



Trucking Jobs!

Great trucking companies
who want to hire you!

Directory on page 47



Industry News

News and information
that's relevant to your life
on the road!

EXPEDITE NOW MAGAZINE

Volume 14
Issue 1

How Expeditors Can Put **Profit First**

to Secure Their Financial Future

READ PAGE 14

Load One Transportation & Logistics **1**

Dawn of a New Age in
American Trucking

READ PAGE 6



THE DECISIONS INVOLVED
WITH BUILDING A

Custom Expedite Truck

READ PAGE 30

If you want more profit in your pocket, define success on your own terms as a Landstar independent owner-operator.



THE ROAD TO SUCCESS

- More home time: the independence to run when you want, where you want.
- Earn a share of the revenue for every load hauled. As freight rates go up, your settlement check does too.

- 100% of all billed fuel surcharges paid straight to you.
- Big fuel discounts at the point-of-sale, no waiting for rebate checks. Big fleet National Account tire prices. Cash rebates on new tractors, factory-direct trailer pricing.

VAN • REEFER • FLATBED • STEPDECK • EXPEDITED
• HEAVY/SPECIALIZED • HOT SHOT



LANDSTAR
www.lease2landstar.com
1-800-622-0658

 www.facebook.com/LandstarOwnerOperators

FedEx[®]
Custom Critical

\$5,000
Team Sign-On
Incentive

Pull Our Trailers and Join the White Glove Services[®] Fleet

FedEx Custom Critical is seeking tractor teams to pull company-owned refrigerated trailers. Contractors pulling these trailers can immediately move into the prestigious White Glove Services fleet.

We are seeking teams with high quality standards and a drive to succeed. We also offer the following:

- Percentage pay compensation plan
- Weekly on-time settlements
- Base plate program



Call 1.800.398.0466

You can also learn more online by visiting customcritical.fedex.com/us/temptrailer

*This rate includes fuel surcharge and is based on the following assumptions: average 2.8 loads a week, 74% availability and 50% load acceptance and fuel surcharge. These numbers are based on the actual data for the 2012 calendar year. Your individual results could vary and will depend on how you run your business. Information herein is current as of print date but subject to change.

EXPEDITE NOW MAGAZINE

Feature



Load One Q&A

Transportation & Logistics

6 We speak to Brian Welsh about present and future developments in the ever-changing world of Expedite Trucking

20 **The Insurance Zone**
Rules of the Road: A Practical Guide to Legal Issues in Truck Transportation

30 **Industry**
The Decisions Involved With Building A Custom Expedite Truck

46 **Classifieds**
Jobs, Drivers, Trucks, and More!

47 **Trucking Jobs!**
Find YOUR Next Trucking Job with One of These Great Companies!

miss an issue?

Visit us at expeditenow.com for both past & current articles. Also, sign up for your **FREE SUBSCRIPTION!**

OnTimeMedia LLC

On Time Media, LLC • PO Box 782
Florence, KY 41022
Phone: 859 746-2046 • Fax: 859 746-2084
Toll Free: 888 862-9831

Business



14 **How Expeditors Can Put 'Profit First' to Secure Their Financial Future**

business staff

Lawrence McCord Publisher
Monte Stetler.....VP of Business Development
Jeff Blakemore.....Creative Director
Joshua McCord.....Interactive Developer
Michael Sams.....Interactive Developer
Debbie McCord.....Accounting
Carol Hill.....Subscription Manager

editorial staff

Jeff JensenEditor Posthumous
Sandy Long..... Staff Writer
Sean Lyden..... Staff Writer
Scott Loftis.....Contributing Writer

national account executive

Isaac Speicher 859-795-5741

Expedite Now is written for professional owner operators and drivers working in the expedited trucking industry.

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.



LEAVE THE COLD WHERE IT BELONGS!



Temperatures will be plunging soon! Now is the time to enjoy Summer Savings. Get prepared with an Espar Heater System!

- Huge Fuel Savings
- Engine Off Comfort
- 2 Year Warranty
- Shipped to Your Door
- Expert Installation by Espar of Michigan

We service and repair all Espar Heaters as well as the Rig Master APU!
ASK ABOUT VOLUME DISCOUNTS!

Over 26,000 Orders Fulfilled!

esparparts.com

Call today for an installation appointment **888.920.7743**

Visit our website and sign up to receive *The HEAT* newsletter for great tips on fuel savings!



EXPEDITE NOW Q&A
MAGAZINE

For many years, Load One Transportation & Logistics has been an industry leader in the use of technology and advancement in American Trucking. As they continue to spur industrial improvements, we speak to Brian Welsh about present and future developments in the ever-changing world of Expedite Trucking

Load One
Transportation & Logistics

HOW LONG HAVE YOU BEEN IN THE INDUSTRY?

I've been in the transportation industry for over 30 years, actually started as a driver. I have been in this crazy business we call expediting for about ten years, first in operations, fleet management, and now as the lone recruiter for the past 7 years with Load One. I'm guessing I'll be here until I retire, as it's a great company to work for.

GIVE US A LITTLE HISTORY ABOUT LOAD ONE.

Load One was founded in 2003. We started off as an asset-based regional truckload carrier and freight broker and grew from there. We moved into expediting in 2006 and that has grown to be the largest part of the company's operations. Over the years a number of carriers have become part of Load One, including PDQ Expediting, Great Lakes Transportation and Nations Express. So we continue to grow. We have always been a company that has leveraged technology and we have attracted some of the best operations and sales people in the industry.

WHAT ARE SOME OF THE BIGGEST CHANGES YOU'VE SEEN IN RECENT YEARS?

The industry has changed quite a bit. So many of the larger carriers in the industry have been bought by larger transportation companies or private equity. We are

one of the very few large privately owned expedite carriers. But we feel this is an advantage. We don't have to deal with the level of corporate bureaucracy and can react quicker. It also lets our management take a smarter and longer look as they are not always driven by one quarter's financial results.

AS ONE OF THE MOST REGULATED INDUSTRIES IN THE COUNTRY, WHAT ARE SOME OF THE BIGGEST CHALLENGES YOU SEE ON THE HORIZON?

Without a doubt this year it will be electronic logs. The majority of carriers are not on them. They are going to be scrambling to get them, install them, train their drivers and their staff. We have been full ELD for almost two years now and feel that will better position our fleet in 2017 as many shippers are already looking for their carriers to be compliant.

LOAD ONE IS MORE THAN JUST AN EXPEDITE CARRIER; CAN YOU TELL US MORE ABOUT THE OTHER SERVICE DIVISIONS?

Expedite is our largest division by far. We also operate a truckload group that does expedite in the Midwest region. Also we have our specialized division. These tractors haul our fleet of air ride curtainside flatbeds, single drops and double drops.

We are also a very

CONTINUED ON PAGE 8
ExpediteNow.com

WITH THE BEST RATES IN THE INDUSTRY, YOU'LL FEEL LIKE
YOU OWN THE ROAD

Rates For Team Tractor Trailer Contractors Start At
\$1.52-\$1.57
PER LOADED MILE PLUS FUEL



Increased Revenue & Opportunities within Panther's Life Science & Government Fleets

UP TO **\$5,000**

TRACTOR SIGN-ON BONUS

UP TO **\$3,000**

STRAIGHT TRUCK SIGN-ON BONUS

\$0 DOWN TRACTOR LEASE PURCHASE
STRAIGHT TRUCK FINANCING OPTIONS AVAILABLE



DO AMAZING THINGS WITH PANTHER

Call today **866.344.5898**
Visit **panther4me.com**



Panther Premium Logistics® is a wholly owned subsidiary of ArcBest Corporation. ©2016 ArcBest Corporation. All rights reserved. All service marks featured are the property of ArcBest Corporation and its subsidiaries. *All statements and requirements are for advertising and marketing purposes only. Average rates per mile include Team, Hazardous Material, FSC rates, and other accessories. Lease purchase vehicles are not eligible for sign-on bonuses. Leasing & financial options are through a third party finance company and not legally affiliated with Panther.

large broker in the expedite world and broker out almost 20,000 expedite shipments per year when we don't have capacity in our own fleet. This means more opportunities for our fleet compared to a lot of other carriers.

WITH YOUR DIVERSE FLEET, WHAT KIND OF DRIVERS AND EQUIPMENT IS LOAD ONE WANTING TO PARTNER WITH?

Right now we are looking for straight truck owner operators, both singles and teams. We can also help place drivers with our many different owner operators and fleet owners. Regional tractor owner operators are always welcome as well as those with experience pulling flatbeds. We also have company tractors but those drivers need to be based in the metro Detroit area.

WHAT KIND OF EFFORTS ARE LOAD ONE PUTTING FORTH TO IMPROVE DRIVER RETENTION?

Retention is everything to our owners and our management. Our driver rewards program has been nationally recognized and we continually work to enhance it. We also offer a ton of benefits to make our drivers' lives better, from a beautiful drivers lounge, to a truck wash bay, to in-cab technology second-to-none.

WHY DO OWNER OPERATORS AND DRIVERS WANT TO BE PART OF LOAD ONE?

We are the big carrier that is still a family. We have one of the best pay packages in the industry and offer a ton of benefits. Things like in cab internet access, drivewyze scale bypass, very low fees, weekly settlements, in-cab scanning, and in-cab navigation. Honestly I don't think any other expedite carrier offers all we do. This is part of why we have been named a "Best Fleet to Drive For" for multiple years.

WE ARE ENTERING INTO 2017. WHAT KIND OF FREIGHT VOLUMES DO YOU EXPECT FOR THE NEW YEAR?

We have added some additional talent

to our sales team in the last quarter and we expect some great things in 2017. Our analysis sees a good year and much improved over 2016 for a number of reasons. The industry should see a good year; we are predicting a great one.

WHAT INDUSTRY ORGANIZATIONS IS LOAD ONE AFFILIATED WITH?

TEANA, The Expedite Association of North America Our CEO John Elliott was the former president and our VP of Operations Mike Johnson is an active member of the board. Mr. Elliott is currently an executive officer of the TCA or Truckload Carriers Association. We are also members of AEMCA (Air Expedite Motor Carriers Association), the Michigan Trucking Association, and the Transportation Club of Detroit.

WHAT'S ON THE HORIZON FOR LOAD ONE?

We are anticipating 2017 as a really good growth year for the company. Our ownership always seems to be working on newer, bigger and better things, so I am sure more will come!

MICHIGAN OR THE OHIO STATE?

The Ohio State Buckeyes!! Prediction: by the time your readers see this, they will be 2017 National Champs!

ANYTHING ELSE YOU'D LIKE OUR READER TO KNOW?

If you are looking for the balance between the family feel of a smaller carrier and the resources, technology and freight of a big carrier....we might be what you are looking for. Ask one of our drivers - they are our best recruiters. **EN**

**VISIT LOAD1.COM OR CALL:
888.824.4954**

ExpediteNow.com

The E-zine for Expedite Truck Owner Operators!

HATS OFF!
TO THE BEST PM ON THE INTERSTATE.

FREE

Limited Edition
Mobil Delvac Digital
Camo Hat With Purchase
of Any Mobil Delvac™
Engine Oil Change
Exclusively at TA Truck
Service Facilities.*

NOVEMBER 1 THROUGH
DECEMBER 31



*Offer valid November 1 through December 31, 2016. One (1) Free Limited Edition Mobil Delvac Digital Camo Hat with the purchase of Mobil Delvac™, Mobil Delvac™ Elite, Mobil Delvac™ 1, or Mobil Delvac™ CNG/LNG engine oil change at participating TA Truck Service locations while supplies last. Mobil, Mobil Delvac and Mobil Delvac 1 are trademarks or registered trademarks of Exxon Mobil Corporation or one of its subsidiaries.

SPRINTER

of Fort Mitchell



Ft. Mitchell, KY



Our **LARGE SPRINTER** Service Bays Accommodate **ALL Sprinters!**



HOME AWAY FROM HOME!



Call "Sprinter Dan" Today for an **EXPEDITED** Quote on a **NEW SPRINTER!**

888.661.5758

dtilley@mbfm.com

Dan Tilley, The Expediter's Expediter



2100 Dixie Hwy
Fort Mitchell, KY 41011

mbfmSPRINTER.com

5 minutes from Downtown Cincinnati!



Need New Tires? ^{ONLY} \$676
GENERAL GRABBER
HTS60LT245/75/16 - Set of Four
Plus Tax, **INSTALLED!**

FREE Alignment Check!
\$99 Alignment!*
*Any SPRINTER; Parts Additional if Required

\$189 Sprinter
Basic "A" Service **A \$450.00 Value!**

TICKETS?



28 YEARS
Fighting for the Trucker!

TRANSLATORS

Russian - Alena
Español- Diana
Korean- Jessica

- ALL Legal Problems
- Nationwide and Canada
- **DISCOUNTED** Winning Attorneys*
- 9 out of 10 WINS!
- CSA / DAC Help



©On Time Media, LLC

You Deserve the BEST! [4285]
800.525.HAUL Available 24/7!
americantruckerslegalassoc.com

* Past performance of attorneys who represent ATLA members does not guarantee future performance. ATLA does not practice law

Turning Truck Sales on its Head

Expediter Truck Sales turns the truck buying experience on its head with the best inventory and value in the industry... regardless of the road ahead.

Never Stand Alone® with our value added inventory, proven services and programs. Call our team **877-349-9303, ext. 120**

Expediter Truck Sales is supported by



www.expeditertrucksales.com



Scan to learn more

PTO
Path to Ownership



How Expediters Can Put 'Profit First' **TO SECURE THEIR FINANCIAL FUTURE**

By Sean M. Lyden, Staff Writer

EXPEDITE NOW
MAGAZINE

BUSINESS

You're working long hours, running a lot of miles, and generating a lot of revenue. But it never fails. No matter how much money you take in, you feel tight financially. You're behind on paying your taxes. You're incurring more debt. And you still can't seem to afford health insurance.

if this sounds like you, there's a book by Mike Michalowicz that can help you attack this challenge head-on to gain greater control of your finances: "Profit First: A Simple Simple System to Transform Any Business from Cash-Eating Monster to a Money Making Machine."

"Most business owners try to grow their way out of their problems, hinging salvation on the next big sale or customer or investor, but the result is simply a bigger monster," says Michalowicz.

Or—put in the context of the trucking business—most owner-operators try to take on more and more loads, hoping that they can drive their way out of their cash-flow challenges.

One of the reasons why business owners, including expedite owner-

when your bank account is near empty, you're stressed out, trying to figure out how you'll be able to pay the bills, taxes, and so forth because you're short on funds. All the while, you're thinking, "Where has all the money gone?"

operators, fall into the cash-flow trap is that they engage in what Michalowicz calls "bank balance accounting," where you check your bank balance each day and make financial decisions based on what you see is in the account.

The downside to this habit is that when you have a lot of money sitting in the account on a given day, you tend to be

CONTINUED ON PAGE 16
ExpediteNow.com



DON'T GET CAUGHT IN THE STORM...

BECOME PART OF IT.

NOW IS THE TIME TO MAKE THE MOVE!

© On Time Media, LLC



Straight Trucks:

- 70% Line Haul and FSC
- Solos: \$12,000-\$16,000 Average Gross Per Month
- Teams \$16,000-\$20,000 Average Gross Per Month

Tractors:

- Percentage or All Miles and FSC
- No Qualcomm or Trailer Fees
- Solos \$12,000-\$16,000 Average Gross Per Month
- Teams \$22,000-\$32,000 Average Gross Per Month

PLUS

- 24/7 Operations
- No Forced Dispatch
- Great Fuel Discounts with Pilot/Flying J

LARGE FLEET OWNERS' RELOCATION INCENTIVES



888-281-6865 or visit
www.bolt-express.com



overconfident, thinking you have more money available to spend than you actually have. And then, when your bank account is near empty, you're stressed out, trying to figure out how you'll be able to pay the bills, taxes, and so forth because you're short on funds. All the while, you're thinking, "Where has all the money gone?"

How do you stop this vicious cycle? Michalowicz says that's where the "Profit First" system comes in.

WHAT EXACTLY IS "PROFIT FIRST" AND HOW DOES IT WORK?

The Generally Accepted Accounting Principles (GAAP) formula for determining a business's profit is: Sales - Expenses = Profit. In other words, profit is what's left over after you

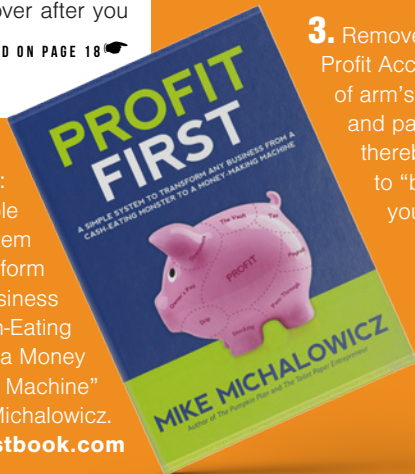
CONTINUED ON PAGE 18

Building Healthy Finances for the Long-Haul Author Mike Michalowicz likens the Profit First system to the habit-forming techniques deployed by effective healthy weight-loss programs. The idea isn't to make drastic changes all at once, but to instill a system that sets you up for long-term success by using these *four steps*:

1. Use "Small Plates"—When money comes into your main operating account, immediately disperse it into different accounts in predetermined percentages. Each of these accounts has a different objective: one is for profit, one for owner pay, another for taxes and another for operating expenses.
2. Serve Sequentially—Always, always move money to your Profit First Account first, then to your Owner Pay Account and then to your Tax Account, with what remains to expenses. Always in that order. No exceptions. Move it, stash it, and let it accumulate.

3. Remove Temptation—Move your Profit Account and other accounts out of arm's reach. Make it really hard and painful to get to that money thereby removing the temptation to "borrow (i.e. steal) from yourself.

4. Enforce a Rhythm—Do your payables twice a month (specifically, on the 10th and 25th).



Source:
"Profit First:
A Simple
Simple System
to Transform
Any Business
from Cash-Eating
Monster to a Money
Making Machine"
by Mike Michalowicz.
profitfirstbook.com



REV UP YOUR EARNINGS

We want the most motivated teams on the road.

Teams with guts. Teams who hit the pavement and know it won't hit back. And with our mileage utilization bonuses, those teams can make an **industry-leading \$0.58 / mile!** Plus, earn an additional \$.02/mile for having doubles and HAZMAT endorsements.



Get the respect you've earned. Get the raise you want.
Visit us at DriveCeladon.com or call 844-836-9649

take out expenses.

But while that's technically accurate, it doesn't account for human behavior, says Michalowicz. Instead, he proposes the "Profit First" formula: **Sales – Profit = Expenses.**

The math is logically the same as the GAAP formula, but it reflects a radical change in a business owner's mindset and behavior. With the Profit First formula, you take a predetermined percentage of profit from every sale first, with the remainder going toward expenses.

In other words, you're forcing your expenses to conform to your profit goals—not the other way around—so that you can keep more of the money you earn, while also making sure that you're covering all your taxes, fuel costs, truck payment and other operating expenses without all the stress.

With Profit First, each 10th and 25th day of the month, you'll transfer certain percentages of your revenue into separate bank accounts for profit, tax, owners pay, and operating expenses.

This way, you gain a more accurate picture of how much money you really have in your operating expense account to work with, so that you're less likely to overspend as you would if you were running your business out of the one bank account.

What percentages should you allocate for each category? That depends on the specifics of your business and situation. Michalowicz provides a framework in the book on how you can figure out the optimal allocations for your operations. And for those who are thinking, "I'm barely keeping my head above water, how I don't see how I can do this," Michalowicz recommends starting out small and gradually growing your allocations as you can. The key is to get the habit started.

As Michalowicz puts it: "The key to successful Profit First implementation lies in stringing together a series of many

small steps in a repeating pattern. So take it easy."

As you get accustomed to using the system over time, you can take a more advanced approach, opening additional accounts for more specific long-term objectives. For example, as an owner-operator, you might want to allocate a certain percentage to put into a separate account for truck maintenance, another percentage into an account for truck replacement and so forth.

THE BOTTOM LINE

You became an expedite owner-operator to set your schedule, get paid to travel the country, and take charge of your financial future. But if you don't have tight controls on your cash flow, you could be putting your business dream at risk. The key is to cultivate good habits that help you take charge of your finances. To learn more, visit profitfirstbook.com. **EN**



**Get a Grip
on Snow and Ice**

...AT THE FLIP OF A SWITCH!

ONSPOT
AUTOMATIC TIRE CHAINS

800-766-7768
www.onspot.com

FedEx Custom Critical and FedEx Ground owner operators, ask about our Rebate Program!

**SIGN-ON
BONUS!**
UP TO **\$3,000**
STRAIGHT TRUCKS
\$5,000
TRACTORS

NEW PAY PROGRAM
Weekly Guaranteed Program (\$2,500)

New Deadhead Rates - \$.60/mile - All Miles

WE HAVE FLEET OWNERS HIRING DRIVERS!

- 100% Fuel Surcharge
- Fuel Discount at 4 Major Truck Stop Chains
- Regional Single Straight Truck IN, IL, OH, MI, WI, KY, TN, NC, SC
- Free Base Plate
- Paper logs with optional e-logging available
- No Force Dispatch
- Paid Orientation
- Longevity Bonus
- Safety/Service Bonus

100%
**Owner Operator
Fleet**



Apply at:
diamonddeliveryservice.com

**Diamond
Delivery
Service**



Sheila @ ext. 112 or Ron @ ext. 116
888-520-7928

YOU HAVE A LOT
INVESTED...
WE'LL TAKE YOU
FARTHER.



THE INSURANCE COVERAGE
YOU NEED!

- NTL (Non-Trucking Liability)
- Physical Damage (Comprehensive & Collision)
- Occupational Accident
- Primary & Non-Contributory Auto Liability
- Cargo Insurance

You'll Like It Here!

One Quick Call Away!

myCISagent.com
(330) 864-1511

THE INSURANCE ZONE

RULES OF THE ROAD:

A Practical Guide to Legal Issues
in Truck Transportation

by Shelly Benisch, T.R.S., C.I.C.

are you ready to kick off the new year with a new spring in your step and confidence 2017 will be more profitable than 2016? Then it's time for a little homework.

Whether you're an existing Motor Carrier/ Broker or wish to become one, this handy dandy guide will help you remember what you used to know or teach you what you SHOULD know about truck transportation.

Hank E. Seaton, Esq. of the Law Office of Seaton & Husk, L.P. has produced a short, approachable, easy to read reference book that's the best I've seen on everything you ever wanted to know about running your business safely, fairly and legally compliant.

It starts with a warmup for newbies and leads into more detail on freight and owner operator contracts, equipment leasing, insurance, cargo and warehousing issues that any truck pro will appreciate. I especially like how he set up the tail end for quick references to quickly review specific terms and topics as a "go to" guide I'll keep on my desk. **EN**

If you are, or want to become, a professional in transportation, I highly recommend this very affordable resource at \$49.00 + \$5 shipping at:
transportationlaw.net.book_order.html

**HAPPY NEW YEAR
EVERYONE!**

READ MORE:

commercialinssolutions.com/blog
facebook.com/CISTruckInsurance
linkedin.com/in/shellybenisch

FINALLY!

**A COMPANY
THAT DELIVERS
FOR OWNER
OPERATORS!**



SIGN-ON BONUS!

- 24/7 dispatch
- Family owned mid-sized company that knows who you are by name not number
- Fuel discount program
- No forced dispatch

Solo straight trucks avg. miles/wk:
1600-2500/ \$1850-\$2800/wk
Team straight trucks avg. miles/wk:
2800-4000/ \$3500-\$5000/wk

**FIND YOUR FUTURE AT
TRY HOURS! CALL TODAY!**

We need **SERIOUS** Professional Straight Truck
Owner Operators to Continue our Growth!

Ask About our Semi Program!

888.284.4179



tryhours.com
**SCAN THIS CODE
TO APPLY NOW!**

DRIVE. EXPEDITE. NOW.

Make More Money
#StraightTrucks
#Tractors
#Sprinters

Search over **500**
Expedite Trucking Jobs

expeditersonline.com



© On Time Media, LLC

OWNER OPERATOR AND LEASE PURCHASE PROGRAM **2012-2016 EQUIPMENT** 550.00 - 650.00 weekly lease

LANES:

- Dallas/Ft Worth
- Chicago
- St Louis
- Detroit
- Laredo
- El Paso
- Brownsville
- Nogales



All State Express is currently looking for disciplined & reputable **OWNER OPERATOR** drivers & **LEASE PURCHASE OWNER OPERATORS.**

**SPRINTER &
STRAIGHT
TRUCK
OWNER
OPERATORS
NEEDED!**

TEAMS ENCOURAGED

**TRACTOR SIGN-ON BONUS
HIGHER COMPENSATION
FOR HAZMAT**

Singles Average **\$3,500 - \$4,500/wk**



Call recruiting @

888.691.8304

Or fill out an online application @
allstateexpress.com/business.php or
email recruiting@allstateexpress.com



We Deliver... *Every Season*

Real Support. Real Service. Real Community.

Whether you're a Contract Driver, Owner Operator or Fleet Owner, Expediter Services delivers **REAL SUPPORT** and a **REAL COMMUNITY** that you can count on every season of the year. Let us support you and your business with our proven services and programs, so you **NEVER STAND ALONE.**

Contact our team at **877-349-9303** or visit www.expediterservices.com.



877-349-9303 • www.expediterservices.com

Never Stand Alone[®]

PTO
A *Real* Path to Ownership

Check out POD Testimonials at expediterservices.com



FOCUSED ON OUR INDUSTRY

OWNER OPERATORS,
FLEET OWNERS...

THIS IS YOUR EXPO!



NEW!

Exhibit &
Workshop Times

New Workshop Hours:

Friday: 8am - 11am

Saturday: 8am - 10am

New Exhibit Hours:

Friday: 11am - 4pm

Saturday: 10am - 4pm

expedite
expo17

expediteexpo.com

JULY 14 & 15
LEXINGTON CONVENTION CENTER

LOOKING FOR OWNER OPERATORS & CLASS A/B DRIVERS

- GREAT PAY
- REGULAR HOME TIME
- ALL MILES PAID
- VETERANS WELCOME



**HIRING
ALL
VEHICLE
TYPES!**



**PREMIUM FREIGHT, PREMIUM PAY, FOR
PREMIUM DRIVERS**

A PROUD
MEMBER OF

PREMIUM
TRANSPORTATION
GROUP



www.Drive4Premium.com **800-661-3166**



**PROUDLY
INTRODUCES...**



THE
First Class
EXPEDITER

A truck modified by an expediter specifically for expediters
Greater safety, comfort and capacity

The future in light TRUCKS!

888.557.0591 ▪ trucksbydesignllc.com

justCDLjobs.com

**WHY YES, WE DO
HAVE THAT JOB IN
YOUR SIZE**



justCDLjobs.com

VISIT NOW, IF YOU'RE READY TO GO BIG

THE DECISIONS INVOLVED WITH Building A Custom Expedite Truck

By Sean M. Lyden, Staff Writer



EXPEDITE NOW
MAGAZINE
INDUSTRY

If you're an expedite owner-operator—or in the process of becoming one—your decisions on how you build your truck directly impact your productivity and profit. But when you have dozens of options to consider for each section of the vehicle—from the cab and chassis, to the custom sleeper, to the truck body—how do you decide what's best for your business?

one way to learn is from the experiences of successful owner-operators who have done it a few times. So, Expedite Now recently spoke with veteran expeditors Bob and Linda Caffee to give you a behind-the-scenes glimpse into their truck decision-making process. What changes did the Caffees make from their previous truck? Why did they make those changes? What do they plan to do differently for their next truck? Here's their story.

THE CHASSIS

In September 2014, Bob and Linda took delivery of their current truck (which was their third since they started in expediting

over a decade ago) from Stoops Freightliner-Quality Trailer (truckcountry.com). It's a 2015 Freightliner Cascadia CA113, with a 100-inch Bolt Custom Sleeper and 22.5-ft. van body by Supreme Corporation.

Although the Caffees ran their first truck for 850,000 miles, they traded out of their next truck—a 2012 Cascadia—to their current truck after only 400,000 miles.

Why did they make the switch much sooner to the new truck? One of the key reasons, says Bob, was to get the Detroit DT12 automated manual transmission for smoother shifting capabilities, which he says contributes to better fuel economy compared to the Eaton Fuller Ultra Shift transmission in their previous truck.

"The DT12 is a lot smoother," says Bob. "The Ultra Shift, the way it was

CONTINUED ON PAGE 26

ExpediteNow.com

MORE: SOLUTIONS.



YOU BREAK DOWN. WE SHOW UP.
800-824-SHOP (7467)

The Largest Fleet in the Industry is Ready.

State-of-the-Art
StartAll/Compressor Units

Fuel Filters
and Anti-Gels

Tires

Full Mechanical
Expertise

TA TRUCK SERVICE
ROADSQUAD

MORE: BAYS. EXPERTISE. SOLUTIONS.



programmed, would have to go through every single gear. It would start out in 2nd or 3rd gear, or whichever gear, and then go up one gear at a time, from 3rd, 4th, 5th, 6th, 7th up to 10. With the Detroit transmission, it might start out in 1st, it might start out in 3rd, it might start out in 5th. If it doesn't think it needs a gear, it will skip it. Our truck has actually skipped as many as three gears because it didn't need to utilize them."

radar-based active safety system that detects moving, stopped or stationary vehicles in front of the truck and measures the vehicle's position relative to others on the road to warn the driver of possible rear-end collision. And when necessary, the system will automatically apply the brakes to help avoid a collision or at least minimize the damage from an unavoidable collision.

"The collision mitigation system is tied together with your lane departure warning



What does this ability to skip gears have to do with fuel economy?

"It improves fuel economy because it doesn't waste energy having to go through every single gear," Bob explains.

The new transmission has also provided an unexpected byproduct: better sleep. "We realized that the shifting was so much smoother that it made it easier to sleep when the truck is moving," says Bob.

Another change the Caffees made in the new truck was to add the available collision mitigation system for improved safety. The system on the 2015 Cascadia is called OnGuard by Meritor Wabco, which is a

system, and the adaptive cruise control—all to help keep us and those around us safer," says Linda.

The Caffees also wanted to add a remote engine diagnostics system in the new truck that wasn't on their previous model. That system is called Virtual Technician, which is available for Freightliner trucks equipped with Detroit engines.

"Virtual Technician is a Detroit Diesel product that if you have [an engine] fault code, it sends a message to Detroit and they will actually send you a text message or an email within three minutes of that light coming on to tell you whether it's not a

CONTINUED ON PAGE 34
The E-zine for Expedite Truck Owner Operators!
ExpediteNow.com



Become Part of a New Beginning

THE SUNRISE NOT ONLY BRINGS A NEW DAY, BUT ALSO NEW OPPORTUNITIES.

Seize the Day With V3.

- Fastest Growing Expedite Company in 2016
- Great Miles for Solos & Teams
- Committed Freight Program for Tractors

 [facebook.com/V3Transportation](https://www.facebook.com/V3Transportation)
One day of your life you would like to "do over"?



v3transportation.com

888.216.9671

big deal to finish your load and to get it checked then, or to have it looked at the next time you get the truck serviced, or to stop immediately," says Bob.

This knowledge gives you greater peace of mind and enables you to avoid unnecessary—and costly—downtime that comes with taking the vehicle immediately into a service center for a minor issue that could have been addressed at a more convenient time.

The remote diagnostics system has already proven useful to the Caffees. "We were home one time and just as we were pulling out of the driveway we got a check engine light," Bob recalls. "The truck was still running fine, but the light stayed on. The email [from Virtual Technician] came across to tell me that the issue was a low fuel pressure indication."

He called their local Freightliner dealer to asked them if this was something he and Linda needed to have looked at right away because they were already enroute to pick up a load. "The technician got online with that code number to see what the code was," says Bob. "He told us, 'Nah, don't worry about it. It's probably just a hiccup in the fuel system. Cycle the key a few times, the light should go out, and you should be fine.'"

Another significant change for the new truck: fuel tank configuration. The 2012 truck had two 80-gallon fuel tanks; the new truck has a 120-gallon on one side and a 80-gallon tank on the other. And that was by design, says Bob.

"Since we run a generator, we ordered the new truck with the 120-gallon and 80-gallon tanks," says Bob. "We disconnected the 80 gallon tank [from the truck's fuel system] and used it just for generator fuel. This way, we can buy off-road diesel to power the generator if we

have the opportunity. Or, we can apply for a Federal Fuel Tax back for any fuel we put in that tank. We get good enough fuel mileage that we can still go over 1,000 miles with the single 120 gallon tank for the truck."

THE SLEEPER & VAN BODY

The Caffees made a few changes to the sleeper, such as choosing hardwood floors over the laminate flooring that was in their previous truck. "The new flooring was more for aesthetics than anything else," says Linda.

They also chose lighter color cabinets "to make it a little brighter" and quartz stone for the countertops and table (over the standard formica material), "which I really like, but it definitely added weight to the truck," says Linda.

The van body, for the most part, remains the same, with a few modifications from the 2012 truck. It has the same length and standard wood flooring. But the Caffees changed the spec for the hardware on the rear doors. "On the back end, we had a lot of trouble with rust around the doors," says Linda. "That just drives me nuts, so we got stainless steel on this one. We also got stainless steel locking rods and all stainless steel hardware on the doors instead of galvanized or just painted steel."

PLANNING THE NEXT TRUCK

A little more than two years after taking delivery of their 2015 truck, Bob and Linda have already started thinking about what they'd like for their next truck, which will likely be a 2018 model.

"The new Cascadia will have so much more aerodynamic improvements, with about 8-percent fuel economy improvement from previous models" says Bob. "When you're getting 12 miles to the gallon [which

Merry Christmas

from Jung Express

As we celebrate the most significant delivery in history!

See what Jung Express has to offer!

- 25 years in the industry
- Professional friendly 24/7 dispatch
- No Qualcomm
- Accurate on time settlements
- Set your own hours
- Control your paycheck
- Fuel surcharge compensation
- Rewards Program that includes discounts on:
 - Cell phone bill
 - New tires
 - Oil changes
 - Vehicle maintenance
 - Hotels
- Incentive program to earn merchandise

VEHICLES NEEDED:

- Cargo Vans
- Sprinters
- Straight Trucks

Partner with a company that truly knows what family means. Call Jung today!



Jung Express  Jung Logistics junglogistics.com
Your Expedited Freight Specialists 800-597-4144

HAPPY NEW YEAR!

© On Time Media, LLC

2017

FROM

 **EXPEDITERS**
ONLINE.com®

Search over 500 Expedite Trucking Jobs @
expeditersonline.com

Together WiE Succeed

Providing Real Opportunity
for Women in Expediting

Women
/// in
Expediting

Expediter Services is a
Proud Member of the
Women In Trucking Association, Inc.

 **WOMEN IN
TRUCKING**

Never Stand Alone®



PTO
Path to Ownership

**EXPEDITER
SERVICES**

877-349-9303
expediterservices.com

is what the Caffees are getting right now], that's going to put you over 13."

Linda also says they would want to add what's called predictive cruise control. "It's a cruise control that tries to make the world flat by anticipating hills and valleys."

HOW?

"It pre-accelerates before you start up a hill and then, just as you crest the hill, it will back off the throttle and let you coast all the way instead of throttling all the way to the top," Bob explains.

And since "pre-acceleration" builds the truck's momentum when approaching the hills, that allows the truck to power up and over hills with less fuel than with typical cruise control systems.

THE BOTTOM LINE

What's important to you in a new expediter truck? Start making a checklist of your must-haves.

If you're new to the truck-buying game, seek advice from seasoned owner-operators and truck dealers who specialize in building expediter trucks. Have them walk you through the pros and cons of the various options for each section of the truck—from the chassis, to the sleeper, to the van body. This will help you avoid costly rookie mistakes and get into a truck that's right for the job—and your budget.

Then, as you drive your new truck over the next few years, make a list of what you'd like to change and improve. This will help you continually refine your spec for each new truck you build—to maximize fuel efficiency, driver comfort, productivity, and your profit. **EN**

SMALL FLEET LEASED ON TO FED EX CUSTOM CRITICAL

Looking for Class A CDL **TEAM DRIVERS**, Or we can help find you a partner

- Earn up to \$3000 per week* per driver

- \$1200 guaranteed per week per driver

- You will not make more money or be treated better anywhere else!

*requires hazmat & tanker endorsement

CALL **888.479.7783**
FOR MORE INFORMATION



YOUR AMBULANCE SERVICE FOR RUSH CRITICAL FREIGHT



OUR MOTTO:

"We Say What We Do And We Do What We Say"

OUR APPROACH IS SIMPLE:

We know it costs YOU money every mile the wheels turn. We are focused on making sure that YOU make money every mile the wheels turn.

WE OFFER:

- An Aggressive Dispatch Team (Our Goal is to Make You Money!)
- 24/7 Operations (Always someone to Take Your Call)
- Family/Friendly Respectful Atmosphere (We Know You By Name)

****ASK US ABOUT OUR REFERRAL PROGRAM****

GET PAID FOR EVERY LOAD THAT THE PEOPLE YOU REFER RUN FOR US!



etships.com
888.552.2174

**NEED MORE
TEAMS
NOW!**

© On Time Media, LLC



**TOGETHER,
WE WILL MAKE
EXPEDITE
TRUCKING
GREAT
AGAIN!**

**EXPEDITE
DIVISION WE
DIVISION OFFER:**

- Load One Gold Rewards Program
- Fuel Card with NO Transaction Charges and Fleet Discount
- Percentage Pay
- Discount Programs
- Free Driveway Scale Bypass
- Free Truck Washes
- Owner Operator Insurance Program
- And Much MORE!

**THE
POWER
OF**

**1
One**



**load1.com
888.824.4954**

Load One
Transportation & Logistics

1



PREMIER
TRUCK GROUP

Knoxville

**THE EXPEDITING
EXPERTS**



Proud Winner of the
Expedite Expo Drivers'
Choice Award Three
Years Running!



Conveniently located just off Exit 369,
at the I-40 and I-75 split

premiertruck.com

888-621-6785



TRI-STATETM
EXPEDITED SERVICE, INC.

**NEW
HIGH-ROOF
VAN PACKAGE!**

Tri State is your one
stop shop for your
transportation career!

- Tractor Team 0/0
- Straight Truck Team 0/0
- Drive for a Fleet Owner;
Tractor, Straight Truck
or Sprinter Van

**Choose Your Path
& Call Today!**

800-831-8737

**FREEDOM
TO CHOOSE
YOUR
OWN
PATH**

www.tstate.com

OWN A PIECE OF THE ROAD



OWNER OPERATORS

WE HAVE OPTIONS FOR YOU!

NO ESCROW OPTION

YOU CONTROL YOUR HOME TIME

INDUSTRY LEADING INCENTIVES

PERSONALIZED SERVICE

FORTUNE 500 CUSTOMER BASE

ALL MILES PAID
(LESS FIRST 50 DEADHEAD)

PAID TOLLS

ASK ABOUT OUR LEASE PURCHASE PROGRAMS

CONTACT OUR RECRUITING DEPARTMENT TODAY! recruiting@rrts.com

888.565.6586



joinroadrunner.com

Classifieds PLACE YOUR AD BY CALLING • 859-746-2046

TRUCKING CAREERS

Hiring Team and Solo Class A Owners

888-234-5822

Motivated? Need a new career? STOP HERE!!

888-674-8297

Lease Purchase Tractor

888-498-2256

Straight Trucks - O/O - Teams or solos

888-404-2218

SOLO OTR DRIVERS NEEDED FOR TRACTORS

888-513-0462

Straight Truck Owner Operators

888-699-5884

Dry Van O/O Needed (Trailer Required)

888-829-3387

Owner Operator Flatbed Drivers - Home Weekends - Immediate Openings

888-267-9720

Tractor Contractors

888-502-8103

Wanted: Straight Truck Owner Operators

888-249-9028

DRIVERS NEEDED!

888-268-7008

Hiring Sprinter O/O

888-234-5822

If you want a new career path start here!

888-674-8297

Class B Contract Drivers - Straight Truck - Solo & Teams

888-498-2256

TRACTORS - CLEVELAND, OHIO - SE MICH AND MIDWEST

888-404-2218

TEAMS NEEDED FOR OUR DEDICATED LANES \$\$\$

888-249-9038

Team drivers needed - Straight trucks

888-513-0462

Looking for Drivers

888-699-5884

Owner Operators Straight Trucks That Want Miles

888-829-3387

Need Team Drivers from Michigan for Straight Truck.

\$1000 Sign On Bonus

888-267-9720

TEAM Contract Drivers for Straight Truck Fleet Owners!

888-249-9028

Straight Truck Owners

888-268-7008

ATTENTION LARGE FLEET OWNERS

888-234-5822

\$3500 New Contractor Bonus

888-674-8297

OTR: Tractor Lease Purchase- 6 months experience!

888-498-2256

Straight Trucks - Teams and Solos

888-404-2218

Straight Trucks Needed

888-249-9038

SOLO STRAIGHT TRUCK DRIVER NEEDED

888-513-0462

Straight Truck O/O Welcome (Singles or Teams)

888-829-3387

\$2500 Sign On Bonus for Tractor Trailer O/Os in Ohio

888-267-9720

Wanted: Straight Truck TEAMS Owner Operators

888-249-9028

Team sprinter van driver needed!

888-268-7008

CLASS A Team Drivers \$1000.00 sign on

888-234-5822

\$3500 sign on bonus just in time for the holidays

888-674-8297

Straight Truck Teams Needed North or South Carolina NOW

888-498-2256

Owner Operators - Tractor Trailer - Midwest Regional

888-404-2218

TEAMS NEEDED FOR OUR DEDICATED LANES \$\$\$

888-249-9038

Owner/Operators NEEDED! Team Tractors

888-513-0462

Cargo Van O/O Welcome

888-829-3387

Husband Wife Team Drivers Needed

888-267-9720

Lease Purchase a Tractor-Trailer

888-249-9028

TEAM DRIVERS FOR AUTOMATIC PLACEMENT

888-268-7008

Classifieds

PLACE YOUR AD BY CALLING • 859-746-2046

TEAMS WANTED

Experienced FedEx TVAL Team Wanted 2014 FREIGHTLINER CASCADIA. Very comfortable large custom sleeper with queen bed, fridge, microwave, TV/DVD, sink

Joe 336-337-0791

We have a 2016 Freightliner Cascadia DR Unit with Bolt 100" sleeper 40,000 miles. Established Same household team needed. Out 4-6 weeks 7 days home time.

Sam 631-617-5481

ESTABLISHED TEAM COUPLE wanted for a BRAND NEW 2017 Freightliner M2-112 Straight Truck with a 96" custom built Bolt sleeper. \$4000 signing bonus plus more miles and consistent revenue!

Beverly 419-410-2800

FedEx Custom Critical White Glove T-Val reefer team preferred, but will train the right eager team. Features include 96" bunk loaded!

704-881-3782

Teams wanted for Panther, XPO, Landstar. Low miles, auto-shift, APU, great equipment and above average pay. ez-pass and pre-pass. Pay percentage up to 43%Call for details

734-985-0544

Bowling Green, KY TEAM - \$3000 WEEKLY! Class-A TEAM to support regional dry van lanes. \$1500 GUARANTEE per driver per week.

send text to 734-716-5725

Looking for team drivers interested in Over The Road driving. \$3000.00 sign Bonus. Health and Dental insurance offered.

404-409-1628

DRIVER WANTED

2014 Chevy 2500 extended Cargo Van for Bolt Express. We pay 60/40 split, with the driver getting 60% of Line haul and the Fuel Surcharge.

Maryam 615-573-8192

Van driver wanted for Ford E250 cargo van. Driver is paid 45 cents per loaded miles plus fuel surcharge (14 cents per mile). Driver is responsible to pay the gas and tolls. 1500-2500 miles per week.

Mike 404-401-9300

Driver wanted for straight truck. You will have to be qualified with Panther. Hazmat and a passport useful but not required. Able to be out at least 3 weeks a month.

Robert 716-352-8702

Class A Regional driver for Michigan, Kentucky, Indiana, Ohio. Home most weekends, .70/mile for all miles. 2011 Freightliner Cascadia.

Mary Ann 585-727-1073

Cargo van driver position opening on first week of January 2017. Leased to Barrett Directline. You will be driving 2016 Ford transit cargo van extended high roof.

347-697-3806

MALE co-driver needed ASAP to start Jan 1, 2017! For 2014 Custom Cascadia with 100" sleeper leased with FedEx Custom Critical; Non-Smoker; 100 mile radius of Knoxville TN

Joe 716-997-2558

Cargo van driver needed in the Chicago area. Non-CDL. Minimum \$700 per week. Out 2-3 weeks per month. Expediting experience required.

773-918-5505

EXPEDITE TRUCKS FOR SALE

2017 Western Star 5700XE - Brand New! 505HP DD15, 13 speed Fuller Transmission, 82" Condo sleeper

Call Brandon at 888-881-1872

2016 Freightliner M2112 - Brand New! 370HP DD13, Allison Automatic Transmission, 100" Bolt Custom Sleeper

Call Jim at 888-619-9172

2017 Freightliner Cascadia 113 - Brand New! 410HP DD13, Detroit DT12 Automatic, Factory Dinette Option, Fridge, Inverter, Microwave

Call Tony at 888-258-7795

2016 M2-112 with Detroit DD13 Power, Allison 6 speed automatic, Bolt custom 96" sleeper (loaded), 22ft Morgan Dry Van body., Expediter Special.

Call Heath at 800-899-8696

2012 Freightliner M2 106 - 350HP Cummins ISC, Allison Automatic, 96" RR Double sleeper, microwave, fridge, sink, dinette, APU, Webasto heater.

Call John at 888-556-4089

2014 Freightliner Cascadia SST100 Fully-Integrated Bolt Custom Sleeper - 410HP DD13, 10 speed Ultrashift, 22' Supreme Reefer body, Thermo King Reefer unit, Tri Pac APU

Call Jason at 877-349-9303

2012 Freightliner Cascadia for sale or lease - 96"AA Sleeper with sink, Sat TV, etc. FedEx TVal qualified unit.

Call Chris at 330-618-6020



TRUCKING CAREERS & OPPORTUNITIES

TIP!

Keep track of who you have called and yet to call by checking the box next to the company name.

TT TRACTORS	ST STRAIGHT TRUCKS
RF REEFER	CV CARGO VANS
FB FLATBED	SV SPRINTER VANS
	TS TEAMS

COMPANY	PHONE	HIRING
<input type="checkbox"/> All State Express	888-691-8304	ST TT TS CV SV
<input type="checkbox"/> Celedon	844-836-9649	RF TT TS FB
<input type="checkbox"/> Bolt Express	888-281-6865	ST TT TS CV SV
<input type="checkbox"/> Diamond Delivery Service	888-520-7928	ST TT TS CV SV
<input type="checkbox"/> Expediter Services	888-565-6403	ST TT TS CV SV
<input type="checkbox"/> Expeditus Transport	888-552-2174	ST TT TS FB
<input type="checkbox"/> FedEx Custom Critical	800-398-0466	ST TT TS CV SV
<input type="checkbox"/> Jung Express	888-575-6251	ST TT TS CV SV
<input type="checkbox"/> Landstar	800-622-0658	ST TT TS CV SV
<input type="checkbox"/> Load One	888-824-4954	ST TT TS CV SV
<input type="checkbox"/> Panther Premium	866-344-5898	ST TT TS CV SV FB
<input type="checkbox"/> Premium Transportation Logistics	888-471-7811	ST TT TS CV SV
<input type="checkbox"/> Roadrunner Expedite	888-565-6586	ST TT TS CV SV
<input type="checkbox"/> Rocco	888-479-7783	TT TS
<input type="checkbox"/> Tri-State Expedited Service	888-245-4325	ST TT TS CV SV
<input type="checkbox"/> Try Hours	888-284-4179	ST TT TS CV SV
<input type="checkbox"/> V3 Transportation	888-216-9671	ST TT TS CV SV



YOUR NEXT **TRUCK** IS WAITING FOR YOU

Fyda Freightliner carries the largest selection
of new and pre-owned Expediters in the country.

Let our team get you on the road today!



- **Custom Built Trucks**
- **Turnkey Ready**
- **In-House Financing**

THE MOST EXPERIENCED PROFESSIONALS IN THE EXPEDITER INDUSTRY

EXPEDITER TRUCK SALES

**Call Us Today (614) 851-0002 or
Visit Online www.fydafreightliner.com**

Fyda Freightliner Columbus, Inc. • 1250 Walcutt Road • Columbus, OH 43228