leading platform doubles as a vehicle for collecting driver survey data. Our research team analyzes driver behaviors and attitudes that affect retention and loyalty, using advanced analytics and predictive modeling. The engagement platform supports custom-branded, performance-based, retention-boosting loyalty and rewards programs; and supports driver participation in safety training, wellness education and other initiatives. Drivers earn meaningful rewards by delivering on metrics that matter. We aim to improve driver retention by giving trucking companies a platform to recognize and reward drivers, while at the same time gathering business insights from driver surveys and related research.

Stoneridge

627

Stoneridge's MirrorEye™ Camera Monitor System (CMS) replaces a truck's mirrors with integrated cameras and digital monitors to expand the driver's field of view. MirrorEye is the only CMS approved by the recent FMCSA exemption made under Federal Register 2018-06964, making it the only CMS that allows for complete removal of traditional mirrors in the United States. Features and benefits include: High definition color displays with ultra-low latency, Blind spot elimination, Full-color night vision, Camera panning which automatically tracks the end of the trailer, Ergonomic monitor location to reduce eye and neck fatigue, Self-cleaning and self-defrosting cameras, Improved aerodynamics resulting in fuel cost savings of 2-3% per year. To learn more, please visit trymirroreye.com.

Stoughton Trailers/Stoughton Lease

310

Stoughton Trailers is a top supplier of semi-truck trailers in the North America. The family-owned, Wisconsin based company designs, manufactures and markets a wide range of dependable semi-truck trailers used for over-the-road trucking, as well as agricultural trailers and other specialty transportation equipment. It provides one-stop build, finance, rental, parts and fleet solutions which include world-class

responsiveness and design value. Stoughton Trailers is customer-focused, standing by the trailers it puts on the road and the communities it serves. For more information, visit StoughtonTrailers.com or call 608-873-2500.

Threlkeld & Company Insurance **336**

Transflo **108**

Transflo® by Pegasus TransTech is the leading mobile, business process automation, and document management provider to the transportation industry in the United States and Canada. Through its technology, the company delivers real-time communications to thousands of fleets, brokers, and commercial vehicle drivers who represent nearly \$54 billion in freight bills. The company's mobile and cloud-based technologies digitize over 500 million shipping documents annually. Organizations throughout the Transflo client and partner network use the solution suite to increase efficiency, improve cash flow, and reduce costs. Headquartered in Tampa, Florida, USA, Transflo is setting the pace of innovation in transportation software.

TravelCenters of America **201**

TravelCenters of America LLC is a full-service travel center operating in 43 states and Canada under the TA®, Petro Stopping Centers® and TA Express® brands. Our 257 facilities offer diesel and gasoline fueling, full and quick-service restaurants, travel stores with parking, showers and additional retail services and TA Truck Service maintenance and repair facilities.

Trimble Transportation **119**

Trimble Transportation provides solutions to create a fully integrated supply chain. With an intelligent ecosystem of products and services, Trimble Transportation enables customers to embrace the rapid technological evolution of the industry and connect all aspects of transportation and logistics—trucks, drivers, back office, freight and assets. Through the combined legacy of PeopleNet, TMW Systems and 10-4 Systems, Trimble Transportation delivers an open, scalable platform to help customers make more informed decisions and maximize performance, visibility and safety.

Trucker Buddy International **331**

Trucker Buddy International is a nonprofit 501(c)(3) organization started in 1992 and dedicated to

helping educate and mentor school children via a pen pal relationship between background checked professional truck drivers and children in grades K-8 as well as special needs classes, Girls and Boys Clubs and Scouting events. Trucker Buddy matches classes of students with professional truck drivers. Every week drivers share news about their travels with their class. Once a month, students write letters to their drivers. Students' skills in reading, writing, geography, mathematics, social studies, and history are enhanced and learning is fun.

Truckload Carriers Association

137

Founded in 1938, the Truckload Carriers Association (TCA) is the only national trade association whose sole focus is the truckload segment of the motor carrier industry. TCA represents dry van, refrigerated, flatbed and rail intermodal carriers operating in the contiguous United States, as well as Alaska, Canada and Mexico. TCA member companies collectively operate over 190,000 power units, with over 200,000 drivers generating over \$38 billion in annual revenue.

Truckload Wizard

528

Truckload Wizard is a transportation consulting firm, established in 1991 by Ray Stewart as Network Associates. Today the company has over 40 truckload carriers as clients. The focus is yield management, which includes two primary services: Ask the Wizard and Bid Mania. Ask the Wizard calculates truckload prices based upon probability and payoffs. Bid Mania makes the bidding process simple and efficient. For example, 1000 lane bids are processed in under 10 minutes. Three new services are being unveiled here: Truckload Leaderboard, Truckload CPI, and Loads With Benefits. Truckload Leaderboard now allows carriers to compare their performance vis-à-vis their competitors.

TruckRight

719/721

Recruiting, Safety, Onboarding and HR in one platform. Reduce costs and increase efficiencies between departments with TruckRight's end to end hiring and retention management workflow. This solution is the only transportation-specific system on the market that combines applicant tracking, self-onboarding, electronic DQ files and HR in one mobile friendly portal. Offering real time analytics, automated notifications & alerts in an integrated workflow. Built by Truckers for Truckers. Visit us at booth #719/721.

United Tactical Systems, LLC

237

Utility Trailer Manufacturing Company

507

Founded in 1914, Utility Trailer Manufacturing Company is America's oldest privately owned, family-operated trailer manufacturer. Utility designs and manufactures dry vans, refrigerated trailers, flatbeds, Tautliner® curtainsided trailers. Utility operates 6 factories and has an independent dealer network of over 100 locations throughout the Americas.
www.utilitytrailer.com

Vanguard National Trailer Corporation

709

Vanguard National Trailer Corp. manufactures dry freight and refrigerated, semi-trailer vans and flatbed trailers for the North American transportation industry. Every Vanguard trailer is designed and built to include premium performance features that provide valuable operational savings and years of trouble free service. Vanguard National Trailer Corp. is a subsidiary of CIMC, the world's leading manufacturer of dry and refrigerated container and trailer equipment. CIMC operates over 100 subsidiaries and 47,000 employees in North America, China, Europe, Asia and Australia. CIMC is listed in Forbes Top 2000 World Leading Companies and Business Weekly's Top 50 Asian Companies.

Vector

717

Vector is the most intelligent, most customizable mobile document scanning and entire workflow management platform for the trucking industry. It's easy to use, and it allows you to connect and automate every aspect of your business, saving your drivers and back office staff time and effort—so they can spend their time on more valuable tasks, rather than tedious paperwork. And everyone can get paid faster.

Velociti Inc.

713

Virage Simulation

635

Visit Virage Simulation at Booth 635 and drive the VS600M Truck Simulator. The most advanced truck driving simulator on the market today is the perfect tool for pre-hiring evaluation including proficiency in shifting, backing-up and steering control. Plus, advanced group and individual training with the comprehensive Driver Improvement Program. Teach fuel-efficiency, hazard perception, rollover prevention and more to reduce your costs and increase safety

performance. The VS600M comes standard with a three-axis, motion/vibration system with that real-truck feel, along with the most accurate, advanced and reliable shifter that gives accurate feedback. The VS600M - The Professional Tool for Professional Drivers! Award-winning Virage Simulation, founded in 2005 by six CAE Aerospace experts in the field of simulation and training, has a combined experience of over 100 years in developing high value simulator projects around the world. Virage Simulation develops car and truck simulators for driver training, driver evaluation and human factors research.

Wells Fargo Equipment Finance **607**

At Wells Fargo, we focus on building long-term relationships with our customers. You have a local team that works alongside your team to help you keep your business on track. Wells Fargo Equipment Finance is dedicated to working with for-hire and private fleets. We understand the challenges you face each day and can provide financing and leasing to help you address them. <https://www.wellsfargo.com/com/financing/equipment-financing/commercial-transportation-financing/>

Women in Trucking **637**

Women In Trucking Association, Inc. (WIT) is a nonprofit organization whose mission is to encourage the employment of women in the trucking industry, promote their accomplishments, and minimize obstacles faced by women working in the trucking industry. Formed in 2007, WIT now has 4,000 members and stakeholders and over 500 corporate members (men and women) who support the mission and its initiatives.

WorkHound **432**

WorkHound is a real-time, anonymous driver feedback platform used to improve driver retention. Carriers use WorkHound in three steps. First, they catch and address real-time driver issues before they quit. Second, carriers use driver feedback as operational intelligence to prioritize changes. Third, they close the feedback loop by announcing the change to all workers. By following this process, carriers show they listen and value the voice of drivers. Visit with the WorkHound team to learn about anonymous feedback and review the retention ROI calculator!

Wreaths Across America

332

Join us on National Wreaths Across America Day - Saturday, December 14, 2019. With the help of hundreds of volunteer truckload companies, Wreaths Across America is able to honor our nation's fallen heroes with the placement of veterans' wreaths at more than 1,600 participating locations across the country. The efforts of these generous company owners, drivers, and their employees make it possible to move the mission. Visit booth 332 to learn how you can get involved. Remember - Honor - Teach!

*See you
next year!*

March 1-3, 2020
Kissimmee, Florida



**TRUCKLOAD
CARRIERS
ASSOCIATION**

Hotel Map



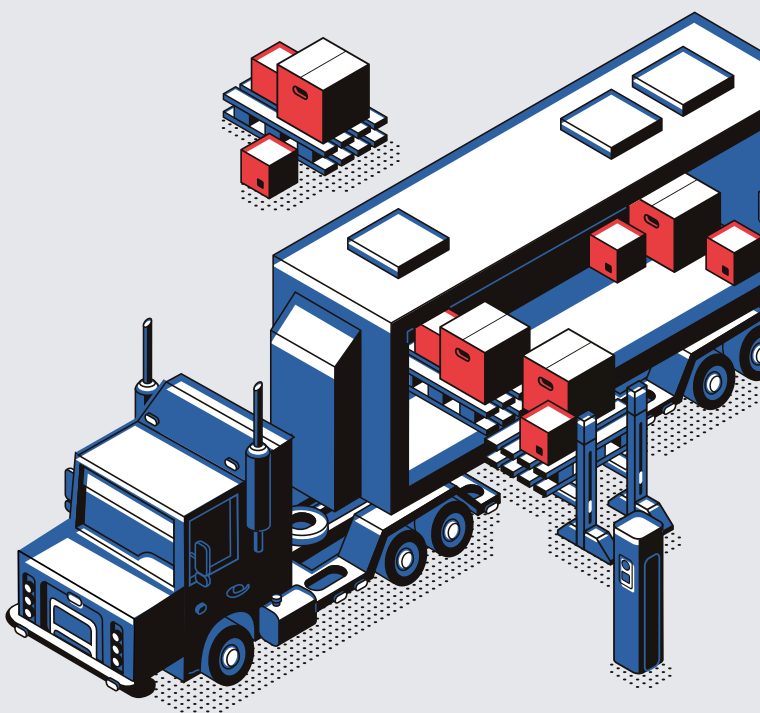


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TRUCKLOAD INDEXES



**Tracking the
Pulse of the
*Truckload Market***