

LETTER FROM OUR CO-CHAIRS

2017

For Trucking Moves America Forward, 2017 was a year that signified greater expansion and provided a more personal view of trucking to both the industry and the public at large. The most visible display was the creation of a trucking mascot, an important symbol of safety for the industry to help tell our story. The adorable "Safety Sammy" has been so positively received at venues throughout the country – and from those who volunteer to wear it – that we believe we are on the right track to presenting the safe and human aspect of the trucking industry.

We also continued to promote the industry through education and marketing, most notably through our trailer wrap and state-led billboard campaigns. We had new designs created for the trailer wraps to provide more options to the companies in selecting the image and size they would like on their trailers. During our September billboard campaign, the state associations took an active role in selecting locations for the highway billboards as well images from the photography provided. A new educational video featured three professional truck drivers in "The Delivery," which demonstrated the many miles traveled across the U.S. and the precious cargo - from medical supplies to military bases - that is being delivered day in and day out.

TMAF also continued to see strong engagement on its social media communities; continuing the drumbeat of useful and engaging content on Facebook and Twitter, and expanding our reach through the Instagram and LinkedIn channels. We launched our blog through Medium, which allows us to enlist industry authors and writers to share their personal stories.

We are once again proud of the progress the movement has made in 2017, our third full year in operation. We could not have done it without all our supporters, partners and friends. From companies to drivers to associations to media outlets, TMAF is realizing its goal of being an industry-wide movement to support trucking's significant and positive contributions to America. We thank you!

Sincerely,



Kevin W. Burch, co-chair of TMAF President, Jet Express, Inc. Immediate Past Chairman. American Trucking Associations



Steve Ponder, co-chair of TMAF **Executive Vice President** Great West Casualty Company



"In just three years, TMAF has made impressive strides in our goal to alter the image of the trucking industry, from educational campaigns to earned media and member engagement." - ELISABETH BARNA, ATA

WHAT WE DO



Every day, millions of trucks travel across the United States to help move America forward.

Whether you are a student, mother, homeowner, doctor, business executive or politician, you depend on trucks to deliver essential foods, medicines, office supplies, computers, cribs, and other products that help you live every day.

Most Americans don't realize how essential trucks are to their lives until there is severe weather or an adverse condition that prevents trucks from delivering.

But the fact is trucks are critical to our national and global economy, to our families, to our businesses, and so much more. When they stop moving, the country stops moving.

By telling our story — educating the public and working with policymakers at the state and federal level — we can ensure that the trucking industry remains the thriving industry it is today.

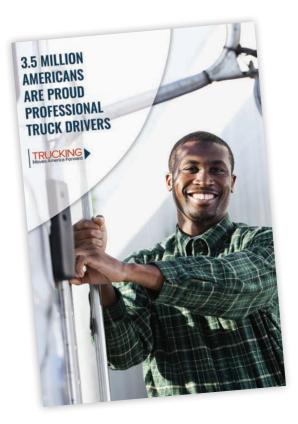


2017 MARKETING

MEMBER DATABASE

The TMAF database that was established in 2015 reached 3,517 subscribers by the end of 2017. The expanded list of industry members is implemented to regularly inform subscribers on TMAF's latest efforts to promote a positive image of the industry and to activate our membership on outreach and initiatives. Those who sign up through the website receive email notifications on industry news, marketing and educational campaigns, TMAF press releases and videos and other TMAF milestones, such as new donors and supporters.

3,517 SUBSCRIBERS



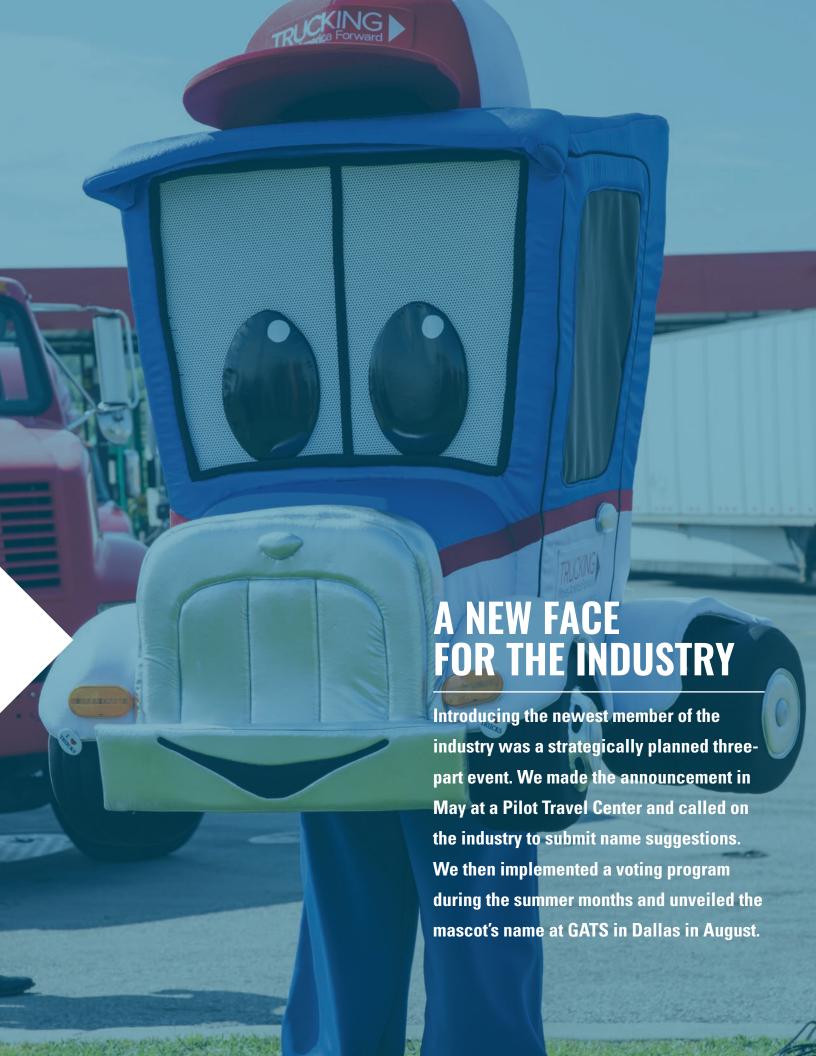
MEMBER RESOURCES

To better serve the TMAF subscriber list and the continuous need for industry resources, TMAF provides free marketing and education resources at the website: truckingmovesamerica.com. Specifically, we provide high-resolution posters of our campaign advertisements and marketing materials, shareable social media images, videos, talking points and template speeches and op-eds, recruiting and donor documents and much more.

We continuously update the sections of the website with new images and tools and we remind the industry about their availability and how to access them. The industry resources are free of cost, and TMAF continues its commitment to providing complimentary resources to help more and more members tell the positive trucking story.



"In the three years since this program was launched, significant progress has been made educating federal and state legislators and the motoring public in two key areas: trucking's importance to the economy and the industry's safety record." - ROAD KING MAGAZINE



2017 MARKETING



THE MASCOT REVEAL ANNOUNCEMENT

On May 18, to continue its quest in telling the story of trucking's essentiality to the American economy and to humanize the industry, TMAF announced the addition of a mascot. TMAF executive committee leaders, Kevin Burch, Wendy Hamilton and Elisabeth Barna, made the announcement at the Knoxville Pilot Travel Center, unveiling a truck mascot complete with headlights, a windshield, tires and the TMAF cap, explaining how the newest industry member would symbolize safety, tour the country and help educate on trucking.

Also, during the announcement, TMAF called on the industry to help with the missing piece: a name! So, TMAF launched a digital campaign, where voting was to officially commence, and submissions were gathered through email and Facebook over the next five weeks. Local television, trade publications and the Greater Knoxville Business Journal participated in the news conference. The business journal produced a front page feature story on the mascot news, including an online version, wphotographs and video.



Pilot Travel Center, Knoxville

"Over the past three years, we've attempted to be visible throughout the country, and this newest member of our team will do just that, in a new, exciting way." – TMAF CO-CHAIR KEVIN BURCH

Truckers Jamboree in Walcott, Iowa



The second phase of the mascot campaign was at the **Annual Walcott Truckers Jamboree** in Walcott, lowa, which attracted more than 44,000 people at America's largest truck stop. Safety Sammy mingled with attendees and distributed handheld fans during the hot summer festival. One of the fans displayed educational information on the trucking industry, and a second fan provided information specifically on TMAF and how to participate. The mascot also encouraged attendees to vote on a name for he or she and its handlers wore t-shirts that said Vote for the Mascot! After receiving nearly 600 creative name submissions, TMAF provided an online voting tool where attendees could choose from five finalists when the winning name was to be announced at the Great American Trucking Show.

GATS 2017, Dallas



The last and final phase of the mascot campaign came in August at GATS in Dallas, which hosted over 50,000 visitors. TMAF revealed the official name of the new industry mascot,

in conjunction with partner, Red Eye Radio on their stage on Saturday. Co-chair Kevin Burch officially announced the name of Safety Sammy, which was selected from a list of five finalists, alongside host Eric Harley. TMAF also had a booth at GATS where attendees signed up to meet Safety Sammy and receive mascot stickers and handheld educational fans.



MEET SAFETY SAMMY!

2017 MARKETING

TRADE SHOWS

Over the past three years, TMAF has been on the ground at industry trade shows and conferences, to reach everyone in the industry, including drivers, vendors, suppliers, carriers, associations and more. This year, TMAF traveled all over the country to many cities, and after it unveiled the new mascot mid-year, TMAF had a new friend to tell its story!

Specifically, TMAF was at the annual Mid-America Trucking Show (MATS), the Great American Trucking Show (GATS), the National Truck Driving Championships, the American Trucking Associations' Management Conference & Exhibition (MCE), the Truckload Carriers Association Annual Convention and the Annual Walcott Truckers Jamboree – reaching a potential combined audience of more than 171,900 people.

171,900 **TRADE SHOW ATTENDEES REACHED**



MCE 2017 in Orlando

WHERE WE WERE... A SAMPLING



At **MATS** in Louisville, Kentucky, the largest annual heavy-duty trucking industry event in the world, which attracted over 72,200 people, TMAF hosted a press conference to celebrate their three-year anniversary and provide an update on the movement's latest successes. The press conference was led by TMAF Executive Committee members, Elisabeth Barna, COO of American Trucking Associations and Wendy Hamilton, senior manager, sales marketing, at Pilot Flying J. TMAF also announced that more details regarding the official launch of a new industry mascot would be coming soon, and they teased images of the mascot's eyes, shoes and hands.



At the Truckload Carriers Association Annual Convention in Nashville, Tennessee, which brought in more than 1,100 visitors, TMAF provided an update during the Image committee meeting.



In May, ATA leaders got a sneak peek at Safety Sammy when leaders introduced the brand new mascot during the ATA Leadership Meeting in San Antonio.



TMAF leadership presented to dozens of state association annual meetings in 2017, particularly at the **Trucking Association Executives Council** in July where planning for NTDAW began.



At **GATS** this year, Safety Sammy was the big hit with over 50,000 visitors at the convention center in Dallas. In addition to the name reveal, TMAF also hosted a press conference to give industry press a member update.



At the industry's "Superbowl of Safety," the National Truck Driving Championship in Orlando, Florida, more than 2,000 gathered to cheer on the drivers as well as Safety Sammy and the safety duck when they raced each other in front of the crowd!



Safety Sammy made an appearance at the **McLeod Users Conference** in Atlanta in September.



At MCE in Orlando, Florida, the 2,500 CEOs and senior executives in attendance viewed the TMAF signage that was blanketed throughout the conference, while TMAF leaders also delivered remarks, emphasizing TMAF's messages, goals and successes. Safety Sammy joined in the activities.

184 TRAILER WRAPS ON THE ROAD

TRAILER WRAPS

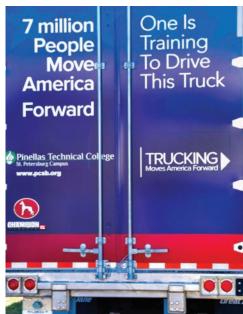
The TMAF-led trailer wrap program continued in 2017, with more support from trucking companies to purchase and display their company logo paired with images of professional truck drivers and industry facts. By the close of the year, there were 184 tractor-trailer wraps appearing on trucks throughout the country. This past year, we offered additional designs to depict different industries that rely on trucking including building and construction, fresh fruit and chilled groceries, and sporting goods.

These "moving billboards" are a great educational tool for the motoring public. They tell a real-time story of how truck drivers are just like you and me – fathers, mothers, sisters and brothers – diminishing the notion of big trucks taking up space on the road, and instead demonstrating the value that trucks deliver. We look forward to forging ahead with meeting our next set of goals and getting more trailer wraps on the road.



AS MORE AND MORE INDUSTRY MEMBERS JOIN US IN DISPLAYING THESE WRAPS, OUR REACH AND POTENTIAL TO TELL OUR STORY BROADENS.





1,000 **ORNAMENTS SOLD**

HOLIDAY ORNAMENTS

Since the holiday ornaments were popular in 2016, TMAF leveraged that concept and incorporated Safety Sammy into the 2017 version. Our holiday-themed ornament included an image of the mascot donning a red Santa hat and included an important message from Sammy describing who he is and his mission with Trucking Moves America Forward. To entice member participation, the cost was held to \$10, including shipping. Many companies were able to give them to staff during holidays parties or take them home to decorate their holiday tree.





Hi! My name is Safety Sammy, and I represent the trucking industry.

My life's mission? To be a positive symbol of the safe and important work that truck drivers and the entire industry do every day to move everything we eat, wear and use. Trucking moves America's most important freight, like medicine, military equipment, building materials and clothing and even the fun things we enjoy, like hot chocolate, your smartphone and those anticipated holiday gifts!

I have headlights, wheels, a license plate and a wide smile! I am TMAF's — and America's colors of red, white and blue. I will travel the country to tell drivers on the road and kids alike why you should get to know a truck driver. So thank you for putting me on display this holiday season. It's another way to show your love for trucking.

> Happy Holidays! Safety Sammy

2017 CAMPAIGNS



NATIONAL TRUCK DRIVER **APPRECIATION WEEK**

For National Truck Driver Appreciation Week, TMAF aimed its campaign at thanking professional truck drivers and promoting the overall goodwill of the industry. We officially honored America's professional truck drivers this year with an education and marketing campaign comprised of messages of gratitude for their service.

TMAF celebrated our nation's truck drivers by saluting them with the message of #ThankATrucker along with images of drivers and their families on billboards on interstates throughout the country. Billboard images appeared in Dallas, Texas, Dayton, Ohio, Minneapolis, Minn., Des Moines, Iowa, Nashville, Tenn., Jackson, Tenn., Billings, Mont., Reno, Nev., Phoenix, Ariz., Jackson, Miss., Columbia, S.C., Little Rock, Ark. and Albuquerque, N.M. from September 11-October 9, 2017.

This year's digital campaign aimed to educate the public online on the essential-to-life items as well as the everyday delights that a truck driver provides America's families: movie night, technology, family gatherings, sporting events, and much more. The online campaign was found on TMAF's Facebook, Twitter, Instagram, and LinkedIn channels.

Ads on TMAF's social media



















BILLBOARDS

MARKET	LOCATION DESCRIPTION	IMP 18+ - 4 WEEKS	FLIGHT DATES
Columbia, SC	N/S I-26 .1 MI E/O HWY 76(S-LOG)	1,147,040	09/04/17-10/01/17
Nevada (Reno)	I 80 E NS 1.55mi E/0 Exit 43 F/E	317,520	10/02/17 - 10/29/17
Dayton, OH	I-75 EL 3.75 MI. S/O I-675, F/N TOP	1,420,548	09/11/17 - 10/08/17
Albuquerque	I-25 E/L .23 Mi NMO218	521,668	09/11/17 - 10/08/17
Little Rock, AR	I-30 S/S 0.4 MI E/O S HAMILTON P2-WF	1,182,132	09/11/17 - 10/08/17
Des Moines, IA	I-235 WS 500ft S/O Broadway Ave F/S	1,062,712	09/11/17 - 10/08/17
Jackson, TN	I-40 1200' W/O Wildersville RD	487,408	09/11/17 - 10/08/17
Dallas, TX	I-20 E/0 Anglin S/S F/W	2,510,600	09/11/17 - 10/08/17
Phoenix, AZ	I-10 S/L 1000' W/O 43RD AVE (02-57W)	3,606,216	09/12/17 - 10/08/17
Jackson, MS	I-55N. N/O OLD PEARL RIVER BED E/S F/N	1,167,028	09/11/17 - 10/08/17
Billings, MT	I-90 S/L W/O Scales @MP 438	227,012	09/11/17 - 10/08/17
Nashville, TN	I-24 .2 M/S Shelby Street E/S F/S	2,450,980	09/11/17 - 10/08/17
Minneapolis, MN	I-494 S/O County Road 6 E/L F/N	1,252,000	09/11/17 - 10/08/17
OOH Total		17,352,864	



"We know that promoting the positive image of the trucking industry is so important, not just inside the industry but outside of the industry to tell everyone out there and really demonstrate every day all the positives of the industry." - ERIC HARLEY, RED EYE RADIO

RADIO

TMAF also thanked drivers over the radio airwaves on the Red Eye Radio Network on Westwood One, the Road Dog Channel - the Dave Nemo Show, Dr. Tim Ridley Show and News with Mark Willis - on SiriusXM radio and in various markets on iHeartRadio during the week of September 11, 2017. WTOP News in Washington, DC aired two spots during the very popular am and pm drive time during that week. One of the WTOP spots was in the voice of a professional driver asking drivers on the road to take a moment to appreciate a truck driver.

26.6M RADIO LISTENERS

RADIO	MARKET	LISTENERS			
Red Eye Radio	industry	17,640,000 listeners			
Road Dog Trucking Radio	industry	5,624,000 listeners			
WTOP News Radio	Washington, DC	1,108,000 listeners			
iHeartRadio	(9 markets)*	1,846,340 listeners			
*Baton Rouge, Birmingham, Dayton, Oklahoma City, Philadelphia, Sacramento, Salt Lake City, San Antonio, Tampa					











THE TODAY SHOW PLAZA **AND TIMES SQUARE**

As part of National Truck Driver Appreciation Week, Safety Sammy and members of America's Road Team visited the Big Apple to greet early morning Today Show fans and share the message of safety and appreciation for truck drivers to a broad consumer audience. The crew was even spotted on the Today Show Plaza alongside show host Hoda Kotb when she joined the team for a group photo. Safety Sammy had a playful moment with Times Square law enforcement.





2017 EDUCATIONAL VIDEO

THE DELIVERY

20,000 VIEWS

A significant piece of our marketing in 2017 was creating a new educational video to tell the essentiality of trucking. We produced a minute-long video that was shown at conferences and events across the country called "The Delivery." The spot incorporates the messages that trucking moves America forward because it's essential to everything we do – from medical products to military equipment to food to housing materials, to disaster relief efforts. That's why we're proud to answer the call by operating safely and making the delivery – on time, every time – no matter how long the road ahead.



"The Delivery" Video



2017 EARNED MEDIA

MAKING NATIONAL HEADLINES

Throughout 2017, TMAF continued to promote news about the industry and their work in print, online, television and radio outlets across the country. TMAF earned attention in industry trade journals, national network television and Washington, D.C.-based publications, and regional and local newspapers.

TMAF issued six press releases, which received more than 40,200 views, to promote key announcements and milestones, including TMAF's press conference at MATS and the launch of their new industry mascot Safety Sammy. In 2017, TMAF was successful in securing 54 earned media stories, including interviews on Fox News and Fox Business news, and 13 op-eds, including The Hill newspaper and Fox News online. TMAF executives were also on the airwaves regularly throughout the year, including on Sirius XM's Dave Nemo show and Westwood One Radio's Red Eye Radio.

At the end of the year, TMAF launched a holiday season op-ed series to highlight the importance of trucking. Additionally, TMAF called for submissions from the industry to share their charitable contributions and good works to emphasize all the good that the trucking industry provides during the holiday season. Several companies and organizations submitted their good works stories and photos, and TMAF incorporated them into a year-end press release.

STORIES PLACED

13 **OP-EDS PLACED**

40.2K **PRESS RELEASE**













83.9M TOTAL MEDIA IMPRESSIONS





"This season, while you're driving around town getting everything you'll need, I hope you'll remember the truck(s) that delivered your holidays. We love helping make your season happen!" - MAGGIE PETERSON, PROFESSIONAL TRUCK DRIVER



A SAMPLING OF OUR NATIONAL COVERAGE

San Antonio Express-News

































Des Moines Register

Carroll County Times

Idaho Statesman





2017 SOCIAL MEDIA

HUMANIZING AN INDUSTRY

In 2017, TMAF's social media presence was stronger than ever. In addition to the consistently strong community on TMAF's Facebook page, Instagram, in particular, skyrocketed in growth. The increase here was in conjunction with the popularity and growth of Instagram nationwide in 2017. Twitter and LinkedIn continued to grow as well, but at a much more steady pace. We continued to populate the channels with engaging content: news, industry facts, inspiring images, creative shareables and graphics to ensure a drumbeat of relevant and noteworthy content daily.

TMAF also continued to be an industry resource by providing monthly content calendars and accompanying creative graphics to social media managers across the industry. TMAF also officially launched the content on its Medium blog page. We enlisted authors to share their personal stories of driving during special holidays or taking part in charitable acts and industry events, or how one became successful in the industry. The Medium page is tied into the TMAF twitter handle allowing us to have an initial following of just under 100 people. We'll continue to utilize the blog, which is housed on the TMAF home page as another important voice to humanize the industry.















13,506 likes

Over 1.2 million impressions and 18.265 engagements on 343 posts

Average per post: 3,706 impressions and 53 engagements

Paid posts like June's "The Delivery" video and September's #ThankATrucker campaign drove engagement for the year

Over 962,000 impressions and 16,854 engagements on 338 posts

Average per tweet: 2,846 impressions and 50 engagements

Paid promotion generated 489,229 impressions and 10,239 engagements

Paid campaigns like August's mascot voting and September's NTDAW drove engagement for the Over 1,440 engagements on 69 posts

Average per post: 17 engagements

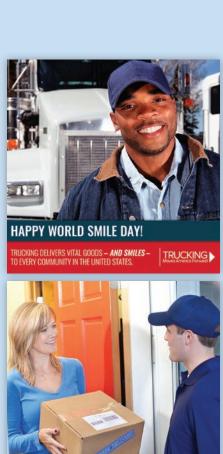
November's Veterans Day and May's mascot announcement drove engagements for the year Over 37,820 impressions and 491 engagements on 88 posts

Average per post: 430 impressions and 6 engagements

Impressions increased 136% and engagements increased 84% over the previous year

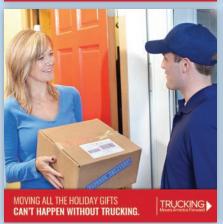
December's holiday campaign drove impressions and engagements for the year 8,938 Views

"The Delivery" was the highlight of the year





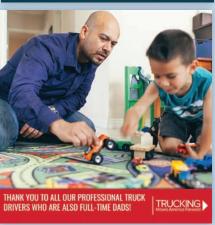






TruckingMovesAmerica.com

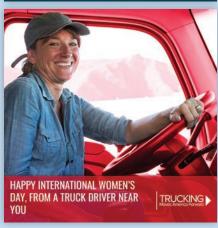
TRUCKING

















ADVOCACY

Advocacy was at its strongest when professional truck drivers met with the President of the United States at the White House. The TMAF branding was displayed on the truck that was parked at the White House lawn. On the state level, industry jobs was the message behind a separate campaign in local markets on highway billboards, particularly in Connecticut.





2017 FINANCIALS

TMAF is once again grateful for all the support in 2017 through donations and contributions, large and small, as well as purchases from the TMAF store and single donations from the TMAF pledge cards. In-kind support was provided in the form of advertising, printing, shipping, raffle items and more. We thank you!

STATEMENT AND ACTIVITIES

SUPPORT & REVENUE

Contributions	\$ 604,142.44
Other Revenue	\$ 8,675.34
In-kind Donations	\$ 500,000.00
Total Revenue & Support	\$ 1,112,817.70
EXPENSES	
PR & Advertising Programs	\$ 180,283.22
TMAF Merchandise	\$ 18,205.74
Events	\$ 4,535.80
Total Expenses	\$ 203,024.76
PROJECT NET	\$ 909,793.00

TMAF EXECUTIVE COMMITTEE

Steve Ponder

Executive Vice President Great West Casualty Company

Kevin W. Burch

President, Jet Express, Inc. Immediate Past Chairman, American Trucking Associations

Elisabeth Barna

Chief Operating Officer & EVP, **Industry Affairs** American Trucking Associations

David Carter

Vice President, Marketing and Communications Old Dominion Freight Line

Wendy Hamilton

Senior Manager, Sales Marketing Pilot Flying J

Steve Bryan

President Vigillo, a SambaSafety company

2017 MAJOR DONORS

























2017 FINANCIAL DONORS

Allied Committee for the Trucking Industry (ACT I)

American Truck Dealers

American Trucking Associations

Arkansas Trucking Association

Colorado Motor Carriers Association

Covenant Transport

Great West Casualty Company

Jet Express, Inc.

National Tank Truck Carriers, Inc.

Old Dominion Freight Line, Inc.

Pilot Flying J

Specialized Carriers and Rigging Association

Tennessee Trucking Association

Texas Trucking Association

Three Points Insurance Group

Toledo Trucking Association

Trainer Corporation

Truckload Carriers Association, Inc.

2017 COMPANIES WHO HAVE TMAF FULL TRAILER WRAPS TRAVELING OUR HIGHWAVE

ON THE ROAD



Admiral Transport Corporation American Trucking Associations

Baylor Trucking, Inc.

Britton Transport

Brown Integrated Logistics

C. B. Wilson Transport and Truck Repair LLC

Carbon Express, Inc.

Cargo Transportation, Inc.

Colorado Motor Carriers Association

Covenant Transport

Dayton Freight

Empire Truck Lines, Inc.

The Erb Group of Companies

Excargo Services, Inc.

Fox Valley Technical College

Garner Trucking, Inc.

Georgia Motor Truck Association

Goggin Warehousing LLC

Gully Transportation

Horizon Freight Lines, Inc.

Illinois Trucking Association

Indiana Motor Truck Association

Iowa Motor Truck Association

John D. Rockefeller IV Career Center

Jet Express, Inc.

Jung Truck Service Inc.

Kansas Motor Carriers Association

Keller Logistics Group

Kenan Advantage Group, Inc.

Kentucky Trucking Association

K-Limited Carrier, Ltd.

LA Delta Community College

Load One, LLC

Louisiana Delta Community College

Milwaukee Area Technical College

MTC Truck Driver Training

National Carriers, Inc.

New Mexico Trucking Association

North Dakota Motor Carriers Association

Pineallas Technical College

Pohl Transportation, Inc.

Pottle's Transportation LLC

Premier CDL Training Services, LLC

Regency Transportation, Inc.

R. F. Chamberland Inc.

Steelman Transportation

Terminal Transport, Inc.

Texas Trucking Association

TCW, Inc.

Titan Transfer, Inc.

Transland, LLC

Triple G Express, Inc.

U.S. Legal Services, Inc.

USF Holland, Inc.

Veriha Trucking, Inc.

Waukesha County Technical College

Werner Enterprises, Inc.





www.TruckingMovesAmerica.com