

INSIDE



Costs more than you think

Trucking insurance professional Ryan Loftin reminds truckers that insurance for their businesses is a major expense, but there are many ways to fine-tune your operation in order to get the best possible rates to insure your fleet, your people and your operation.

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Issue Sponsor:



Coronavirus reminds Americans to add truck drivers to their 'essential worker' list

Life on the road feels a little more lonely these days. Just ask Harold Simmons.

A truck driver for LS Wilson Trucking of South Jordan, Simmons is afraid to go home because he doesn't want to risk bringing the coronavirus with him. His wife has had pneumonia, and he wants to protect her.

At truck stops, he is eating alone more often because of social distancing practices in force at restaurants — no more small talk with a driver sitting next to him at the counter.

So, it was a nice change of pace when he recently pulled into a rest area off the highway and a group of strangers were in the parking lot handing out free food to truck drivers. "People, in

general, are showing us their appreciation," Simmons said. "Even shippers and receivers are finally treating us like human beings again."

In our newfound appreciation for essential workers in the global pandemic, it's heartening to see the support for our truck drivers. Social media is filled with posts marked with the #ThankATrucker hashtag.

Truck drivers have always been essential employees, hauling freight across the country, away from their families and the comforts of home. They have been easy to ignore because they toil behind the scenes. Most Americans never interact with them, unlike our doctors, nurses, pharmacists, supermarket cashiers and restaurant delivery drivers.

But what's left of our economy would not be standing without the tireless dedication of professional drivers. They are the essential link in our supply chain. Despite health risks, they are hauling consumer goods to ensure retailers can keep their shelves stocked. They are delivering personal protective equipment and other supplies to hospitals when they often don't have their own PPE. They are driving into hot zones when others are fleeing.

Truckers are providing critical services even when their own economic well-being is at risk. In the early days of the crisis, freight volumes rose as supermarkets restocked their shelves and other essential businesses built inventory to protect against supply

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TRUCKING DRIVES THE ECONOMY

Despite the difficulties and disruptions to business caused by the COVID-19 pandemic, trucking remains a driving force. Although some sectors of the trucking industry are struggling and most companies are dealing with specific challenges, trucking has continued to provide critical necessities like groceries, fuel, electronics, con-

struction materials, etc.

During the past two to three months while many are self-distancing and working from home, truckers have continued to work. The Utah Trucking Association staff has fielded countless calls of

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Utah's *Voice in* TRUCKING

The Mission:

The Utah Trucking Association is committed to providing the leadership, representation and education necessary to support its members in fulfilling their mission in the secure movement of America's freight. Providing well-trained and safe drivers, running profitable companies, and being responsible citizens in the communities of Utah and the Nation.



Valued Services with Membership:

Discounts on UTA Hosted Seminars:

- Drug/Alcohol Supervisor Training
- DOT Compliance
- Log Book Training
- HazMat
- Brake Certification
- Quickbooks
- 401k Advisory
- Health Insurance Advisory

Discounts on Supplies/Forms:

- Log Books
- Vehicle Inspection Reports
- Federal Regulations Manuals
- Placards
- Medical Forms
- Emergency Response Guidebooks

Industry Publications and Website:

- Weekly Newsletter- "Truckin' Hot News"
- Bi-monthly magazine- "Utah's Voice in Trucking"

Advocating for the Utah trucking industry:

- Utah State Legislature
- Governor's Office
- Federal Congress and Senate bodies

Discounts on Services:

- Discount on Workman's Compensation premiums
- Association Employer Sponsored 401k Plan
- J.J.Keller Regulatory and Compliance Products
- Discounts on UPS Shipping
- Discount on Xilac Phone Systems
- Discount on NetWize, Hardware and Software Support

Events:

- Annual Management Conference & Expo
- Safety Awards Banquet
- Driver Awards Banquet
- Safety Management Council Meeting
- Trucking Driving Championship
- Monthly meetings in Southern, Northern and Basin Utah

www.utahtrucking.com <https://www.facebook.com/utahtrucking> <https://twitter.com/UtahTrucking>

We post almost daily to our Facebook and Twitter feed information we know will be useful to our members. We have over 500 members and we are growing every day.



TRUCKING INSURANCE:

Would it surprise you to know that insurance is one of the most costly expenses of running a trucking business?

Ever heard the old saying, “If you bought it, a truck brought it”? Even in this digital age of drone delivery, this saying still rings true. According to the Department of Transportation’s Bureau of Labor Statistics, approximately 75 percent of all goods in the United States are transported via truck. The majority of commodities — everything from toilet paper to gasoline — are brought to consumers across the nation courtesy of the hard-working trucking industry.

Never in our lifetimes has this truth been more apparent than in current pandemic living conditions, where access to basic goods and commodities has been limited due to panic buying. While consumers were clearing shelves, truckers were working overtime to move product to where it was needed most.

Nights, weekends and holidays, the trucking industry supplies a non-stop supply chain citizens depend on to obtain the products they need. But this luxury of constant delivery for consumers comes at a cost to trucking businesses — and some of these costs keep going up.

With the hefty costs associated with running a trucking business — think expenses like trucks, trailers, fuel, repairs, and more before payroll — you may be surprised to know that one of the most costly line items is



RYAN
LOFTIN

trucking insurance.

Truckers are required to have at least a \$750,000 liability limit, but you would be hard-pressed to find a trucking company with a customer contract that allows them to carry less than \$1 million in liability coverage. Most owners will

also carry workers compensation, cargo insurance, property insurance and health insurance. All of these lines of insurance coverage have had a steady increase in cost over the past several years.

Trucking operations are now also being required to carry an excess or umbrella policy. Certain shippers will not even consider offering work to a

trucking company that hasn’t increased their liability limits up another \$1 million, \$2 million, and even upwards of \$10 million or more on certain contracts. The costs keep mounting on what could be considered one of the lifelines of the American economy. These business owners are scratching their heads, wondering how they can afford to keep their trucks running to provide goods and services to the American consumer.

Why are trucking companies being hit so hard? Claims. Insurance carriers are raising rates as the amount of claims and costs of claims continues to rise. The number of claimants seeking legal representation after an accident is on the rise. Costs to repair damaged vehicles, whether they be large or small, are on the rise. Medical bills for injured parties are on the rise.

A recent article in the *Wall Street Journal* discussed the increasing cost of insurance due to the demand for higher limits and the increase in the number of large verdicts, warning trucking companies, “If you cannot demonstrate that you’re obsessed with safety, you may not get renewed.”

This insurance dilemma poses a major challenge for our truckers — from the local one-man rig to large trucking companies who operate out of multiple states throughout the country. They simply cannot operate profitably if they can’t afford their insurance policy, let alone operate if they can’t receive an offering of insurance coverage from a reputable insurance company.

So, how can a trucking company get the lowest possible rates for the coverage they need to cover their business and their contracts? It all goes back to the need to demonstrate that they are obsessed with safety.

Here are some quick tips from an insurance producer who works solely for the trucking industry:

FMCSA Scores: Tediously check your Federal Motor Carrier Safety Administration scores. In fact, assign a person in the company to continually check these scores. Why so important? Being aware of your status allows you to improve your status. Each FMCSA score category is given a certain threshold, and if the company can keep all their performance scores under that threshold, you will see your roadside inspections decrease, allowing your insurance underwriter to have a better outlook on you company.

Reward Employees: As you watch your scores, you’ll be able to recognize good work coming from your service technicians and drivers. Recognize and reward those actions to promote a continued flow of that type of work,

resulting in positive scores. Investing in small incentives or rewards for employees will pay big dividends in the insurance rates you can expect with good FMCSA scores.

Driver Training: Hiring and training new drivers is a constant in the transportation industry — and it takes work. But it also makes all the difference in making a driver comfortable in their role. Comfortable, prepared drivers feel less stress and make fewer errors. Don’t make the common mistake of skipping vital education steps and just hand over the keys to get the work done. Take time to ensure that each driver is familiar with the equipment and the type of cargo they will be hauling. Discuss routes, best practices for schedules and company standards for transport and delivery.

Create a Culture of Safety: Instill in your drivers that a strong culture of safety exists in your organization. Hold regularly safety meetings, reward ideas that promote safety and document safety exercises and trainings with signatures of attendance and acknowledgement. Copies of your policies and procedures that your drivers sign should be provided to your insurance underwriters. This effort shows your commitment to be safer than the average transportation company.

Embrace Technology: The transportation industry is constantly evolving thanks to advancements in technology. There is great value in collision mitigation and avoidance systems, onboard cameras and telematics. Invest in the systems that make sense for your fleet. An easy investment for any trucking business is dash cameras. Video evidence can exonerate truckers from what could become huge claims and payouts based originally on word alone. The opposite can also be true, but even in that scenario, it allows the owners to know what is happening in their trucks and make adjustments that eliminate that driving behavior from their organizations. If you have not yet invested in technology, start inquiring about it now.

Today, the average consumer may think a bit differently, perhaps with more gratitude toward the sacrifices of those working in the trucking industry. As things show up safely and on time for our families and businesses, let’s give that recognition to the professionalism of our truck drivers, who have most definitely stepped up when our country needed them most.

Ryan Loftin is a specialist in transportation risk for Beehive Insurance in Salt Lake City. He has worked in trucking insurance for 15 years and helps trucking organizations across the country find competitive coverage for their trucking needs

UTA leadership transitions

The Utah Trucking Association is a nonprofit trade organization that advocates on behalf of the trucking industry. It represents its membership to ensure that laws, rules and regulations are based on sound and proven business practices, enhance safety and promotes transportation efficiencies.

The association is led by a volunteer board of directors, executive committee and officers. Effective May 6, the association’s elected leadership positions changed. Stacey Bettridge of KB Oil has served for the past two years as the association’s president. He will become the immediate past president and will have responsibility for leadership nominations and TruckPac or political endeavor activities.

Jimmy Andrus of Andrus Transportation has served for the past two years as the first vice president and has now assumed the president position. Mark Droubay of Double D Distribution has served as the immediate past president for the past two years and is transitioning to a distinguished group of life-long past presidents.

“I want to thank Mark Droubay for his exemplary service to the board and for his leadership as the president and immediate past president,” said Rick Clasby, Utah Trucking Association executive director. “He is a committed, exemplary and passionate leader. I marvel at those within our organization who are willing to accept more than a decade of direct leadership responsibility. Mark led with passion and accomplished much during his tenure. I also want to thank Stacey for his leadership as president for the past two years and his more than a decade of service to the association on the board and executive committee. I appreciate his example, knowledge of the industry and commonsensical approach to dealing with challenges. I respect his ability to make all feel good about themselves. I look forward to working with Jimmy as the new president and know that he is up for the task and will do a tremendous job. I appreciate all of the other officers and directors. They are committed, hard-working and courageous leaders who are incredible advocates for the trucking industry.”

TRUCKING COMPANIES

Ranked by Number Of Power Units 2019



| | Company Name Address | Phone Web | No. Power Units 2019 | Gross Utah Sales 2019 | Number of Flatbeds | Number of Refrigerated Vans | Number of Tank Trailers | Number of Dry Vans | Full-Load Carrier? | Less-Than- Truckload Carrier? | 2019 Miles | No. of Utah Employees | President/CEO |
|----|--|---|-------------------------|--------------------------|-----------------------|-----------------------------------|-------------------------------|-----------------------|-----------------------|-------------------------------------|------------|--------------------------|---|
| 1 | C.R. England Inc. 4701 W. 2100 S. SLC, UT 84120 | 800-453-8826 crengland.com | 4,059 | \$1.55B | 120 | 4,916 | 1,607 | 1,411 | Y | Y | 491.1M | 1,500 | Dan England, Chairman Chad England, CEO Josh England, President |
| 2 | Pride Transport Inc. 5499 W. 2455 S. SLC, UT 84120 | 801-972-8890 pridetransport.com | 520 | \$140M | 0 | 850 | 0 | 50 | Y | Y | 54.67M | 631 | Jay England CEO |
| 3 | LW Miller Cos. 1050 W. 200 N. Logan, UT 84321 | 435-753-8350 lwmillier.com | 161 | \$47.9M | 0 | 85 | 65 | 0 | Y | N | 16.5M | 268 | Larry W. Miller |
| 4 | Sharp Transportation Inc. 390 N. 900 E. Wellsville, UT 84339 | 435-245-6053 sharptrucking.com | 138 | \$30.47M | 0 | 85 | 0 | 275 | Y | Y | 11.64M | 129 | Zan Sharp |
| 5 | Godfrey Trucking Inc. 6173 W. 2110 S. West Valley City, UT 84128 | 801-972-0660 godfreytrucking.com | 125 | * | 15 | 0 | 0 | 300 | Y | Y | 12M | 130 | Scott Godfrey |
| 6 | James H. Clark & Son Inc. 4100 S. 663 W. SLC, UT 84123 | 801-266-9322 jameshclark.com | 100 | \$20M | 0 | 135 | 0 | 2 | Y | N | 10M | 135 | Gregory D. McCandless |
| 7 | Sinclair Trucking Co. 550 E. South Temple SLC, UT 84102 | 801-524-2700 sinclairoil.com | 87 | \$3.9M | 0 | 0 | 124 | 0 | Y | N | 3.8M | 26 | Mark Petersen President |
| 8 | Parke Cox Trucking Co. Inc. P.O. Box 911717 St. George, UT 84791 | 435-628-0886 coxtrucking.com | 85 | \$20M | 23 | 0 | 0 | 267 | Y | Y | 8.9M | 118 | Donald L. Cox David P. Cox |
| 9 | Double D Distribution Inc. 1550 S. Distribution Drive SLC, UT 84104 | 801-364-6565 doubleddistribution.com | 36 | \$7.9M | 2 | 1 | 65 | 10 | Y | N | 2.75M | 40 | Mark Droubay |
| 10 | Bakston Freight Systems Inc. 1522 E. Commerce Drive St. George, UT 84790 | 435-673-7971 bakston.com | 17 | \$3.2M | 0 | 0 | 0 | 50 | Y | Y | 440K | 22 | Jed Johnston |
| 11 | Geodyne Transport 1235 S. 3200 W. SLC, UT 84104 | 801-575-1110 geodyne.net | * | \$7M | 0 | 12 | 87 | 0 | Y | N | 2M | 27 | Jaden Kemp |
| 12 | New Prime Inc. 3720 W. 800 S. SLC, UT 84104 | 417-866-0001 primeinc.com | * | \$162M | 1,273 | 9,612 | 486 | 0 | Y | N | \$1.02B | 1,694 | Robert Low |



*Did not disclose. Please note that some firms chose not to respond, or failed to respond in time to our inquiries. All rights reserved. Copyright 2020 by Enterprise Newspaper Group. The Enterprise strives for accuracy in its list publications. If you see errors or omissions in this list, please contact us at lists@slenterprise.com.

DRIVERS

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chain disruption. However, as shelter-in-place orders have expanded to cover most of the population, industrial production has contracted and freight volume has declined sharply.

The reduction in freight volume has squeezed revenues for trucking companies. One widely followed financial measure is the dry van spot rate, which is the amount of money a driver is paid per mile to haul freight within about a day of the shipment.

This rate has fallen 20 percent since the end of March, according to DAT Solutions. There’s no clear sign when rates might rebound, as some states have extended stay-at-home orders until the end of May and beyond.

Trucking companies say they are concerned about having enough revenue in the coming months to meet their two biggest sources of fixed costs: insurance and loan or lease payments for trucks and trailers.

This is a big concern because many trucking companies are small businesses, just like the florist or the neighborhood restaurant or the hair salon.

Most drivers work in fleets that contain 20 or fewer trucks, according to the Owner-Operator Independent Drivers Association (OOIDA).

OOIDA has been lobbying Congress and the Trump administration to do more for the trucking industry during the pandemic, including providing PPE and testing to truck drivers and targeted economic and regulatory relief for trucking companies.

“They’re facing a real economic crisis to be able to continue to operate, not to mention the fact that they actually are on the front line in the battle against coronavirus,” Todd Spencer,

president and chief executive officer of OOIDA, recently said on CNBC.

Preserving our nation’s trucking capacity is critical to our economic recovery post-COVID-19. It is essential that when industrial production rebounds, trucking capacity is not constrained. We cannot allow America’s trucking companies to fail or we jeopardize the broader recovery.

Daniel Burrows is the founder and CEO of XStream Trucking, a design and engineering company for connected hardware for the long-haul trucking industry.

This article was originally published in *Global Trade* magazine.

Technology becoming more and more a part of everyday trucking

With our current events, the trucking and shipping industry has been incredibly important for our day-to-day lives. When the initial shock hit everyone, grocery stores were emptied, and stock was put on back order. But with how efficient our trucking distribution is, it didn't take long for things to start coming back in stock. Transporting goods across the country can be a tough business, but as with any job, technology can help even out the bumps.



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FERGUSON**

One of the biggest problems facing the trucking industry today is a shortage of reliable workers. Everyone has heard of the self-driving cars that Google and Tesla have started working on. It may seem like something that's far from being a widespread technology, but it could be closer for the transportation industry than we think. Autonomous vehicles have short- and long-distance radars, cameras, sensors, 3D mapping and other detection methods. It may take some time for these autonomous vehicles to become widely available, but they are coming. Just think of all the features that come in new cars. Cars can automatically steer for you to keep you in your lane, you have cruise control which will keep you at a constant speed and they even have built-in sensors that stop your car when it gets too close to another object. All of these features are precursors to automatic driving cars.

Even without having access to the self-driving vehicles, these features can make a huge difference for truck drivers. It can be hard when you're driving those long hours not to get distracted and it's features like these that help keep drivers on track. Visibility is greatly reduced in a semi-truck, so having these alerts can really help, especially the blind spot warning alerts for lane changes. While these

features greatly increase safety, most trucks that are on our roads today were manufactured before this technology was widely available. Luckily a lot of companies, such as UPS, are retrofitting older trucks with these safety features. When you're delivering to residential communities it's definitely important to have these collision-mitigation systems.

Another feature that is less widely integrated is the dashcams. A dashcam can be used to monitor the actions of the drivers. Dashcams can track things like speed or reaction time to gauge how safely your drivers are operating. These cameras are great for reducing liability in an accident as well. Anyone can claim they



weren't the one driving poorly, but video evidence can show the truth of any incidents.

There are a lot of challenges that face anyone working in the shipping industry. Anyone who has ever ordered something

for delivery wants to have a way to track their shipment. Luckily, with GPS tracking, anyone can track the movement of their trucking fleet. And you definitely don't want to forget about software to help you manage all this tracking information. There are lots of affordable software options out there to help you manage your fleet. They have all kinds of features such as route planning, maintenance and tracking.

Another great benefit of GPS is truckers being able to navigate the highways to get to their destination. Often, roads can be closed due to certain driving conditions or perhaps an accident. Using GPS maps that pull data in real time, you can foresee delays in advance and plan accordingly.

Another kind of application that is frequently being implemented is automating the freight-matching process. Think of these applications as the Uber for trucking and transportation. Basically, shippers can input what they need

transported and to where and drivers can pick up extra loads to make sure their trucks are at maximum capacity. Even if there are multiple different loads in the truck, with RFID technology it's easy to scan the cargo to make sure it gets to the right place. This automation cuts down on wasted time and fuel. Not only will it save money but it's also quite a bit more environmentally friendly.

More and more people are wanting companies to have environmentally friendly practices. This leads us to electric trucks, which are in the development process and may soon be available to integrate into your fleet. While it may not be very cost-effective to convert your fleet just yet, the savings in fuel would pay off the initial investment.

Finally, one thing that can help improve the work of truckers is satellite Internet. Spending large amounts of time away from home can be hard on your mental health. It's important to stay in touch with friends and family. Satellite Internet can help keep employees connected to the rest of the world even while out on the road. It may even come in handy when truckers get stuck while out of cell range. Often, on the long empty stretches of highway, you may not have access to use your cell phone, but you should have access to satellites.

Our trucking industry is working hard during this current crisis to make sure our stores are stocked and people are getting the essentials delivered to them. The trucking industry is on the precipice of a huge change. While the industry may be slow to fully integrate these systems, they will have a huge impact on how we transport goods.

Bahar Ferguson is president of Wasatch I.T., a Utah provider of outsourced IT services for small and medium-sized businesses.

Industry expresses appreciation & feeds its own during pandemic

On April 15, Val and Julie Stokes, owners of Stokes Transportation, organized, in partnership with several sponsors, an appreciation lunch offering. Fifteen Hundred Apple Spice box lunches were provided to drivers traveling through the Perry Port of Entry, just south of Brigham City Utah on Interstate 15.

Val Stokes, when asked why this event was important, said, "God bless them, we hear and are grateful for the heroic acts of healthcare workers, police, firemen, military, etc. Additionally, truck drivers are taking many similar risks, running day and night to bring us every good thing that we need to sustain ourselves. Nationwide, the average age of truck drivers is 54, which puts many of them in a high-risk category and many have other health factors that put them at

a higher risk, yet they continue to show up every day to deliver groceries and other supplies necessary to sustain health and keep the economy moving. They deserve our appreciation."

With many businesses closed across the country, it is a challenge for drivers to get decent meals on the road. Drivers are at times pushed to the limits of social distancing just to use a restroom or get a cup of coffee. Like many, they are finding it nearly impossible to find face masks, disinfectant wipes, etc. The intent of this effort is to minimize, if only for one meal and a short period of time, the stresses they are enduring during this pandemic.

This is not the only time that truckers have brought relief. In every kind of natural disaster (hurricanes, floods, earthquakes, etc.) when everyone is



driving out of the danger zone, truckers are driving in to deliver necessary relief supplies. When there are not disasters, truckers operate, largely behind the scenes, consistently bringing everything needed in daily lives. Literally, truckers keep America moving. This event was intended to say "thanks."

Special thanks to Stokes Trucking, Utility Trailers Sales of Utah, Premier Truck Sales, Great Dane of Utah, Jack's Tire, King Farms Trucking, Loanstar Trailer Rental Solutions, UDOT Motor Carrier Division and the Utah Trucking Association for sponsoring and supporting this event.

LOGISTICS COMPANIES

Ranked by Number of Full-Time Utah Employees



| | Company Name Address | Phone Web | Number of Utah Employees | 2019 Revenue | Services Offered | Industries Served | Notable Clients | Year Est. | Top Local Executive |
|---|---|--|--------------------------------|-----------------|--|---|---|-----------|------------------------------------|
| 1 | England Logistics 1325 S. 4700 W. SLC, UT 84104 | 801-656-4500 englandlogistics.com | 412 | \$442M | Non-asset-based transportation solutions | Full truckload, less-than-truckload, supply chain management, temp-controlled less-than-truckload, intermodal, parcel | * | 1997 | Jason Beardall |
| 2 | Data2Logistics LLC 7090 Union Park Ave. Midvale, UT 84047 | 801-287-8400 data2logistics.com | 98 | \$20M | Freight audit & payment, logistics, professional services | We provide our services for clients in all industries | Cisco Systems, Navistar, United Technologies and hundreds more | 1962 | David Schembri CEO |
| 3 | Godfrey Trucking 6173 W. 2100 S. West Valley City, UT 84123 | 801-972-0660 godfreytrucking.com | 95 | * | Full logistics & transportation of goods | All industries needing logistics or shipping | R.C. Willey, Post | 1965 | Scott Godfrey |
| 4 | Arrow Moving & Storage Co. of Utah 3960 S. 300 W. SLC, UT 84107 | 801-263-5342 arrowmoving.net | 42 | \$4.75M | Moving, relocation, warehousing, logistics, first/last mile | Residential, commercial, hospitality, logistics | U.S. Dept. of Justice, University of Utah, Hill AFB | 2000 | David Ottoes President |
| 5 | DST Distributors Inc. 444 W. Spring Creek Place Springville, UT 84663 | 801 491-3781 dstdistributorsinc.com | 35 | \$8.2M | Trucking, warehouse & storage | Packaging, bottling, warehouse solutions | * | 1986 | D. Scott Tollestrup |
| 6 | Sharp Logistics Inc. 390 N. 900 E. Wellsville, UT 84339 | 435-245-6053 sharptrucking.com | 8 | \$24.4M | Logistics | Food, beverage, packaging, sporting goods | Industrial Container, Quality Container, Price Container, Little Dutch Boy, Aaron Packaging, Marco Polo | 2000 | Zan Sharp |
| 7 | New Prime Inc. 3720 W. 800 S. SLC, UT 84104 | 417-866-0001 primeinc.com | 2 | \$517.6M | Transportation | Reefer, flatbed, tanker, intermodal | * | 1970 | Robert E. Low |
| 8 | DMC Logistics LLC 4980 W. Amelia Earhart Drive SLC, UT 84116 | 801-355-8991 dmc-logistics.com | 1 | * | Same/next day, scheduled on-demand, conjunctive, dedicated, distribution, line hauls, 3PL partnering | National retail, wholesale pharmaceuticals, payroll, finance and medical lab specimen industries | * | 2003 | Stephen A. Griego President/CEO |



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ECONOMY

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appreciation for trucking companies and drivers, often referring to them as front-line or heroes. Maintaining the supply chain will be critical to rebuilding Utah and the nation's economy.

Trucking is crucial to Utah's health and well-being. In Utah 81 percent of the communities rely exclusively on trucks to move their goods. Seventy-seven percent of Utah's total manufactured tonnage is transported by truck, which equates to nearly 100,000 tons per day. There are more than 7,000 trucking companies based in Utah and they employ

nearly 80,000 people — or one of 15 jobs in the state.

The trucking industry is committed to being good neighbors. It continues to enhance safety and minimize commercial vehicle accidents. Utah trucking companies invest millions in advanced safety technologies, driver training and actively participate in local and national safety initiatives. In Utah, the industry has partnered with UDOT's Zero Fatalities program and has provided trucks, trailers and drivers to teach tens of thousands of driver education students the importance of sharing the road with big rigs. Utah's commercial vehicle fatal crash rate is one of the best in the country. The national fatal crash rate per 100 million miles traveled is 1.34. The Utah fatal crash rate through 2016 was

0.23. Trucking industry leaders understand that while the Utah fatal crash rate is lower than most other states, any fatality is too many and they are devoted to further reducing commercial vehicle accidents and fatalities.

Further evidence of the trucking industry's desire to be good neighbors is its ongoing efforts to reduce emissions. According to the American Transportation Research Institute, new diesel truck engines produce 98 percent fewer particulate matter (PM) and nitrogen oxides (NOx) emissions than a similar engine manufactured prior to 1990 and sulfur emissions from diesel engines have been reduced by 97 percent since 1999.

One of the industry's greatest challenges is a shortage of qualified drivers. Most trucking company officials,

are on the lookout for hard working reliable individuals who would be excited about driving a state-of-the-art piece of equipment while earning a good income.

