

UTAH *Focus*

April 2001

A Publication of the Enterprise Newspaper Group

Trucking & Logistics

INSIDE

Federal government's proposed changes to Hours of Service rules vex trucking companies, drivers.
Page 2

Six ways for trucking companies to lower their workers' compensation costs.
Page 3

England Logistics now ranked 11th largest freight brokerage company in the industry.
Page 6

Report finds nation's transportation system is in crisis.
Page 7

List of top Utah trucking firms.
Page 5



Federal government's proposed changes to Hours of Service rules vex trucking companies, drivers

By Ryan Shelton
The Enterprise

When the Federal Motor Carrier Safety Administration last year proposed changing the Hours of Service rules that regulate how much time truck drivers can spend on the road, trucking and retail associations around North America almost instantaneously began aggressively lobbying against them.

The change would increase restrictions on the number of hours that truckers and other commercial drivers can work. One proposed change currently being debated is a drop in the maximum driving hours within allowed windows from 11 hours to 10. In addition, the 34 hours of time currently required between each week of driving would have to include at least two midnight-to-6 a.m. periods of nighttime rest. Furthermore, the proposal would require commercial truck drivers to complete all driving within a 14-hour workday, and to complete all on-duty work-related activities within 13 hours to allow for at least a one-hour break.

Critics argue that the proposed rules change is politically motivated and based on skewed statistics and misreported facts. Perhaps the biggest critic, The American Trucking Association, has assembled a massive bipartisan group of lawmakers calling for the Federal Motor Carrier Safety Administration (FMCSA) and the Obama administration to abandon its proposed

changes before an anticipated July 26 ruling.

"The rules currently in place are working well and do not need to be changed," 122 representatives wrote to Transportation Secretary Ray LaHood. "Since the current rules were implemented seven years ago, the trucking industry's safety performance has improved at an unprecedented rate."

At the local level, trucking and logistics experts fear the new rules would leave them shorthanded and understaffed.

"The current rules work," said Dustin England, corporate vice president of C.R. England. "To change or potentially reduce the amount of drive time we allow our drivers to have would have a big impact as far as capacity. We would most likely have to add some trucks to be able to produce or ship as much as we did under the current rules. Drivers would lose pay. It would be tough on drivers, which is why we're urging the FMCSA not to change the rules."

England said the increased cost of adding new trucks would force the company to raise shipping rates, thereby forcing producers, manufacturers and retailers to raise the costs on goods sold.

The National Retail Federation estimates that the proposed rule change could increase transportation costs from anywhere from 3 to 20 percent depending on specific retailers supply-chain network and operations.

It remains hard to find supporters of

the rules change outside of the federal government, where administrators claim the new hours of service rules would make the roads safer by reducing trucking accidents, as fewer "drowsy" drivers would be on the road. The ATA, however, argues that smaller drive-time windows would result in more trucks on the road during peak driving hours, which, they say, could result in more traffic accidents.

In its comments to the FMCSA, the ATA points out that since the basic framework of the current Hours of Service rules went into effect in 2004, "truck safety has improved to unprecedented levels" as the "numbers of truck-related injuries and fatalities have both dropped more than 30 percent to their lowest levels in recorded history."

It remains to be seen what effect the constant barrage of lobbying to maintain the status quo will have on the rules change proposal, which was presented as part of a presidential executive order to boost the U.S. economy. The order could be signed into law this July; an extensive public comment period ended on March 4.

In a pointed letter to the President, ATA president Bill Graves expressed his concern:

"Mr. President, FMCSA's Dec. 29, 2010, proposed changes to the HOS rule are, using your words, '*just plain dumb*,' and '*not worth the cost*' of making '*our economy less competitive*.' The Agency's

own analysis shows the rule's costs outweigh the safety benefits. Further, the alleged health benefits are purely speculative and not based on hard data or science ... Trucking is meeting its service and safety responsibilities, Mr. President. We ask that your D.O.T. meet its responsibility to address safety and health issues with science and legitimate benefit-cost analyses ... FMCSA's Dec. 29, 2010 proposal fails on both accounts."

Although the most vocal, the ATA isn't the only influential group questioning the proposals. In a recent public statement, the U.S. Chamber of Commerce — the world's largest business federation representing the interests of more than 3 million businesses — sided with the trucking industry, writing:

"The Chamber finds this proposed regulation of particular concern since it is in direct contradiction to President Barack Obama's executive order which takes aim at unnecessary and burdensome regulation on business, particularly small business. If implemented in its current form, this regulation would be a model for such regulation that actually produces lower safety standards while simultaneously hurting business productivity in the domestic and global supply chain."

The FMCSA does, however, have some support. The Public Citizen Litigation Group, Parents Against Tired Truckers and

see HOURS page 7



Running your company has its own set of challenges.
We make sure your **insurance coverage**
isn't one of them.

800.323.6303 302 W. 5400 S. Murray, UT 84157 beehiveinsurance.com

We have the ability to meet your needs for Fleets and Owner Operators.

- Liability / Physical Damage / Cargo
- Terminal / Warehouse Coverage
- Workers Compensation / Occupational Accident
- Employee Benefits



Randall J. Austin • Mark Austin
801-685-6860
800-323-6303

Six ways for trucking companies to lower their workers' compensation costs

By Carl Zeutzius, CWCA

Although trucking companies are reporting fewer Workers' Compensation claims, the average cost is typically higher than the average Workers' Compensation claim in other industries. According to the U.S. Bureau of Labor Statistics, as of 2007, trucking had an injury rate 30 percent higher than other U.S. industries. This, coupled with higher average medical and indemnity costs, drive employers costs higher and are often accepted as a cost of doing business.

The trucking industry can benefit from addressing ways to lower these costs, especially in the current economic environment. Simply relying on lower Workers' Comp rates isn't enough. Complacency will lead to higher Workers' Compensation costs, and any savings employers thought they were accruing will be lost when injuries go up and their Experience Modification Factor goes up right along with it.

The higher rates can be attributed in part to several factors. Because of the nature of their work, many drivers are out of shape, eat badly, smoke too much, don't exercise and rarely get enough sleep. As a result, they find themselves susceptible to heart attacks and diabetes, as well as myriad strains, sprains and various other muscular-skeletal injuries. This not only makes truckers a danger on the road but also a danger to themselves, to the point that more and more of them are finding themselves mired in the Workers' Compensation system and driving up employers' costs.

Still, there *are* steps the trucking com-

panies can take to keep their Workers' Compensation costs in line. Here are six ways that can point them in the right direction.

1. Make sure the insurance agent knows how Workers' Compensation works. Although many brokers and insurance agents view themselves as "experts" in the trucking industry, very often they don't understand the ways in which a trucking company can lower and control Workers' Compensation costs. Workers' Compensation insurance is extremely controllable, yet employers pay for the policy and little or nothing is done by the insurance agent during the policy year to help the organization lower those costs.

An insurance professional trained in Workers' Compensation can assist with injury management, return-to-work programs, open claim reserve reviews, audit reviews, loss control and safety practices and offer OSHA assistance. All require expertise and careful monitoring but are proven practices in reducing costs.

2. Watch for misclassification. Time and again, I come across instances where employees have been misclassified by the ratings boards. I see trucking companies that drive strictly short haul, but have all their drivers classified as long haul, which drives up costs considerably. Recently, a trucking company was overcharged \$15,000 because the broker failed to make sure the proper Workers' Compensation class codes had been assigned to the company's employees. Employers need to make sure the agent reviews the National

Council on Compensation Insurance (NCCI) codes to avoid overpaying for their Workers' Compensation insurance.

3. Understand how the Experience Modification Factor works. One of the most confusing components of an employer's Workers' Compensation policy is the Experience Modification Factor.

The Experience Modification Factor is an adjustment that's made to the Workers' Compensation premiums based on the company's prior three years payroll and incurred losses. In effect, it compares a company's losses with other companies of a similar size in the same industry (in this case, the trucking industry). For instance, if the Experience Modification Factor is over 1, the company's losses are more than expected and they will pay more; if it is under 1; they have fewer losses and will pay less.

Most employers understand that if they have a lot of injuries, their Experience Mod will go up. And if they reduce or eliminate injuries, their costs will go down. At a basic level, this is correct. But there's still more that can be done to control the Experience Modification Factor.

It is crucial that management and supervisors understand that insurance companies don't pay for workplace injuries, their company does, and the Experience Modification Factor influences what their company pays. It is amazing how many trucking companies have no idea what workplace injuries are associated with which employees, the number of modification points attributed to each injury, the

annual increase in premiums due to specific injuries, or even what the cumulative increased premium cost is over a three-year period, which is how long a claim impacts the Experience Modification Factor.

It should be every employer's goal to strive for the lowest possible Experience Modification Factor. The agent's responsibility is to show the company how much lower their Experience Mod *could* be and how to attain it.

4. Open claims impact your company. Every open claim counts against the Experience Mod, *as if they were actually paid out*. It's important that once claims are closed that they be reported immediately to the governing agent. If this isn't being done, chances are very good the Experience Mod is higher than it should be.

5. The trucking industry needs to get itself as healthy as possible. Study after study shows that obesity leads to a higher frequency of Workers' Compensation claims in every industry, with the trucking industry among the leaders.

According to the 2006 *Large Truck Crash Causation Study*, 88 percent of the critical reasons for accidents are attributed to drivers as opposed to vehicle failure, weather and other conditions. And of that number, 15 percent fell into the category of "non-performance" issues, which are drivers falling asleep, having a heart attack or being disabled by some other physical

see COMP page 7



C.R. England is:

Regional
Intermodal
International
► **Committed**
Logistics
National
Dedicated

► **Contact: 888-725-3737 | cresales@crengland.com
www.crengland.com**

As our national and state economies continue to improve, we at C.R. England are proud to say we've been there all along, helping to keep the wheels turning. And as our economy gets back on the road to recovery, we're committed to helping contribute to the economic vitality here in Utah and across the nation.



C.R. England
GLOBAL TRANSPORTATION

WARNER TRUCK CENTER

"We've Got Your Truck"



Come See How **100 Acres Dedicated To Trucking** Can Help Your Bottom Line

Freightliner of Utah

New and Used Sales: (801) 978-8000
Parts: (801) 978-7900 or 800-574-2709
Free Parts Delivery In the Salt Lake Valley
24 Hr Service: (801) 978-8080 or 800-574-2708
2240 S 5370 W

Warner Body & Paint

30' Body Work Bays, Two 46' Paint Bays,
Plus One 70' Paint Bay
2290 S 5370 W - (801) 978-8070

Utah Tank & Trailer

Polar Tank Trailer Sales: (801) 956-2750
Parts For All Makes: (801) 956-2760
Service For All Makes: (801) 956-2770
2255 S 5370 W

Western Star of Utah

Western Star Sales
2240 S 5370 W - (801) 978-8000

TruckPro Leasing & Finance

Truck and Trailer Financing
2240 S 5370 W - (801) 956-2600

Warner Fleet Services

Customized Fleet Maintenance Administration
2255 S 5370 W - (800) 350-1555

Sprinter Sales

2240 S 5370 W - (801) 978-8000

N.E.W.S. - Refuse & Roll Off

National Environmental Waste Systems
Marden Spencer
2240 S 5370 W - (800) 256-6214

Cascadia Cafe

2nd Floor/Service Dept.
2240 S 5370 W - (801) 956-2625

Warner Satellite Locations

Freightliner of Utah - Nephi
1949 S Main St.
Nephi, UT 84648 - (435) 623-0628

Freightliner of Idaho - Twin Falls
1992 Kimberly Rd.
Twin Fall, ID 83301 - (800) 660-7035

Freightliner of Idaho - Jerome
1000 S. Continental Spur
Jerome, ID 83301 - (208) 324-3333

Freightliner Affiliates

Mason's Diesel
S Hwy 24 Mile Marker 4
Aurora, UT 84620 - (435) 529-7477

Southwest Diesel
1150 E 350 N
St. George, UT 84770 - (435) 673-6342

Transport Diesel
1050 W 200 N
Logan UT, 84323 - (435) 623-0628

Tranes Diesel Service
683 E Iona Rd.
Idaho Falls, ID 83401 - (866) 243-6106

Warner Truck Center
(801) 978-8000 / (800) 574-2707 Sales
Located off 2100 S & 5600 W, West Valley City, Utah 84120

For additional information visit us online at
www.warnertc.com

Top Trucking Companies in Utah Ranked by # of power units in 2010

Company name	Phone Fax Web	# of power units in 2010 Gross sales in UT in 2010	# of flat beds # of dry vans	Full load carriers less than truckload carriers	annual miles # of UT employees	President/CEO
C.R. England Inc. 4701 W. 2100 S. Salt Lake City, UT 84120	801-974-3251 801-974-3846 crengland.com	3,502 \$1 billion	0 613	yes yes	486.6 million 5,4011	Dan England Dean England
Central Refrigerated Service 5175 W. 2100 S. Salt Lake City, UT 84120	801-924-7000	1,750 \$346.5 million	10 160	N/A N/A	212 million 250	DND
Pride Transport Inc. 5499 W. 2455 S. West Valley City, UT	801-972-8890 801-972-1450 pridetransport.com	350 \$85 million	0 475	yes yes	40 million 400	Jeff England Jay England
James H. Clark and Sons 4100 S. 500 W. Murray, UT 84123	801-266-9322 801-269-1553 jameshclark.com	140 \$23 million	0 20	no no	11.3 million 252	Greg McCandless
Parke Cox Trucking 396 N. Industrial Rd. St. George, UT 84770	435-628-0886 435-628-9324 coxtrucking.com	59 DND	15 120	yes DND	6.8 million 71	Don Cox
L.W. Miller Companies 1050 W. 200 N. Logan, UT 84321	435-753-8350 435-774-8000 lwmler.com	29 \$118.7 million	0 25	yes no	17.2 million 425	Larry W. Miller
DST Distributors Inc. 5035 W. 2400 S. Salt Lake City, UT 84120	801-491-3781 801-491-6989	10 \$6.2 million	0 150	yes yes	600,000 17	Scott Stollestrup
Geodyne Transport 1235 S. 3200 W. Salt Lake City, UT 84104	801-575-1110 801-575-1101 geodyne.net	DND \$5 million	DND DND	yes no	2.4 million 36	Judd Kemp
Kelle's Transport 5035 W. 2400 S. Salt Lake City, UT 84120	801-975-8000 801-975-8080 kellestransport.com	0 \$27 million	0 0	yes no	14 million 145	Kelle Simon

DND= Did Not Disclose N/A= Not Available

Please note that some firms chose not to respond, or failed to respond in time to our inquiries.

All rights reserved. Copyright 2011 by the Enterprise Newspaper Group



England Logistics now ranked 11th largest freight brokerage company in the industry

By Ryan Shelton
The Enterprise

Founded in 1994 and continually ranked among the top 25 freight brokerage firms” by *Transport Topics* magazine, England Logistics has not only weathered the economic storm, but the Salt Lake City shipping and logistics company has expanded its workforce, established itself as one of Utah’s best-performing companies and has taken aim at its top global competitors.

Most recently ranked the 11th largest freight brokerage company in December 2010, England Logistics expects to crack into the top 10 by year’s end, according to vice president of truckload sourcing, Jason Beardall.

Within the next three years, Beardall said, his company expects to increase its 2010 revenue of more than \$240 million to the “half billion dollar mark” while con-

tinuing to expand its staff. At present, England Logistics employs about 170 people at its 100,000 square foot facilities at 1325 S. 4700 W., Salt Lake City, and another 180 across the United States. Beardall said England Logistics expects to increase its local workforce by an additional 130 over the next three years. The firm purchased its current facilities in January 2009 and leases space in one of its two buildings, giving the company room to expand within its current footprint, Beardall said.

“We’ve looked at the economic downturn as an opportunity for us to pick up great talent in a market that has been struggling from an employment rate standpoint,” Beardall said. “We’ve actually grown and continued our hiring practices throughout the entire recession. We’ve never really stopped or slowed ... We’re hiring anywhere from five to 15 front-line brokers a month in addition to administra-



England Logistics plans to increase its 2010 revenue of more than \$240 million to \$500 million in the next three years.

tive and support staff to make sure our business grows. We plan to continue that trend. We’ve got a full-time in-house

recruiting staff dedicated to growing our business.”

At its core, England Logistics provides its customers with six major services: truckload sourcing; less-than truckload (LTL) and parcel shipping; supply-chain engineering; special projects engineering; and warehousing. Beardall estimates that his company services more than 2,000 customers, ranging from household brand names such as Kraft and Hershey’s to “small salsa distributors in Southern California.”

A beneficiary of China’s increasing exports to North American consumers, about 20 percent of England Logistics’ revenue is generated from international ocean and air freight between North American and China. The majority, or about 60 percent, of the company’s revenue is generated from more traditional truckload sourcing, he said, with the remaining 20 percent coming from England Logistics’ varied additional services.

England Logistics was founded in 1994 as a division of local trucking giant C.R. England but became a separate and wholly owned subsidiary with its own facilities about five years ago, according to Beardall, who said his company has changed dramatically since its inception.

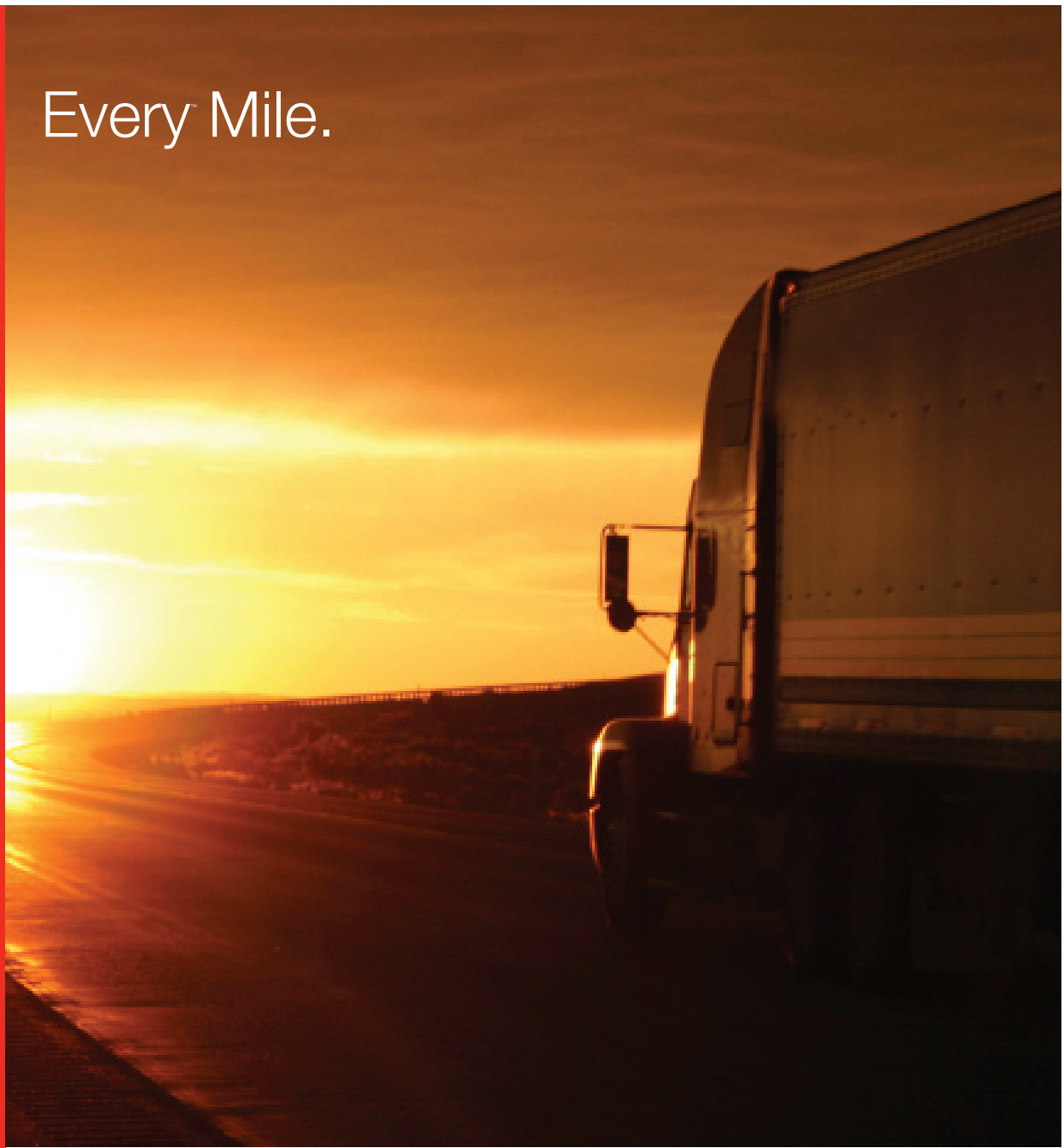
“Maybe 2 percent of the freight that runs through England Logistics comes from C.R. England customers,” he said. “If C.R. England has a customer and they can’t provide the capacity, then we’d be an overflow option for them, which represents 2 to 3 percent of our business. But less than 1 percent of the business that is procured through England Logistics customers actually moves on [C.R.] England trucks. There’s some sharing back and forth, but it’s minimal.”

According to Beardall, Utah’s educated and hard-working workforce has been a determining factor in England Logistics’ continued successes.

“Although we have offices throughout the U.S., we’ve decided that the majority of our growth will take place here in the Salt Lake Valley,” he said. “With the talent pool that exists and the work ethic of the people in Utah, not to mention the diverse language skill sets here, we intend to not only grow, but grow here in this valley,

see ENGLAND next page

Every Mile.



We provide the Best in Service for all your Genuine. Cummins engine and parts needs.

Salt Lake City Branch

2167 South 5370 West

West Valley City, UT 84120

1 800 851 4317

www.rockymountain.cummins.com



Report finds nation's transportation system is in crisis

In 10 years, an additional 1.8 million trucks will be on the road; in 20 years, for every two trucks today, another one will be added. Already, bottlenecks on major highways used by truckers every day are adding millions of dollars to the cost of food, goods and manufacturing equipment for American consumers. As a result, according to a report called *Unlocking Freight*, by the American Association of State Highway and Transportation Officials (AASHTO), the transportation system that supports the movement of freight across America is facing a crisis.

The analysis of America's freight system found that U.S. highways, railroads, ports, waterways and airports require investments well beyond current levels to maintain, much less improve, their performance.

ENGLAND

from previous page

and we consider ourselves pretty fortunate to call Salt Lake City home."

Although Beardall said the majority of England Logistics' recent hires have filled front-line freight broker positions, the company has continued to hire new accountants, financial advisors, mathematicians, processing clerks and "analytics addicts."

In February, England Logistics continued its growth when it announced the acquisition of TMS Technologies LLC, of Alma, Mich. TMS Technologies, a logistics technology development company, was founded in 2003.

Through this acquisition, England Logistics acquired a variety of logistics-related technologies and tools, including a Web-based transportation management and supply chain visibility system, a parcel auditing solution and its proprietary and "cutting edge logistics technology framework" system, according to a company release. "The acquisition of TMS Technologies' tools and expertise is another step in our quest to constantly improve our clients' ability to monitor, visualize and manage their logistics spend," said Jim Monkmeyer, managing director of England Logistics' Supply Chain Engineering business unit. "Our employees and the technology investments we're making will ensure we continue to outpace our competition."

HOURS

from page 2

the Citizens for Reliable and Safe Highways all support the proposed rule changes.

Commercial truck drivers who violate this proposed rule would face civil penalties of up to \$2,750 for each offense. Trucking companies that allow their drivers to violate the proposal's driving limits would face penalties of up to \$11,000 for each offense.

"A fatigued driver has no place behind the wheel of a large commercial truck," Transportation Secretary Ray LaHood said in a statement. "We are committed to an hours-of-service rule that will help create an environment where commercial truck drivers are rested, alert and focused on safety while on the job."

Despite more long-distance freight being moved by intermodal rail, the report found that trucks will still carry 74 percent of the load. On average, 10,500 trucks a day travel some segments of the Interstate highway system today. By 2035, this will increase to 22,700 commercial trucks for these portions of the Interstate, with the most heavily used segments seeing upwards of 50,000 trucks a day. Yet between 1980 and 2006, traffic on the Interstate highway system increased by 150 percent while Interstate capacity increased by only 15 percent.

COMP

from page 3

impairment. According to a recent Associated Press story by Emily Fredrix, the answer is quite simple; "Many truckers are obese, and only about one in 10 gets regular aerobic exercise. Sleep apnea, which is linked to obesity, is rampant, too."

Ultimately, the burden falls on the employer to be more proactive in taking part in the wellness of their drivers, to make sure they get proper medical treatment and to help keep their drivers in shape. If employers implement work-based wellness programs that address such issues as sleep apnea, high cholesterol, high blood pressure and weight-loss programs, the result will be a drop in Workers' Compensation claims.

6. Implement pre-employment testing. According to the latest regulations from the Federal Motor Carrier Safety Administration, a driver must not operate a commercial motor vehicle unless he or she is medically certified as physically qualified to do so. So how do you know if they are fit, or aren't coming on board with a pre-determined condition or injury?

Each state addresses the aggravation

"The nation's multimodal freight transportation system directly affects economic development, current and future jobs, and the quality of life in our communities," said Ohio DOT director Jolene M. Molitoris. "Today the nation's freight transportation system supports more than 10 million jobs, from couriers, truckers, laborers, shippers, railroad conductors and mechanics to postal carriers, warehouse operators and stock clerks. Now, think about how many more jobs will be added as the industry grows over time and you

or exacerbation of a pre-existing condition differently. In most states, if the on-the-job injury (a driver injures his back climbing into a cab) aggravates a pre-existing condition, it is considered to be a part of the payable injury, based on a physician stating it's within a "reasonable medical probability" that the pre-existing condition was aggravated by the driver getting into the truck.

But some states have adopted a different way of determining on-the-job injuries from pre-existing conditions by incorporating a provision called major contributing factor. This means that for an accident or aggravation of a pre-existing condition to be payable, the condition being treated by a doctor has to be at least 51 percent related to the on-the-job injury.

Another tricky area of pre-employment screening is determining if the job applicant has a history of filing Workers' Compensation claims. Under the Federal Americans with Disabilities Acts (ADA), employers cannot inquire about past Workers' Compensation claims, nor can they refuse to employ someone who has filed past claims or whose disability or impairment has no bearing on whether or not they can perform the essential tasks of the job. This means that someone can't be denied a job to drive a truck just because

begin to see yet another reason why this study is so important."

"The simple fact is: no transportation, no economy," said AASHTO president Larry L. "Butch" Brown. They are inseparable. We must invest to maintain and strengthen the American 'transconomy.' Congress must invest in all transportation modes; from waterways to roads and rails to get us where we need to be as a competitive nation. Millions of jobs and our nation's long-term economic health depend on it."

his or her left leg is two inches shorter than the right. The job interview can only determine if the person can perform essential job functions, with or without reasonable accommodation.

In the end, it's important for the employer to take all steps necessary to make sure they hire the right person for the job. Once companies understand that they, and not the insurance companies, are paying the freight on employee injuries, then driving down injury-related costs will take on increased importance.

But before that happens there has to first be a drastic shift in the "accidents happen — that's why we have insurance" mentality that permeates most trucking companies. From the supervisors on down to the employees, it's critical that everyone in the organization be aware that it's the employer's money being spent, *not* the insurance company's.

Carl Zeutzius is a Certified Work Comp Advisor (CWCA) and director of sales and marketing for UNICO Group, an independent insurance, risk management and financial services group based in Lincoln, Neb. He has more than 20 years experience in the insurance industry and can be reached at ☎, or (402) 434-7200.

PART INFO GETTING PLUS PART IDEA SHARING

Equals total government connecting.

USA.gov is your official source for federal, state and local government information. From Social Security to product recalls, it's the place to find the info you need. And now you can also share your ideas and opinions with your government. To make your total government connection, visit USA.gov.

USA.gov
1 (800) FED-INFO

A public service message from the U.S. General Services Administration.



**SALES - PARTS - SERVICE FOR
TANKS & TRAILERS - TRUCK EQUIPMENT - CNG CONVERSIONS**

- ◆ **NEW 108,000 SQ FT FACILITY**
- ◆ **TWENTY ONE 75 FT SERVICE BAYS FOR TANK AND TRAILER REPAIR**
- ◆ **24,000 SQ FT PARTS DEPARTMENT**
- ◆ **TEN 75 FT SERVICE BAYS FOR CNG CONVERSION**
- ◆ **20,000 SQ FT TRUCK EQUIPMENT SHOP**
- ◆ **STATE OF THE ART TRUCK & TRAILER PAINT BOOTH**
- ◆ **YOUR WESTERN AND HENDERSON SNOW PLOW DEALER**



**SHOP FOR ALL TRUCK
ACCESSORIES SUCH AS PLOWS
DUMPS , SERVICE BODIES
AND MORE!**



4285 WEST 1385 SOUTH SALT LAKE CITY UTAH 84104
WWW.SEMISERVICE.COM SEMI@SEMISERVICE.COM
1.800.442.6687