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FALL 2023

NORTH DAKOTA MOTOR CARRIERS ASSOCIATION PUBLICATION



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MEETING THE NEW NDMCA PRESIDENT JEREMY OISTAD

As a dad who has followed the athletic endeavors of his children for many years, Jeremy Oistad has seen the value of teams and teamwork. No matter how good one player, or one piece of the team is, success depends on the contributions of everyone.

That's the message Oistad takes to work every day as the TEPS (Truck Engine Parts and Service) Manager for Butler Machinery in Fargo, and the message he has as the new president of the North Dakota Motor Carriers Association. Oistad ascended to the presidency when Eric Grove's tenure concluded at the NDMCA 78th annual convention in September.

Oistad said the people in the industry have had a lot to do with him staying in the industry as long as he has. "That's been the driving force for me to continue doing what I'm doing. In my mind, it's a relationship business that's been rewarding over the years. They're really good hard-working people."

Oistad has been an NDMCA member for nearly 20 years and has served on the board the last seven years, a labor made possible due to his kids getting older and him finding more free time to get involved. But he never thought of being president.

"(NDMCA) approached me and I had a hard time saying no," Oistad said. "It's been a good relationship. Butler has been a strong supporter of Motor Carriers for years. It's important for us to stay part of this industry for our customers."

Oistad begins his two-year term with several challenges first and foremost on his mind: emissions and alternative fuels, supply chain disruptions and growing the NDMCA membership. "The big thing for me (at NDMCA) is to grow our member base. I've noticed most, compared to say the AGC (Associated General Contractors) conference, just the age disparity. How do we get more people interested in becoming involved in Motor Carriers? We're a fairly older age group and getting traction with young folks seems to be a struggle. We've maintained, but I want to figure out how to make this more attractive to younger individuals. That's my number one job."



Eric Grove outgoing NDMCA President presents Jeremy Oistad with the Presidents gavel at the 78th Annual NDMCA Convention.



As for his job with Butler (Caterpillar), Oistad says that even though Butler (Caterpillar) may not have a truck in the starting lineup anymore, it still is in the game, and it runs best with the parts made specifically for the home team by the home team.

"Caterpillar engine parts have to come through us to the dealers," Oistad explained. "I manage our second-level engine dealers (Wallwork, Allstate Peterbilt, International, etc.) and our relationship with them when it comes to them selling our legacy engine parts. All those parts have to come through us to the dealer. All the promotions, guideline or policy changes from Caterpillar, I facilitate those with those dealers."

Oistad is now meeting with independent truck shops "because that is where the majority of our parts are going," he said. "Think of it like taking your car to an independent garage for repair. I'm starting to call on those guys to establish a better relationship ... to make sure they're buying genuine caterpillar parts."

Oistad's team concept is something he hopes to pass on to the NDMCA membership. "I like work, and I have to rely on my teammates," Oistad said. "I'm more like a facilitator and it's important to have good folks at our stores."

Caterpillar has not produced a truck engine since 2009, but there are plenty still out there and Oistad's job is to keep adding dealers that will service those truck engines with authentic Caterpillar parts. His clients are in North and South Dakota, whose locations in the Upper Midwest are ideal for trucks as emission rules are generally more relaxed than they are on the coasts. "A lot of trucks are coming to this part of the country," Oistad said.

Oistad joined Caterpillar 12 years ago when the company introduced a truck to its product line. He spent much of the previous decade working with Detroit Diesel. "I came to Butler because Caterpillar was coming to the market with a truck and needed someone to manage vendor relations and to be a full-service bumper-to-bumper sales and parts manager," Oistad explained. "I had developed a lot of relationships in this industry, which is the most efficient way to support a full-service truck line."

Fast-forward to 2016, the year Caterpillar got out of the truck business and had to develop a means to support its dealers. "Obviously it's still a big business for Butler or a Caterpillar dealer. There's still a lot of truck engines out there."

Oistad and his wife of 21 years, Robin, spent many years following the high school and college athletic careers of his two children, Caden a college sophomore who plays club hockey for North Dakota State University, and Kaylee, a sophomore who plays lacrosse and soccer at Moorhead (Minn.) High School. "It's been fun to follow both," Oistad said.

In addition, Oistad enjoys being outdoors and recently spent a weekend this summer planting food plots for deer on family land near Karlstad, Minn. He and his son have hunted the area with the same group of people for many years, and planting crops is a way to give back. "I've never done it, but we have all the supplies we need," Oistad said. "It's like work, you can't fail if you don't try."

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2023 TRUCK DRIVER APPRECIATION WEEK



On Tuesday September 12th the North Dakota Motor Carriers Association in conjunction with the NDHP, NDDOT, Transportation Club of Fargo Moorhead along with dozens of other area businesses handed out lunches to drivers at the 194 West Bound Weight Station near Mapleton, ND. The event was done during National Truck Driver Appreciation week which seeks to thank drivers for their hard work and commitment in undertaking one of our economy's most demanding and important jobs.

THANK YOU TRUCKERS!

HJELLE NAMED FIRST WOMAN DRIVER OF THE YEAR IN NORTH DAKOTA

By Scooter Pursley | Clearwater Communications



Julie Hjelle has been blazing trails in a big rig for 29 years, but only recently has her travels taken her down paths never before driven by a female trucker in North Dakota.

In September, the Altendorf Trucking driver from Lankin, N.D., became the first woman to receive the prestigious Driver of the Year award from the North Dakota Motor Carriers Association, an advocacy group that has been around since 1934 to bring awareness for increased highway safety and public education on the importance and value of commercial vehicle transportation.

“I’m very honored to be considered worth it,” Hjelle said of the award, which ranks right up there with her 2019 Rookie of the year award at the NDMCA Truck Driving Championships, another first for a female driver. “I don’t know if I’m an inspiration. But I want to be a role model for all drivers, not just female drivers.

“At that point, that was the highlight of my career winning at state. It was the pinnacle,” Hjelle noted. “That has nothing to do with being female. Some people want to push the idea that I want to win because I’m a female, but I just want to win because I was the best, not a female.”

Times certainly have changed as more women drive rigs, but it’s still an industry dominated by men. Hjelle said of her early years.

“When I was really young, I’d ride with dad and grandpa in a livestock truck down to West Fargo to the sale and that was always fun,” recalled. “The first book I read was ‘Big Joe’s Trailer Truck’ in first grade. Then I went with a friend when I was 23 and he let me sit in the driver’s seat and I knew I was going to go trucking. So, I went to truck driving school in East Grand Forks, Minn., in 1994.”

School turned out to be the easy part. Breaking into the business was much tougher.

“I couldn’t find a job,” Hjelle said. “I was the only woman in my class and all of the men got internships and no one would take me. I had one trucking company owner say, ‘I won’t put a woman in a truck.’ Everywhere I went was a dead end, saying I needed experience. But so did all the guys and they gave them jobs. I banged my head against the wall.”

Finally, Altendorf Express gave Hjelle a shot.

“My initial part was a (four-week) internship to finish school. I was three weeks with a trainer and they had a truck that got impounded in Atlanta,” Hjelle remembered. “I was a girl from North Dakota that had never been anywhere in her life and I was left in Atlanta with a truck and a trailer. That was an adventure. I had to get it, load it and come back up.”

Since then, Hjelle has logged 2 million accident-free miles, mostly for Altendorf Trucking. She was a company driver until 2011 when she took over as safety director, a role she kept until 2015 when she returned to the cab.

“In the early years of driving, I would have driven for free,” Hjelle said. “I felt like I was on vacation. I drove around the country and saw things I had never seen. I loved it. It was the freedom of the road and you were responsible for you and your truck. Today, it’s different with technology and the regulations have changed. The freedom of the road is not really there anymore.”

Neither is that strong desire to be out on the road for long periods of time. That’s why the R-word (retirement) has been on her mind lately.

“I would stay out a couple months at a time and come home for a couple of weeks. But the last eight years have been regional – North Dakota, Minnesota, Nebraska, Montana and sometimes out to Idaho,” said Hjelle, who has two grown children and a grandchild. “I missed everything with my own kids. You think about getting a second shot with the grandkids and he’s a little over an hour away.

"I'll have to find something else to do. I've loved what I've done and it's been a wonderful career. But I'm reaching the point between getting old (53) and some of the technology, I'm struggling with that, the old dog."

If she is struggling, it wasn't apparent at the national NDMCA Truck Driving Championships where Hjelle posted one of nine perfect scores in the written exam out of more than 400 drivers. She had set that as a goal, and made it happen.

"I did get to go on the national stage and that was wonderful," Hjelle said. "I spent the entire summer, every spare minute, studying that book. I went there to get that award because I believed I could get that."

Hjelle said last winter took its toll on a lot of drivers, including her. "After last winter, I really don't want to do another winter. Last winter was really rough. There are others that have been out here longer than me that say the same thing,"

Even if she does get out of the business soon, she'll always have fond memories of long hauls – and strange ones.

"One of the most interesting things was a crematorium," Hjelle recalled with a laugh. "We (she and her husband) were running team out of Alaska for years. Those were some of the most interesting times of my career. We got to southern Minnesota to a farm and this guy (a former mortician) drags out this thing and a giant smokestack that has cooked people for years. He's shipping this thing to his ex-wife in Alaska. Do you know how many guys would like to ship their ex-wives crematoriums? He had no sense of humor and he said, 'We get along well.'" It was the funniest thing. We laughed about it our whole way north."



Julie competing at the 2019 State Truck Driving championship.



Julie and her husband Shawn at the 2019 NTDC after completing a perfect score on the written test.

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A photograph of two semi-trucks parked in a field. On the left is a dark-colored truck, and on the right is a silver truck. The background shows a landscape with mountains and a sunset sky. The Wallwork Financial logo is in the top left corner, and the tagline "Serving the Transportation Industry Since 1952" is at the bottom.

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2023 DOT SAFETY AND COMPLIANCE SEMINARS

OCTOBER 12, 17, 19, 2023

Registration & Schedule

Annual Vehicle Inspection

October 17th – Virtual

8:00 am - 12:00 pm (Central Time)

- \$80 Member
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DOT Safety and Compliance Seminars

Free Registration for ND WSI Policyholders.

Scholarship is limited to 2 employees per company.

Additional employees may attend at the rates below.

October 12th – Roosevelt Grand Dakota Hotel
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8:30 am - 12:00 pm (Mountain Time)

(Lunch on your own)

1:30 pm - 4:00 pm (Mountain Time)

October 19th – Virtual

9:00 am - 12:00 pm (Central Time)

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WSI Policy Holder Scholarship Terms

Workforce Safety & Insurance (WSI) is North Dakota's state-run monopolistic compensation fund. All employers with ND employees must be policy-holders. Participants of a company with a WSI policy will receive free registration. This scholarship is limited and will be awarded in the order registrations are received and no preference is given based on membership status with NDMCA. Companies registering multiple employees will only receive the scholarship for the first two employees. WSI Policy Number must be correct and on file at NDMCA prior to training to be awarded scholarship.

Disclaimer:

Membership rates only apply to organizations who pay annual dues to The North Dakota Motor Carriers Association. You do not need to be a NDMCA member to qualify for the WSI discount. To see if your company qualifies for the member discount contact 701-223-2700.

Curriculum

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Upon completion of the class, attendees will receive a certificate of attendance to help satisfy Inspector qualifications under Part 396.19.

DOT Safety and Compliance Seminars | FMCSA

This is a foundation course for understanding compliance with the Federal Motor Carrier Safety Regulations. This course will provide a comprehensive review of regulatory compliance as well as how to prepare and what to expect during a FMCSA investigation. Topics to be discussed include, but are not limited to: hours of service, driver logs, entry level driver training, drug/alcohol testing, driver qualification files and vehicle maintenance files.

Hours of Service

During this seminar we will provide an in-depth look at the hours of service regulations, and will cover additional topics including properly preparing records of duty status, Electronic Logging Device (ELD) requirements, proper use of personal conveyance, exemptions, and how to utilize reports from your ELD system to check for compliance and falsification. We will also discuss how to be prepared in the event that your company is selected for an FMCSA investigation.

D&A Clearinghouse

The D&A Clearinghouse is an online database that contains real-time access to information on drug and alcohol program violations committed by drivers who are subject to 49 CFR Part 382. Participants will learn about querying the Clearinghouse and reporting violations.

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The Dickinson class will cover more in depth information than the virtual class, but some of the same topics will be covered.



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NDMCA HOLDS 78TH ANNUAL CONVENTION & AWARDS BANQUET

Honoring Top Industry Professionals

The winners of the 2023 North Dakota Motor Carriers Association's (NDMCA) awards have been named during the organization's annual convention, which took place on September 5th and 6th. Among the awards announced at this event were the Driver of the Year Award, Safety Professional of the Year, Service Technician of the Year, Service Manager of the Year, Excellence in Public Service and Trooper of the Year. Julie Hjelle took home the Driver of the Year Award, and Tracy Buzick was named the Safety Professional of the Year.

These awards were celebrated during the Awards Banquet, which occurred at the end of the last day of the NDMCA convention held in Bismarck this year. This year's convention marked the 78th year of the annual gathering and focused on safety and unique challenges impacting the trucking industry, and it also saw the passing of the gavel from outgoing President Eric Grove to incoming President Jeremy Oistad. The first day started with a golf tournament at Hawktree Golf Club in Bismarck to support the NDMCA Foundation, however the weather had other plans and no tee off occurred. This was followed by a vendor networking event, dinner, and Trivia with Budd's. And finally, the evening wrapped up with a Fun Night Dessert, followed by door prizes.

The second day of the conference featured opening keynote remarks by Pat Bertagnolli, the Executive Director of Job Service ND. Lunchtime keynote remarks featured ATA Vice Chairman Dennis Dellinger of Cargo Transporters. Among those successes celebrated were the awards given to Ms. Hjelle and Mr. Buzick. The winners were determined by an independent panel of officials from the North Dakota Highway Patrol and the Department of Transportation.

The Driver of the Year Award winner, Julie Hjelle, is currently employed by Altendorf Trucking and has over twenty-nine years of total commercial driving experience. She started with the company in 1994 as a leased-on driver, becoming a company driver in 2010 and moving on to the role of Safety Director. In 2015, she left this position to resume her driving career as a company driver.

Julie has nearly 3 million accident-free miles in her career, with approximately 1.1 million of those miles occurring with her current employer. She is recognized for consistently making smart driving

Continued on Page 12

INDUSTRY PARTNER AWARDS

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Driver of the Year - Julie Hjelle



Safety Professional of the Year - Tracy Buzick



Service Manager of the Year - Dale Stregle



Service Technician of the Year - George Tebelius



Trooper of the Year - Jonathan Skalicky



Excellence in Public Service - John Sova



Kevin Borseth - Midland Garage Door Mfg Co



Wanda Bachmeier - Roger Ward Moving and Storage



Wally Keller - Jobbers Moving & Storage

INDIVIDUAL WINNERS

2022 Driver of the Year: Julie Hjelle, Altendorf Trucking Inc.

2022 Safety Professional of the Year: Tracy Buzick, EW Wylie

2022 Service Technician of the Year: George Tebelius, Wallwork Truck Center

2022 Service Manager of the Year: Dale Strege, Farstad Oil

Trooper of the Year: Trooper Jonathan Skalicky, NDHP

Excellence in Public Service, John Sova



Tyler Johnson - Midwest Motor Express

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Specialized / 500,000 - 750,000 Jobbers Moving & Storage

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Less Than Truckload / Over 25 Million Miles Magnum LTL

Truckload / 1 Million - 2.5 Million S & S Transport Inc

Truckload / 2.5 Million - 5 Million Miles Altendorf Trucking, Inc.

Truckload / 5 Million - 10 Million Miles F&M Transport Inc.

Truckload 10 million - 25 million Magnum LTD

Truckload / Over 25,000,000 Holland Enterprises

Private / 500,000 - 750,000 Miles Baker Boy

Private / 1 Million - 2.5 Million Midland Garage Door Mfg Co

Private / 10 million – 25 million Marvin



Bryce Allickson - Magnum LTL and Magnum LTD



Mike Lee - Altendorf Trucking, Inc.



Colleen Thompson - Marvin



Rylee Holland - Holland Enterprises



Nikki Williams - F & M Transport, Inc.

choices. When weather and road conditions become dangerous, she parks her rig and waits out the hazardous conditions. Julie is a previous winner of 2019's NDMCA's 5-Axle Sleeper Berth Class and was the first woman in the state to be awarded Rookie of the Year.

Julie holds the endorsements of Haz-Mat, Tank Vehicle, Passenger Bus, School Bus, and Double/Triple. She improves her workplace and the lives of those who work with her by sharing her technical skills and knowledge on performing vehicle inspections with company drivers. Speaking about her win as Driver of the Year and career in trucking, Ms. Hjelle comments, "It has been a great ride. As I reach the end of my career, I can certainly reflect on the saying that trucking is a lifestyle rather than a job. But it can be a wonderful ride." Speaking to anyone considering a career in trucking, Julie advises, "The freedom of the road has always drawn me to the industry, and you know you'll never be bored." Julie lives in the community of Lankin, ND, and is married to Sean, who is also a trucker. Julie also has two grown children and a six-year-old grandson with whom she enjoys spending time.

Tracy Buzick was also honored at the convention as NDMCA's Safety Professional of the Year, as an individual who has been committed to trucking and roadway safety for almost thirty years. Tracy's career began as a trooper with the North Dakota Highway Patrol, where he focused on DOT enforcement. He is currently employed with EW Wylie, where he has been the Safety Director for the last five years.

While at EW Wylie, Tracy has successfully led improvement efforts to lower the company's CSA scores. He has also expanded his role to go beyond DOT-specific items, tackling the goal of lowering workplace injury rates across all areas of the company. He has proactively implemented safety training and revamped the post-injury investigation process by ensuring corrective actions are in place. He has grown the safety culture across EW Wylie so that everyone can make suggestions for improvement without any reservations.

Kacey Heidrich from NDMCA discusses the significance of this year's awards by stating, "The work that these men and women do is pivotal to insuring that deliveries get made safely, efficiently and on-time. No matter their individual roles in the industry they all play a huge part in keeping our roads and highways safe.

NDMCA also recognized John Sova as the winner of the Excellence in Public Service Award, Dale Strege of Farstad Oil as Service Manager of the Year, and George Tebelius of Wallwork Truck Center as Service Technician of the Year. North Dakota Highway Patrol Trooper Jonathan Skalicky was named Trooper of the Year.

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2023 GOLF TOURNAMENT

The NDMCA Foundation Scholarship Golf Tournament was to be held this year at Hawktree Golf Club in Bismarck prior to the 78th Annual Convention. However, the weather had other plans this year. Due to the course receiving over 1.5 inches of rain and the extended chances throughout the day for more rain the tournament was cancelled. The NDMCA Foundation would like to thank all those who planned to golf and our sponsors for their continued support. We will see you all next year at King' Walk Golf Course in Grand Forks on Wednesday September 4th.

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ATRI RESEARCH DOCUMENTS CRITICAL ROLE OF ASSOCIATION MEMBERSHIP IN MOTOR CARRIER SAFETY



Washington, D.C. – The American Transportation Research Institute (ATRI) today released foundational new research that statistically corroborates that motor carriers who are active in state and national membership associations are safer than both former association members and carriers who have never been association members.

It has always been anecdotally assumed that association membership supports safety through a variety of association services and resources, but the necessary industry safety data and methodology had never before been assessed. This new empirical research processed public safety data from the Motor Carrier Management Information System (MCMIS) through a series of statistical tools to confirm the relationship between association membership and safety performance.

More specifically, the research compared motor carrier MCMIS crash and violation data for trucking fleets that held a membership status of either Current, Former or Never members. Carrier status data came from a geographically representative sample of state trucking associations as well as from the American Trucking Associations.

The Welch's Two-Sample T-Test outputs confirm that among the three carrier groups, Current members have fewer overall crashes and violations than Former members, who also had fewer crashes and violations than Never members. Almost all results were significant at the 95 percent or 99 percent confidence levels. Due to the rarity of fatal truck crashes among all carriers, this specific crash type was not significant for either state or national membership.

“All safety stakeholders in the trucking industry are looking for strategies and solutions for improving large-truck safety,” noted Dr. Brenda Lantz, Associate Director of the Upper Great Plains Transportation Institute. “This new ATRI research confirms that association membership is another important and proven safety tool for trucking companies.”

The ATRI association safety research also provides some guidance on how the findings might be applicable to commercial transportation insurers, enforcement agencies and academic researchers.

A copy of the full report is available by scanning the QR code.



ATRI is the trucking industry's 501c3 not-for-profit research organization. It is engaged in critical research relating to freight transportation's essential role in maintaining a safe, secure, and efficient transportation system.



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