

SPRING 2019

# ROLLING ALONG

NORTH DAKOTA MOTOR CARRIERS ASSOCIATION PUBLICATION

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# ROLLING ALONG

NORTH DAKOTA MOTOR CARRIERS ASSOCIATION PUBLICATION

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# NEWS & NOTES FROM THE EXECUTIVE VICE PRESIDENT



**MIKE GERHART**  
mike@ndmca.org

Hello Members,

The 66th Legislation Session is in full swing with over 900 bills introduced between the House and the Senate. The session started on January 3rd and is scheduled to conclude April 30th. The NDMCA has actively engaged on many bills that are important to the trucking industry making sure our members are represented. Below are a few bills I have been working on this session:

- House Bill 1291 provides the trucking industry the ability to purchase permanent trailer registrations in North Dakota. This bill passed both the House and Senate and is on its way to the Office of the Governor for Governor Burgum's consideration.
- Senate Bill 2151 changes the expiration date on annual permits sold by the North Dakota Highway Patrol. Currently, annual permits are not prorated and expire at the end of each calendar year. This legislation would change the expiration date on annual permits providing the purchaser a valid permit for a year from

the date of purchase. This bill passed both the House and the Senate and its on its way to the Office of the Governor for Governor Burgum's consideration.

- House Bill 1199 modifies current century code so platooning of CMV's will be legal on North Dakota roadways. This bill passed the House of Representatives and was heard by the Senate Transportation Committee on 3/14/2019.

All three bills are wins for industry and I'm honored to help facilitate getting them passed. If you have questions or concerns about a bill, please email me at [mike@ndmca.org](mailto:mike@ndmca.org). Thank you for your ongoing support of the NDMCA and I look forward to seeing you at our annual convention in May.

Sincerely,

*Mike Gerhart*



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# PRESIDENT'S MESSAGE

## ***Greetings Fellow NDMCA Members!***

As I write this message it dawns on me that in a few short months I will be passing the gavel to our 1st Vice-President, Pat Severson, of TMI Transport. Where did these past two-years go?

When Mark Wolter passed the gavel to me in May of 2017, I was grateful for the opportunity to serve our Association and remember looking forward to the challenges the transportation industry brings us. As with all things, we rarely have enough time to dig in and truly effect change, but I believe our organization is stronger and there are few new things I am grateful for today.

One of the most difficult things to hear as a sitting President of an Association is that the Executive Vice President is moving on to take a new position. That is the message I received from Arik Spencer mid-term. Making the decision on how to move forward, whom to hire, and how to find that talent takes a team effort and I'm proud of the work of our Executive Committee. Change can be challenging, and I am most grateful for the seamless transition highlighted by the following three things:

1. Kacey Heidrich's willingness to step up and handle NDMCA operations until a replacement was installed.
2. The support and teamwork of our Executive Committee members during the transition of Executive Vice Presidents.
3. The hiring of our new Executive Vice President, Mike Gerhart.

Our association is not weaker for having to hire a new Executive Vice President, rather, we are stronger for it! Rarely is this the case, most often there are months and sometimes years of getting up to speed, learning the industry, figuring out how to maneuver through the legislative session, and so much more. What our association has experienced with Mike, and with Kacey at his side, is nothing short of a coup for our organization and we are truly blessed that Mike agreed to join our team. As members,



I desire each of you to know just how lucky we are.

We also were able to get the NDMCA Foundation off the ground and running but we have not made as many strides in our fund-raising as I would have hoped and if you haven't donated yet, I am asking you to consider it now. Association Foundations strengthen an organization in many ways and NDMCA will be able to do more things for its members as that Foundation grows.

There are some things left undone in my NDMCA President's playbook, but for me, passing the gavel doesn't mean the end of my service to NDMCA. I'm not going to disappear anytime soon so I have plenty of time to continue working on my playlist and I would invite each of you to do the same. The strength of an organization such as ours lies in its players. Each of us as members are the players, but only to the extent that we are willing to step up and serve. As one who has done that, I can share with you that it is both challenging and rewarding, two of the most important things we get to experience in life. So, don't let that opportunity pass you by, express your interest to be involved, volunteer for a committee, attend our events, and support the NDMCA.

Step up, you'll enjoy the ride, I certainly have. Thank you all, for everything!

*Melissa Dixon*

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## FOUNDATION NEWS

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# PRESIDENT'S MESSAGE

## Winter Greetings!

It takes a special breed of individual to make it through 63-straight days of below-freezing temperatures, I like to call this special breed a 'NODAK'. So, give yourselves a pat on the back for being a NODAK, and making it through the roughest part of winter! I say the 'roughest part' because unfortunately, we are not out of the woods yet. We potentially still have a few weeks of winter-weather driving, but I can feel spring is in the air.

Naturally, adverse weather conditions experienced during the cold North Dakota winters create challenging driving conditions. Many of you have already experienced vehicle accidents and claims this season brought on by the winter weather. I thought it might be helpful if you had something to share with your team in reference to the true costs of motor vehicle accidents. The following costs are not a complete list, nor will they apply to every motor carrier, but it is a good list to share with your team, in the hopes that it reminds each of them to do their part in accident-prevention:

Towing, Repairs and Deductibles / Diminished Vehicle Value / Lost Productivity / Increased Insurance Costs / Exposure to Legal Liability Issues / Fines and Penalties / Litigation Expenses / Damaged Reputation and Negative Publicity / Increased Administrative Burdens / Employee Morale / Workers Compensation Claims and Issues / Shipper Dissatisfaction / Diminished Earnings

It is easy to think of an accident and only consider the first three costs mentioned, but there are far more costs for your teams to consider. As you grow their understanding of the additional costs you increase the safety culture of your companies.

On average, for every dollar of direct accident cost associated with a truck crash, there are three dollars of indirect costs. A simple reminder to your team might go a long way to getting us through the rest of this winter safe and accident-free. In my book, 'Safety First' always wins.

Stay warm, stay safe, and remember spring is on the way!

*Melissa Dixon*

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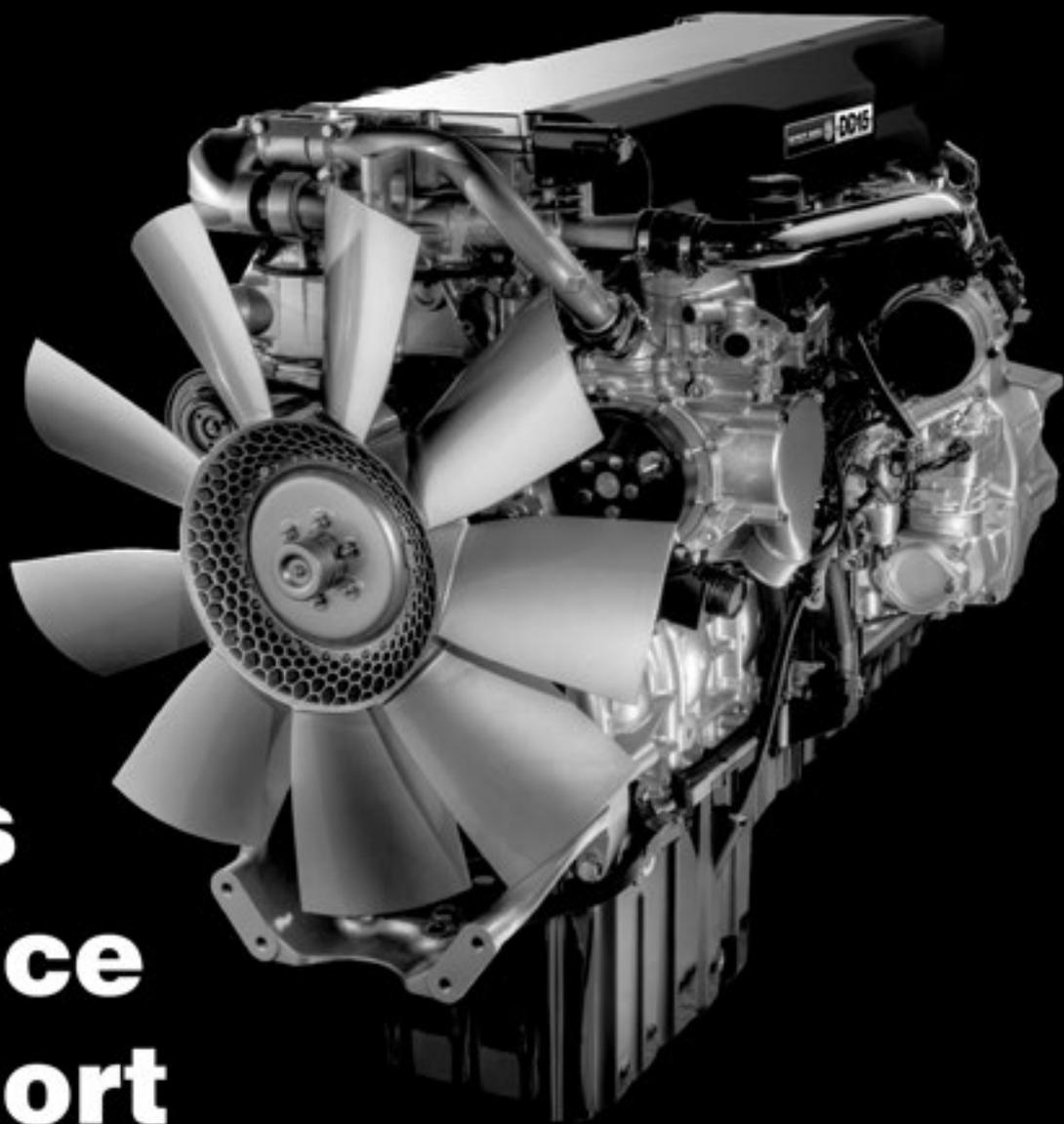
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# GOVERNMENT NEWS

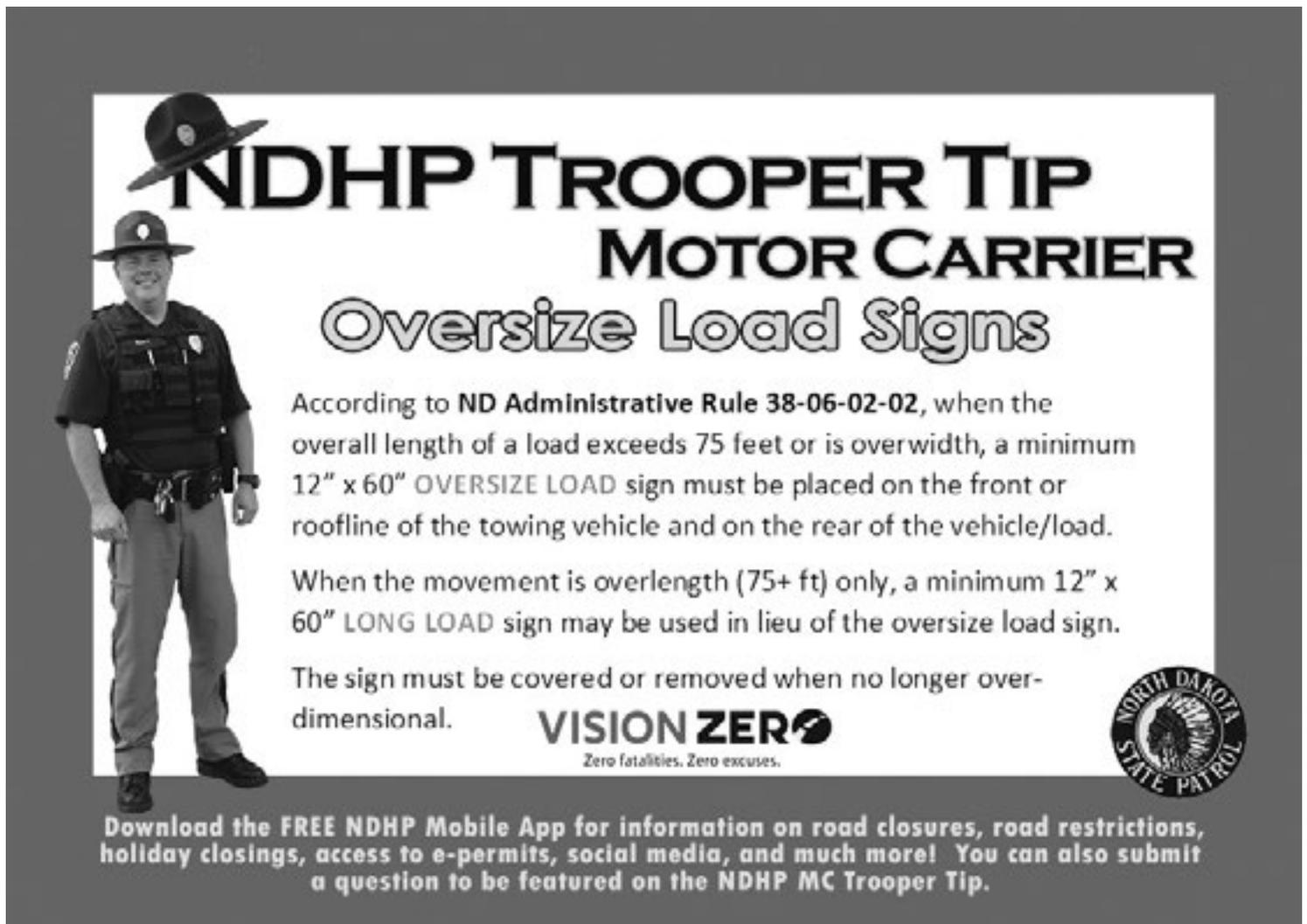
## NORTH DAKOTA HIGHWAY PATROL PERMITS OFFICE

The NDHP and NDDOT have made a policy change to overweight permits. The 85-degree-rule for over weight loads now reads: Overweight permits are not valid for movement on bituminous pavements when the atmospheric temperature is 90°F or above or when otherwise deemed necessary by the North Dakota Department of Transportation

Also, Spring Weight Restrictions will be coming on in the near future. Please have accurate weights for loads. Non-Divisible load prices are charged by the mile. The ton mile fee chart can be viewed on the NDHP webpage at <https://www.nd.gov/ndhp/sites/www/files/documents/Permits/Ton Mile Fee Schedule - Full Size.pdf>.

The over dimensional only permit is unavailable during restrictions requiring all permits to show axle weights. Divisible loads are required to make the weight restrictions. Please view the NDDOT 511 map for current weight restrictions at <http://www.dot.nd.gov/travel-info-v2/> click on road restrictions current to the left of the map.

Jackie Darr  
Permit Office Supervisor  
North Dakota Highway Patrol  
701-328-4341



**NDHP TROOPER TIP**  
**MOTOR CARRIER**  
**Oversize Load Signs**

According to **ND Administrative Rule 38-06-02-02**, when the overall length of a load exceeds 75 feet or is overwidth, a minimum 12" x 60" **OVERSIZE LOAD** sign must be placed on the front or roofline of the towing vehicle and on the rear of the vehicle/load.

When the movement is overlength (75+ ft) only, a minimum 12" x 60" **LONG LOAD** sign may be used in lieu of the oversize load sign.

The sign must be covered or removed when no longer over-dimensional.

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## *NDDOT Initiates North Dakota Freight Advisory Committee*

The North Dakota Department of Transportation (NDDOT) recently invited a number of freight industry leaders and public-sector partners to participate in the first North Dakota Freight Advisory Committee (NDFAC). The NDFAC offers an opportunity to exchange ideas and address issues to safely move goods in a reliable and efficient freight transportation system.

Executive Vice President Mike Gerhart represents the North Dakota Motor Carriers Association along with industry representatives from Agriculture, Manufacturing, Rail, Third-Party Logistics Providers, Freight Rail Shippers and Labor. Public-sector partners include representatives from Cities, Counties, MPOs, Commerce, Aeronautics, Pipelines, Unmanned Aircraft Systems, the Federal Highway Administration, and the ND Trade Office.

NDDOT hopes to better understand freight flows within the state and their relationship to economic competitiveness through the advisory committee. Specific objectives for the committee to accomplish include:

- Open discussion regarding freight mobility impacts and trends statewide
- Build consensus on freight transportation needs to be communicated to the public, elected officials, and other public agencies
- Serve as a forum to exchange ideas between industry and the public sector.

The NDFAC has had two in-person meetings so far and are keeping in touch via monthly phone conferences through the 2019 North Dakota Legislative Session. After the legislators complete their work, the NDFAC will meet quarterly to discuss pertinent issues impacting North Dakota's freight activities.

For questions or comments related to the NDFAC, please contact Rebecca Geyer, Project Manager by phone at: 701-328-2675, or by email at [rgeyer@nd.gov](mailto:rgeyer@nd.gov).

## *Electronic Logging Device Training*

*By Jennifer Blumhagen*

NDMCA invited the NDDOT Audit Division and Motor Carrier Section to participate in some training sessions February 25-27. We decided to focus our discussion on a topic that is proving to be a complicated issue for industry and government alike – Electronic Logging Devices (ELDs).



FMCSA created the rulemaking on ELDs to address hours of service concerns.

ELD providers were allowed to self-certify that their product met FMCSA's requirements for capturing driver's records of duty status. Unfortunately, many ELD providers marketed their products as not only FMCSA compliant, but IFTA and IRP recordkeeping compliant also. The reality is, IFTA and IRP do not endorse or certify any ELDs since their purpose is to record hours of service, not fuel purchases or miles driven.

The good news is that some ELDs do capture many of the items required by the IFTA and IRP programs. However, it is imperative that you are an informed consumer – just because they promise the records will work for IFTA and IRP does not mean they will deliver on that promise. We recommend asking for a demo of their product to include all available sample reports. We can review the sample reports provided to help determine if they are actually capturing enough to meet the IFTA and IRP requirements.

Secondly, and this one is important, be sure to find out how long the provider keeps those records. Ask them if there is an option to download the records and store them yourself. There is a big difference in the retention period for hours of service logs (6 months) and IFTA and IRP fuel receipts and mileage logs (up to 7 years). We want to avoid the stress and financial impact that can occur when you are selected for an IFTA and IRP audit 5 years down the road, but your ELD provider deleted your ELD records after 6 months.

Lastly, we are here to help. If you ever have questions on any recordkeeping requirements, please contact us at [motorcarrier@nd.gov](mailto:motorcarrier@nd.gov) or (701) 328-1287. We would much rather help insure your records are thorough and complete before we meet down the road at the audit table. For complete IFTA and IRP recordkeeping requirements, check out the Motor Carrier Services page on [www.dot.nd.gov](http://www.dot.nd.gov).



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# INDUSTRY NEWS

## *Has the United States Supreme Court Struck a Blow to the Transportation Industry with the New Prime v. Oliveira Decision? Probably Not as Much as You Think...*

In a recent unanimous decision, the United States Supreme Court struck a blow to the enforceability of mandatory arbitration provisions in owner-operator agreements. The decision in *New Prime, Inc. v. Oliveira* involved a fairly narrow issue; whether an arbitration provision in an owner-operator agreement is enforceable. As an initial matter, the Supreme Court held that a court, not an arbitrator, must decide the question. The Supreme Court went on to hold that arbitration provisions in owner-operator agreements are effectively unenforceable, at least as applied under federal law. The decision certainly impacts the transportation industry. The question is how big of an impact the decision will have on the industry as a whole.

The *New Prime* decision concerns the application of the Federal Arbitration Act (FAA) to owner-operator agreements. New Prime is an interstate trucking company. Mr. Oliveira drove

for New Prime as an independent owner-operator. All New Prime owner-operators, including Mr. Oliveira, drove under an owner-operator agreement. Every owner-operator agreement contained a detailed, and mandatory, arbitration provision.

A dispute arose between Oliveira and New Prime over compensation under the agreement. A federal class action lawsuit ensued. Oliveira claimed that New Prime drivers were not independent owner-operators, but actually employees. Oliveira consequently alleged that New Prime denied the drivers lawful "employee" wages.

New Prime asked the district court to compel Oliveira to arbitrate the dispute under the FAA and owner-operator agreement. Oliveira resisted arguing that the threshold question of whether the arbitration provision is enforceable under the FAA must first be decided by the district court. New Prime

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disagreed contending that all issues relating to the owner-operator agreement, including the enforceability of an arbitration provision, must be decided by an arbitrator. The district court and First Circuit Court of Appeals agreed with Oliveira, and *New Prime* appealed to the Supreme Court.

The FAA gives federal courts “jurisdiction” to compel parties to arbitrate a dispute. There are exceptions to a federal court’s ability to compel arbitration. In particular, the FAA excepts “contracts of employment” from its wide sweeping provisions. Oliveira argued the owner-operator agreement was a “contract of employment” and therefore not subject to the FAA and the agreement’s mandatory arbitration. *New Prime* contended a “contract of employment” referred only to established employer-employee contracts, not independent contractor contracts like the owner-operator agreement.

The Supreme Court first held that a court, not an arbitrator, must decide the initial question whether the FAA can be used to compel arbitration. The Supreme Court then turned to the more critical question – what does the term “contract of employment” mean. If Oliveira is right, then Oliveira’s claims must be litigated in court. If *New Prime* is right, the district court can compel the parties to arbitrate.

The Supreme Court agreed with Oliveira. Relying on Congress’ original intent when it passed the FAA in 1925, the Supreme Court noted the term “contracts of employment” did not refer only to typical employment relationships, but also to contracts for “work.” The original term “work” encompassed both employee and independent contractor relationships. Because

Congress neglected to more fully define the term “contracts of employment,” the Supreme Court essentially said its hands were bound by Congress’ original intent. The Supreme Court consequently held that Oliveira’s owner-operator agreement was, in fact, a “contract of employment” under the FAA. The district court lacked the authority to compel arbitration meaning the case must proceed in court rather than before an arbitrator.

Rarely do transportation cases find their way to the United States Supreme Court. So what does the *New Prime* decision mean for the industry? It is difficult to say at this point. The key will depend on the type of claim. If a driver’s claims are based on federal law, and brought in federal court, an arbitration provision is essentially ineffective. But claims that can lie outside of federal court, like typical contract disputes, could still be subject to arbitration. It will all depend on the type of claim and type of court in which the parties find themselves.

The *New Prime* decision may feel like a blow to the industry. While the decision certainly impacts the industry, the owner-operator model remains one of the foundational pillars of the transportation industry. More practically, the *New Prime* decision should serve as a reminder to review all of your transportation contracts, including owner-operator agreements, to ensure they keep up with the changing laws.

Feel free to contact Jason Engkjer at 612-336-9303 or Michael Glover at 612-336-1269 with any questions.

# INDUSTRY NEWS

## *Commercial Vehicle Operations (CVO) Program At Turtle Mountain Community College*

In 2012, Turtle Mountain Community College utilized federal TAACCCT funding to start up a Commercial Driver's License (CDL) program. The primary purpose of the program is to deliver training and assistance to adult participants to improve their opportunities for the many high-paying, high-skill jobs available in North Dakota and across the country in the truck driving industry. TMCC's CDL program provides high quality, accelerated training with stackable credentials to enable participants job opportunities in high-wage, rewarding truck driving occupations.

Our CDL program, now called the Commercial Vehicle Operations (CVO) program, is a 16 week HLC-accredited curriculum. The program length is one academic semester, and includes 17 credits of coursework. TMCC's CVO curriculum provides our students with the competencies and skills to assist in obtaining a North Dakota Class 'A' Commercial Driver's License (CDL). Students gain a working knowledge of a tractor and trailer through a combination of classroom, simulation and behind-the-wheel driver training. As part of a comprehensive behind-the-wheel driving experience, Turtle Mountain Community College



students and an instructor take a "1,000-mile road trip" across areas of North Dakota to gain experience in both rural and urban terrain, giving students experience driving in various road conditions and environments, which the college finds is a very helpful and important addition to the training course.

The program has been offered at TMCC since the fall of 2013, and we have since offered 16 terms/semesters of training to our community. In total, the TMCC has trained approximately 250 participants since the inception of the program, with a 95% success rate (pass rate) of the students that complete the program. Of the students that earn their Class A license under our program, about 97% of them become employed utilizing their CDL in their career.

This line of work can sometimes require graduates to be away from home for some time. One family of four (three of which earned their certification from TMCC) have overcome this challenge by gaining employment at the same trucking company. Two brothers, a brother-in-law, and a





Although TMCC's CVO program has proven to be very successful, there is always room for growth and change. The college hopes to one day open a new training facility on their main campus that will include a state-of-the-art driving course, to ensure the best training possible for their future students. The program currently includes 3 semis, a world class CDL simulator, drone-use in the classroom for teaching and learning effectiveness, as well as certifications and endorsements such as OSHA, H2S Gas Safety, Defensive Driving certifications, and Doubles, Triples, and Tanker endorsements. The goal is to upgrade a few of the current semis and continue to stay abreast on all industry changes or needs. The CVO Program will be actively pursuing certification with the Federal Motor Carrier Safety Administration's Training Provider

stepfather carpool to work during the work week and room together while they are away from home. Having support from each other while away from their families helps with morale and keeps them motivated during the work week.

Our high rate of program success has led to many accomplishments within the program, as well as individual victories of our program completers. One of TMCC's graduates of the Commercial Vehicle Operation program was Mr. A., an older-than-average student who had never held a permanent fulltime job and was a single father of three. He discovered his calling in the program and landed a position right after completion earning \$33.00/hour. *"As long as I am [able] to provide a decent home, my own home, decent running vehicle. Got my kids to graduate and go off to college, staying away from alcohol and drugs, I know I've done my job on this earth. My only goal is to have a nice home where all my kids can come [for] Christmas."*

TMCC staff and faculty are fortunate to see their students succeed and love to tell their stories. Another young graduate of the programs says, *"As a young man, I was searching for direction in my life. I decided to attend TMCC, which was a life-changing decision for me. I successfully earned my A.A.S in Building Trades as well as my 16-week CDL certificate and Class A License. I believe that TMCC helped me obtain my employment goals, as I am a successful truck driver earning a wage of \$27.10/hr. Without their help I would not be able to provide for my family. My advice is to follow your dreams and never give up. I wouldn't be where I am now if I hadn't made the decision to attend TMCC."*

Registry in order to comply with the February 2020 deadline for Entry Level Driver Training regulation. Once on the Registry, TMCC will be one of the few schools in the state of ND to provide the required training in order to obtain a CDL or upgrade from a Class B to a Class A license.

Overall, the TMCC's CVO program takes a hands-on approach with the program giving their participants opportunity to learn theory, receive certifications and endorsements, and earn many individual hours of behind-the-wheel training, bolstering their success from the very beginning of their higher education journey to program completion and beyond.



# 2019 NDMCA ANNUAL CONVENTION

May 15-16, 2019; Bismarck, ND • Ramkota Hotel & Conference Center

## Join Us for the 74th North Dakota Motor Carriers Association Annual Convention

### Convention Highlights: Keynote Speakers



**Barry Pottle: President & CEO,  
Pottle's Transportation LLC**

Barry Pottle is President and CEO of Pottle's Transportation LLC, which was founded in 1972. In 1988, after working for Pottle's Transportation for 5 years, Barry purchased the truckload motor carrier company from his father

and founder Clifton Pottle. Over the years, the company has expanded its business operation and currently has 180 trucks, more than 500 trailers and terminals in Bangor and Fairfield, ME, and Allentown, PA.

Barry is currently the Chairman of the American Trucking Associations, the largest national trade association for the trucking industry. Through a federation of 50 affiliated state trucking associations and industry-related conferences and councils, ATA is the voice of the industry America depends on most to move our nation's freight.



**Jim Mullen: Chief Counsel,  
Federal Motor Carrier Safety  
Administration**

Jim Mullen is the Chief Counsel for the Federal Motor Carrier Safety Administration. He is responsible for legal policy on all aspects of Agency programs and activities including the

development, issuance, interpretation, enforcement, and defense of the Federal Motor Carrier Safety Regulations (FMCSRs) before state and federal courts.

Prior to launching his own consulting firm in 2016, Jim served for more than a decade as the executive vice president and general counsel for Werner Enterprises, one of the five largest truckload carriers in the United States.

His professional background also includes expertise in the areas of government relations and human resources.



**V.J. Smith: South Dakota  
State Senator**

V.J. Smith is a professional speaker and published author. He graduated from South Dakota State University in 1978 and spent the decade of the 1980s working for the Allied Signal Aerospace Company in Kansas City. He

returned to his alma mater in 1990, working for six years in the SDSU Athletic Department. He was appointed Executive Director of the SDSU Alumni Association in 1996. In January 2007, he left that position to pursue a career in professional speaking.

He is the author of the best-selling book, *"The Richest Man Town."* The book details Smith's relationship with a little old man who ran a cash register at a local Wal-Mart. Smith currently serves as a member of the South Dakota State Senate.



**Colonel Brandon Solberg:  
North Dakota Highway Patrol**

Colonel Brandon Solberg began his career as a state trooper with the North Dakota Highway Patrol in January of 1999. He was first stationed in Grafton and then transferred to Grand Forks. He was promoted to a regional supervisor in Fargo before moving to

Bismarck where he continued working through the ranks serving as the planning and property officer, support services division commander, and chief of staff. On July 1, 2018, Governor Doug Burgum appointed him superintendent.

Colonel Solberg currently oversees 204 employees and a biennial budget of around \$60 million. He believes in participative decision making, employee engagement, relationship building, and transparency. He feels that active listening is a crucial component of leadership, and he continually seeks to enhance and improve overall agency communication.

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*Christopher Carter, Mentalist*

Christopher Carter is recognized as one of the world's greatest "mind readers." But he's not psychic. He's just an incredibly skilled observer of human behavior. Starting at the age of eight, when an uncle allowed him to sit in on a poker game, Christopher began

to realize that people broadcast their thoughts in ways beyond words. This led to a lifelong interest in non-verbal communication and 'people reading.'

As an entertainer, Christopher has earned feature appearances on "The Martin Short Show," and the "Donny and Marie Show." As a business speaker and corporate entertainer, Christopher has created custom motivational presentations for some of the nation's top corporate groups, including Sprint PCS, Phillips Electric, Wells Fargo, The Million Dollar Round Table, and many more.

## **Safety Awards Banquet**

Each year the North Dakota Motor Carriers Association gathers at our annual convention to give special recognition to industry professionals who go above and beyond and show an unwavering commitment to safety. Awards for Fleet Safety, Service Technician of the Year, Service Manager of the Year, Safety Professional of the Year, Trooper of the Year and Driver of the Year will be given in 2019 in recognition for achievements in the previous year.

## **Schedule of Events:**

**GOLD SPONSORS** – All State Peterbilt of Fargo, Inc.,  
Butler Machinery, Cummins NPower, Interstate  
PowerSystems, Johnsen Trailer Sales, Nelson International,  
Pro Transport and Leasing Inc., RDO Truck Centers,  
Wallwork Truck Centers

**SILVER SPONSORS** – American Trucking Associations,  
Fargo Freightliner, Istate Truck Center,  
J.J. Keller & Associates, Lahr Agency, Strata

### **Wednesday, 5/15/19**

- 10:30 a.m. Registration Begins
- 11:00 a.m. Vendor Networking - Courtyard
- 12:00 p.m. Opening Luncheon – Dakota Ballroom,  
*Sponsored by RDO Truck Centers*
- 12:30 p.m. Barry Pottle, Chairman, American Trucking  
Associations:– Dakota Ballroom
- 1:30 p.m. Breakout Sessions
  - » Safety Session: **Pre Inspections** – Heart Room  
~ NDHP
  - » Management Session: **Medical Marijuana** – Cannonball  
Room ~ Dr. Joel Blanchard, MD, Enterprise Medical  
Director, Sanford Health Occupational Medicine
- 2:30 p.m. Vendor Networking Break, Courtyard,  
*Sponsored by American Trucking Associations, Lahr  
Agency, Pro Transport & Leasing Inc.*
- 3:00 p.m. – Breakout Sessions
  - » Safety Session: **Post Crash Inspection of a CMV** – Heart  
Room ~ NDHP
  - » Management Session: **Driver Shortage** – Cannonball  
Room ~ Jeff Simon, DOT Compliance
- 4:00 p.m. Vendor Networking, Courtyard
- 4:45 p.m. Industry Segment Meetings:
  - » **Allied Conference:** Jeremy Oistad, Chair – Heart Room
  - » **LTL Conference:** Eric Bischke, Chair – Courtyard
  - » **Private Conference:** Paul Gibree, Chair – Dakota Ballroom
  - » **Specialized Conference:** Alan Coldwell, Chair - Sheyenne Room
  - » **Truckload Conference:** Rick Antoine, Chair Cannonball Room
- 6:00 p.m. - Fun Night Social – Courtyard, *Sponsored  
by Freightliner Corp, Fargo Freightliner, Forks  
Freightliner, Istate Truck Center, Westlie Truck Center*
- 7:00 p.m. - Fun Night Dinner – Dakota Ballroom
- 7:45 p.m. - Fun Night Entertainment: **Christopher  
Carter, Mentalist** – Dakota Ballroom  
*Sponsored by Interstate PowerSystems*
- 9:30 p.m. Fun Night Dessert – Dakota Ballroom,  
*Sponsored by Allstate Peterbilt Group*

# 2019 CONVENTION CONTINUED

## Thursday, 5/16/19

- 7:00 a.m. Leadership Breakfast – Dakota Ballroom, **Sponsored by Johnsen Trailer Sales**
- 8:00 a.m. Keynote Speaker: Colonel Brandon Solberg, North Dakota Highway Patrol
- 9:15 a.m. Leadership Session VJ Smith, **Sponsored by PrePass - Service provided by HELP Inc.** – Dakota Ballroom
- 10:15 a.m. Vendor Networking Break, Courtyard, **Sponsored by American Trucking Associations, Lahr Agency, Pro Transport & Leasing Inc.**
- 10:45 a.m. Breakout Sessions
  - » Safety Session: **Regulatory Update** – Heart Room ~ LeeAnn Jangula, FMCSA
  - » Management Session: **Safety Director Roundtable** – Cannonball Room ~ Mark Wolter, Midnite Express and FM Transportation Club
- 12:00 p.m. Member Luncheon – Dakota Ballroom, **Sponsored by Wallwork Truck Centers**
- 12:45 p.m. Keynote Speaker: Mr. Mullen, Chief Council FMCSA – Dakota Ballroom

- 2:15 p.m. Breakout Sessions
  - » Safety Session: **Regulatory Update** – Heart Room ~ LeeAnn Jangula, FMCSA
  - » Management Session: **Changes in the Law are Coming Fast and Furious - are Your Transportation Contracts Keeping Pace?** – Cannonball Room ~ Jason Engkjer, Lommen Abdo Law Firm
- 3:15 p.m. Afternoon Break – Ballroom, **Sponsored by American Trucking Associations, Lahr Agency, Pro Transport & Leasing Inc.**
- 3:30 p.m. NDMCA Annual Meeting (Open to all attendees) – Sheyenne Room
- 6:00 p.m. Awards Banquet Social – Dakota Ballroom, **Sponsored by Nelson International**
- 7:00 p.m. Annual Safety Awards Banquet – Dakota Ballroom, **Presented by Great West Casualty Company; Supporting Sponsors - Dixon Insurance & ITL, Vaaler Insurance, Lahr Agency, Butler Machinery, PrePass - Service provided by HELP Inc, Strata Corporation**
- 9:00 p.m. Awards Banquet Dessert – Dakota Ballroom, **Sponsored by Cummins NPower**

## Registration Information:

### Registration Deadline - 5/9/2019

- » New Member Company (limit 2) – Free
- » First Member Company Rep. (Includes all events) - \$250.00
- » Additional Member Company Rep. (Includes all events) - \$210.00
- » Non-Member (Includes all events) \$350.00
- » Fun Night Ticket- \$100.00
- » Banquet Ticket- \$100.00
- » Vendor Booth - \$450.00 (Includes one Registration)
- » Non-Member Vendor Booth - \$650 (Includes one Registration)
- » Fun Night Sponsor- \$300.00

Registrations are transferable

Cancellations before 5/9/19 are subject to a \$50.00 cancellation fee

Cancellations after 5/9/19 are non-refundable

## Lodging Information

The North Dakota Motor Carriers Association has secured a room block at the Bismarck Ramkota at the special rate of \$109/night for a standard room or \$109/night for a two room suite. Reservations can be made by calling 701-258-7700. The room block ends 4/24/19.



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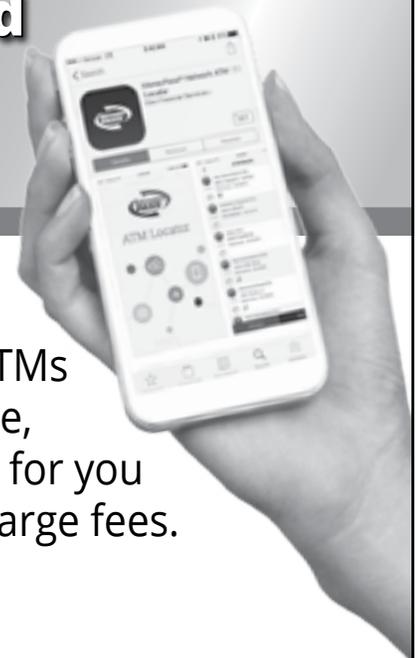
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# INDUSTRY PARTNERSHIP PROGRAM

The North Dakota Motor Carriers Associations Industry Partnership Program is designed to provide for opportunities and recognition for levels of support to the Association. Sponsorship is open to both Allied and Carrier members. Levels are based on annual investments in Association sponsorship opportunities by an annual contract paid in full, quarterly or monthly or can be done on an event by event basis. Registration fees, booth fees and membership fees are not included in the calculation.

## Over \$6,000 in Annual Support



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