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Volume 11, Issue 4

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2014 EXPO
DIRECTORY
SEE WHO'S
THERE! Page 26

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About
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About

XPOExpress

Page 6

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Our editorial policy encompasses informing drivers, fleet managers and carriers of the news and information about the expedited trucking community.

News and feature articles are compiled to keep owner operators and drivers apprised of industry trends and events, and other issues which impact those who move this industry.

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XPO Express

COVER STORY



Lawrence McCord, Publisher, ExpediteNow

ExpediteNow Q&A

XPO Express

formerly Express-1

Cathy Mattan, Director of Recruiting, XPO Express



I had the opportunity to visit with Cathy Mattan with XPO Express (formerly Express-1) to discuss their history, recent transitions and rebranding.

Q. Tell us about yourself? How long have you been with Express-1?

A. I recently joined Express-1 in November 2013, I have 18+ years' experience in the recruiting industry.

Q. Give us a little history about Express-1?

A. Founded in 1989, Express-1 has grown from a privately owned owner/operator business to a publicly traded international expedited freight shipping provider. Servicing the U.S., Canada and Mexico, Express-1 offers Ground Expedited, Air Charter Expedited, BEST International

Expedited and Select Services, providing high-value and time-critical shipments.

Q. With that long history in this industry, what are some of the biggest changes (or challenges) you've seen in recent years?

A. Fleet Owner Growth has increased significantly. What was formally a one to one relationship has morphed into a one to many model where a fleet owner is bring a significant amount of the capacity to market. More stringent regulatory environment has reduced the number of drivers in the the market creating capacity issues within an already constricted transportation industry.

Q. Express-1 Expedited is now part of the larger XPO Company; can you tell us more about this larger company?

CONTINUED ON PAGE 8

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A. XPO is a performance-driven supply chain partner to more than 14,000 diverse companies in the U.S., Canada and Mexico.

Q. With your diverse fleet - what kind of drivers and equipment is Express-1 wanting to partner with?

A. We are an expedite carrier, we like team drivers. We need to add trucks we have more freight than we can haul right now.

Q. Driver retention is very difficult in 2014. What kind of efforts is Express-1 to improve driver retention?

A. If you treat people with respect they will stay with you.

Q. Why do owner operators and drivers want to be part of Express-1?

A. We value each driver and OO. We know drivers / OO have a very difficult job and we recognize that. We show our drivers/ OO they are a very valuable asset to our company.

Q. We are into the 3rd Quarter of 2014, what kind of freight volumes do you expect for the remainder of the year.

A. July will be a slower month historically. People in all industries take more vacations in July than any other

month, not to mention the manufacturing industry generally uses the month of July to re-tool and qualify machines. In August and September we will see these facilities coming back into production mode and expedites will increase significantly.

Q. Can you recall any recent situations where a Express-1 driver "saved the day" for your customer?

A. Our drivers "Save the day" for our customers EVERY DAY! We are an ambulatory industry and our customers rely, daily, on our great professional drivers. It is a tough job and we have the BEST drivers in the industry.

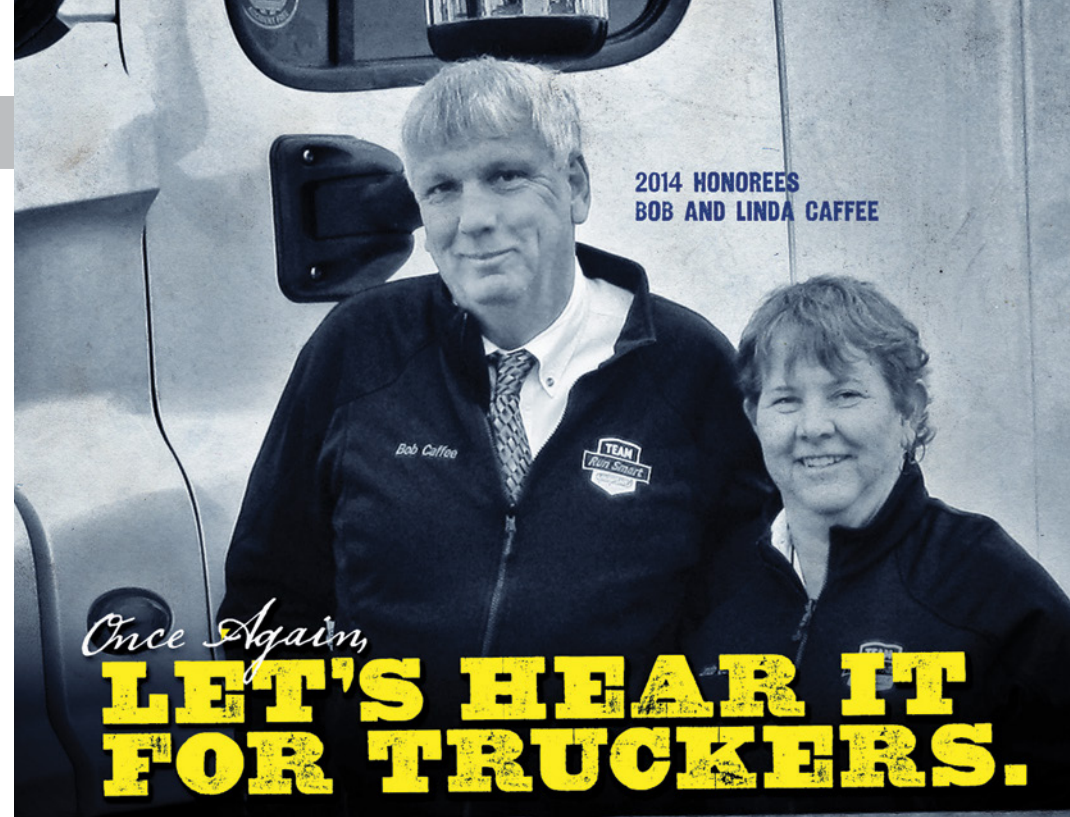
Q. What's on the horizon for Express-1?

A. A significant item on the horizon, is our Name change, we are proud to be part of XPO Logistics and want to reflect this in our name. Capacity increase requirements driven by our relationship with our other XPO sister companies.

Q. Anything else you'd like our readers to know?

A. We value each and every driver/ OO in our fleet. You are not a truck number with XPOexpress you are a person and we treat everyone as such. **EN**

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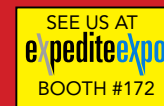
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by Shelly Benisch, C.I.C.

How can VOI help YOU?

In last month's Expedite Now and in my Risky Business Blog on ExpeditorsOnline.com, I wrote about "What is VOI?" TEANA's new "Verification of Insurance" Certification is for Motor Carriers. So how can it help Owner Operators?

Load Providers are unanimous in their request for a uniform template of insurance that everyone can follow in order to prevent their exposure to risk. Recent unpaid claims in our Expediting community due to improper insurance has resulted in gun shy Brokers and Shippers.

These Load Providers are in the process of establishing Gold and Platinum tiers of preference for responsible Motor Carriers so that they can promise their customers the security of Premium Freight.

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Go to www.TEANA.org for "Who's VOI" to learn more, and join me at 2:00 on Saturday, July 26th for a VOI workshop at Expedite Expo in Wilmington, Ohio. **EN**

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Expediter: A Ride Worth Making

July 25th and 26th

By Sandy Long, Contributing Writer

The term "busman's holiday" is used to describe a person who is a bus driver taking a bus trip for a vacation; taking a vacation in one's chosen field. Expeditors and those interested in expediting will be able to do just that in July by going to beautiful central Ohio to attend the Expedite Expo July 25th and 26th at the Roberts Convention Centre in Wilmington Ohio. Of course those who have always loved being around trucks or want to learn about trucks are also welcome to attend.

Money tight for you? Admission is free, as well as parking. Discount hotel/motel packages for Expedite Expo attendees are available at the following establishments. Remember to ask for the special Expedite Expo rate package.

Wilmington, Ohio:
Hampton Inn - 937-382-4400 (EXIT 50)



Jeffersonville, Ohio I-71 Exit 65:

Baymont Inn - 740-948-2104
Hampton Inn - 740-948-9499
Quality Inn - 740-426-6400
\$59.99 (EXIT 69)

Kings Island Area/Mason OH:(EXIT 25)

Baymont Inn & Suites - 513-754-1166
\$99
Microtel Inn & Suites - 513-754-1500
Hampton Inn - 513-459-8900

The All American Antique Truck Show will be a focal point again this year with antique trucks from all over the country on show. Your grandfather used to drive a Diamond Reo; you can just bet you can find one at the show. There is also a Drivers' Choice Award where the best of the expedite trucking industry is recognized and you are the judge. You vote for your favorite dealer's truck. Your ballot then acts as your chance to win a \$1,000 cash prize on Saturday, July 26th at 4pm. You must be present to win!

Espar will be giving away an Espar D2 with new Digi-Max controller give-away, a \$2000 value, open to forum members only, must be present to win! In addition, a \$1000 cash give away occurs on Saturday at 3:00pm, you must be a forum member to be eligible to win.

Workshops on everything from the business of expedite trucking to women's issues will be found throughout the Expedite Expo. Hear Anne Ferro,

CONTINUED ON PAGE 28



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EXPEDITE EXPO 2014

CONTINUED FROM PAGE 26

Administrator of the Federal Motor Carriers Safety Agency speak on the new regulations. Ellen Voie, President of the Women In Trucking Association, will conduct a roundtable discussion on being successful as a woman truck driver. Learning about marketing aspects, driver retention and how truckers stay healthy are the focus in other workshops.

Of course, the Expedite Expo will be filled with exhibitors showing all the latest technology and gadgets a trucker might want. Fill that wish list with everything from a new headset for your phone to a new job!

It is not all work at the Expedite Expo. During the days, there will be live music and you can meet Dave Nemo, a legend in trucking radio. Like to gamble a little, Casino Night on Friday night is for you then. Afterwards you can enjoy socializing

with all of the attendees at Party on the Patio. Saturday night, after the Expedite Expo at 5 pm, there is a cook out, we are teaming up with Truckers United for Charities this year to help some great charities.

In your afterhours time there are many things to see and do in the surrounding area.

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CONTINUED ON PAGE 30

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Clinton County Barn Quilt Trail

Wilmington Area

Clinton County embraces its agricultural history with spectacular hand-painted quilt squares on area barns.

Take a self-guided, cross-county car tour and experience the beautiful countryside while visiting 54 barns adorned with unique quilt patterns. The Barn Quilt Trail Brochure gives you the history of each barn and quilt pattern. The brochure is available at the Clinton County Visitors Bureau, 13 N. South St., Wilmington, Ohio 45177. 1-877-4-A-VISIT.

Combining education and fun, the Expedite Expo for 2014 is stacking up to be more information and entertainment packed than ever before. Come join us there for this event this year, remember for this busman's holiday, there is no entrance fee, no parking fees and discount rates on accommodations, you just cannot beat that for a vacation get away weekend!

vote for their favorite truck. This ballot is also your chance to a \$1000 cash prizes presented Saturday, at 4:00 pm each day.

The Drivers' Choice Award will be presented to the winning truck at 4:00 pm Saturday, July 26, at the close of Expo.

Drivers' Cookout

At 5:00 pm, following the close of expo on Saturday, the annual Drivers' BBQ Cookout, hosted by ExpeditorsOnline.com and open to all drivers, serves hot-off-the-grill burgers, dogs and brats. Kick back, relax, eat and recap the expo. Please bring a side dish to share and any water bottles you might have leftover. **EN**

Registration is Free! Truck, RV and car parking is free! Avoid the lines: pre-register at ExpediteExpo.com



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Recruiting.

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AND WORKSHOPS!**

FRIDAY FEATURED EVENTS!

- 8:00am PJ Fun Walk - Outside North Entrance
- 9:00am Expedite Expo Trucking Show & All American Antique Truck Show
- 10:00am **WORKSHOP:** Expedited Trucking: Opportunities for Individuals, Teams & Small Businesses
- 11:00am Q&A With Anne Ferro, FMCSA
- 1:00pm **WORKSHOP:** Market Trends & Forecasts for the Expedite Transportation Industry
- 2:00pm **WORKSHOP:** Managing Your Expedite Business
- 2:00pm **WORKSHOP:** Growing Your Business through Networking (open to trucking companies only)
- 2:00pm Columbus Zoo/Jungle Jack Hanna's Animals
- 3:00pm **WORKSHOP:** Making Truck Driver Retention a Priority
- 7pm-10pm CIS Casino Night sponsored by CIS - Open to all attendees
- 10pm-12am Party on the Patio sponsored by SmartTruck

SATURDAY FEATURED EVENTS!

- 8:00am PJ Fun Walk - Outside North Entrance
- 9:00am Expedite Expo Trucking Show & All American Antique Truck Show
- 9:00am **WORKSHOP:** Ask the Experts Forum
- 10:00am **WORKSHOP:** Legislative & Legal Issues
- 11:00am **WORKSHOP:** What You Need to Know Before You Buy a Truck
- 11:00am Musical Performance by Phonic Uproar - A Cappella group, Booth C-3
- 12:00pm **WORKSHOP:** Women in Trucking
- 1:00pm **WORKSHOP:** Keys to Being a Successful Owner Operator
- 2:00pm **WORKSHOP:** What is VOI?
- 2:00pm Columbus Zoo/Jungle Jack Hanna's Animals
- 2:30pm **WORKSHOP:** How to Be a Healthy Trucker
- 3:00pm Espar D2 with new Digi-Max controller give-away \$2000 value, open to EO forum members only, must be present to win! Booth 160
- 3:30pm All American Antique winners announced Booth 235
- 4:00pm \$1000 Cash Giveaway Booth 235
- 4:00pm Drivers' Choice Award Booth 235
- 5:00pm Drivers sponsored BBQ - Expeditors Online Hospitality Tent - West parking lot, open to all. Truckers United for Charities is cooking for us, all proceeds to go to charities

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Experienced linehaul/Team Driver, Class A CDL with Doubles Endorsement. 4000-5000 miles weekly. FedEx Ground. Home weekly.
Amber (901) 485-6884

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Aledahl@mac.com

Team needed for Landstar Express America. 2015 M2 112, 96" bolt sleeper, lift gate CDL B w/Hazmat. DOD clearance & tanker a plus.
Joe (760) 835-3727

Wanted co-driver for my team straight truck signed on with Try Hours. Effingham, Illinois/St. Louis area.
(618) 599-3354

Co-Driver needed asap for truck leased to Diamond Delivery Service. Truck based in Pittsburgh, but driver can be from anywhere.
James (412) 310-4852

Experienced OTR Team drivers for Freightliner FL80, 72" sleeper with fridge, micro, inverter. Leased onto V3 and ready to run.
Steve (952) 452-4510

TEAMS wanted, NO out of pocket expenses! Clean MVR, knowledge of log book and Class A or B CDL. Hotel pay for 34 hour restart.
Scott (815) 867-0552

Co-Driver wanted for OTR. Volvo with 144" Sleeper. 2 years Experience Required Class A. Clean Driving Record is a must.
Daniel (765) 413-2682

Team Driver near Philly Class B endorsement with air brakes to run expedited freight over 48 states. Trucks are well-equipped.
Tricia (330) 723-5100

Nighttime co-driver near Cleveland that has Hazmat and tankers endorsements...D-unit leased on with fedex custom critical.
Toni (864) 490-7882

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Luke (920) 287-2472

Class B OTR driver needed, 150 miles from Charlotte NC. Truck with Automatic transmission leased to Express-1.
Robert (704) 231-1334

Cargo Van Driver with CDL-C for FedEx CC. Prefer drivers from OH, IN, KY, TN. Pay is 60% plus 100% FSC.
Monte (740) 262-5169

Cargo Van Driver needed. 60% plus 100% hand load, border crossing, layover and FSC. Must qualify with Panther. Direct Deposit.
Luis (919) 464-1706

Class A or B driver for newer Straight truck. 3 years experience, out 2-3 weeks. No DUI or Felonies in last 10 years.
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Class A OTR Tractor driver needed from Midwest, Southeast, and Texas. 2 years verifiable in 53' van.
Gene (276) 926-4545

CDL A OTR Driver. 2 years flatbed, stepdeck, or RGN trailer experience. Incentives for tarping or oversized loads.
James (360) 883-5511

Class A CDL Tractor driver pulling 53' dry van., 80% drop and hook. 3 years experience. 2 weeks out average.
Gene (817) 494-6640

Looking for Sprinter driver based near St. Louis MO. Bonus if already qualified with AllState Express. CDL a plus.
Aaron (314) 608-0399

Experienced driver or team wanted for Kenworth T300, 10 speed, double bunk, leased to Panther
Larry (814) 449-0849

Straight truck driver needed. Class A or B CDL required, knowledge of logbook. We pay hotel for 34-hour restarts.
Scott (815) 867-0552

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2015 Freightliner Cascadia 113 - brand new! 410HP DD13, UltraShift Plus, Factory Dinette Option, fridge, microwave, inverter.
Call Tony at 800-589-3932

2009 Freightliner Cascadia. 455HP Detroit power, 10 speed Eaton Fuller, 72" Raised roof double bunk sleeper with big cabinets. Thermo King APU. Aluminum wheels
Call Heath at 800-899-8696

2008 Freightliner Cascadia - 490HP 14.0L 60 series Detroit Diesel, 10 speed ultrashift, 70" double bunk, fridge, aluminum wheels.
Call John at 989-883-3382

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New! 2013 Ford Transit Connect XLT - 2.0L gas engine, 4 speed automatic transmission. Closeout pricing!
Call Mike at 866-574-5419

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Call Dan at 888-858-8292

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Call Brandon at 888-881-1872

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STRAIGHT TRUCKS



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SPRINTER VANS

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|---|--------------|----------------|
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| <input type="checkbox"/> Bolt Express | 888-281-6865 | ST TT TS CV SV |
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| <input type="checkbox"/> Jung Express | 888-575-6251 | ST TT TS CV SV |
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