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Directory on page 38



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EXPEDITE NOW MAGAZINE

Volume 15
Issue 4

expedite expo 18 **It's TIME!**

JULY 20 & 21 See the Exhibitor
THE LEXINGTON CENTER **Directory on Page 10**

Expediter of the Year

Meet the 2018 Finalists!

READ ON PAGE 22



Q&A

President of PTL, Jeff Curry,
and Fleet Owner, Eric Escobar:
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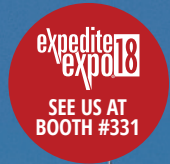
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Q&A

6 President of PTL, Jeff Curry, and Fleet Owner, Eric Escobar: Partners in Success



10 **Industry**
Expedite Expo 2018 Exhibitor Directory!

14 **Business**
FREE EOU Workshops at Expedite Expo 2018

22 **Feature**
Expedite Expo 2018 Planning Guide

38 **Trucking Jobs!**
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Feature



22 **Introducing the Top Three Finalists!**

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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.

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President of PTL, Jeff Curry, and Fleet Owner, Eric Escobar: Partners in Success

ERIC ESCOBAR HOW AND WHEN DID YOU GET INTO THE EXPEDITE TRUCKING INDUSTRY?

I started June 2013 in a Freightliner M2 Straight Truck, with a fleet owner. Coming out of a tractor was a big change, I always loved driving, but this industry is not all about driving.

YOU CURRENTLY DRIVE FOR PREMIUM TRANSPORTATION LOGISTICS. HOW HAS YOUR EXPERIENCE BEEN WITH THEM?

It has been the best experience that I have had with such an amazing management and operations team. I have seen so much positive growth within PTL since bringing my small fleet over last year, I knew it was not only a positive move, but it was a long term commitment for me and my team.

WHAT DOES BEING NOMINATED FOR EXPEDITER OF THE YEAR MEAN TO YOU?

Just being nominated meant alot to me, but making the top three... that's an accomplishment based on faith, hope and charity. Not only as a driver or a fleet owner it's about how my actions



reflect on the industry as a whole. Being a professional driver does not stop at my CDL, it's about my representation of Premium Transportation Logistics, Fudpucker Expedited LLC and those carriers we do business with.

IF THERE IS ONE PIECE OF ADVICE YOU CAN GIVE TO OTHERS IN YOUR INDUSTRY, WHAT WOULD IT BE?

Stay positive. The rewards outweigh any of the negative that may arise. Being a fleet owner, owner operator or a contract driver is your lifestyle; as a business owner, keep reaching for Excellence.

IS THERE ANYTHING ELSE YOU WOULD LIKE TO ADD?

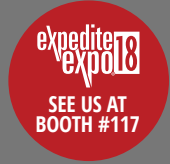
I would just like give everyone a big hug and say thank you for the opportunity given to me this year to grow professionally and personally. A big thank you to my bestie and partner Christine Wagner for her understanding and support, and to both Premium Transportation Logistics and Expediter Services for having an amazing support team. Thanks also goes to the Fudpucker Expedited Drivers and those fleet owners and drivers that I continue to mentor and help grow on a daily basis. Thank you.

CONTINUED ON PAGE 8

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JEFF CURRY
FOR OUR NEW READERS, HOW DID YOU GET INTO THE INDUSTRY AND WHAT IS YOUR ROLE AT PTL?

I got into the industry over 20 years ago. Mike Welch, Founder and President of Express-1, asked me to come to work for him. He said "I am not sure what you will do exactly, but we will figure it out." I like to think he was taking the "best athlete available" strategy when hiring me! I learned pretty quickly and eventually became President, which is my role at PTL today.

WHAT IS NEW WITH PTL IN THIS FIRST HALF OF 2018?

We've got some new employees that are making a difference and having a positive impact on our business. We have redesigned our operations center, and the decals on our ICs trucks. We continue to work hard on our image and reputation with our customers and other carriers.

CAN YOU TELL US A BIT ABOUT YOUR EXPERIENCE WORKING WITH ERIC ESCOBAR?

In all my years of working in expedited transportation, I can say without hesitation that Eric is a rare and positive breed. As we often say, "He gets it". Eric is relentlessly positive and is an absolute professional. Without a doubt, his 25 years in the military have molded him into a very special leader. No one in our dispatch wants to let Eric down. He has earned such great respect due to his understanding that we are in a marathon, not a sprint. And, Eric knows how to enjoy the journey and the great positives his small business creates for him and his team.

WHAT IS SOMETHING ABOUT ESCOBAR THAT YOU BELIEVE HAS SET HIM APART AS A FINALIST FOR EXPEDITER OF THE YEAR?

Eric is a LEADER and not only interested in his well-being, but the well-being of his contract drivers, PTL, and the expedite community as a whole. I will say it again, Eric is a LEADER. He commands a group through his positive actions on their behalf. He commands this from others just like he did for our country for 25 years in serving our country.

IF THERE'S ONE PIECE OF ADVICE YOU CAN PROVIDE TO DRIVERS OUT THERE, WHAT WOULD IT BE?

BE LIKE ERIC.

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8:00-8:50AM

1. Fleet ownership: Getting started

John Kelsh, Cyclone Expediting;
Eric Escobar, Fudpucker Expedited;
Tom & Tina Evans, Load One

2. Practical solutions to improve your business

Jerry Hayes, National Truckin' Magazine

3. How to prepare your finances to buy a new truck

Richard DeForest, ATBS

4. Tips from successful van drivers

Tim Paxton & Allen Paxton, Barrett Directline

9:00-9:50AM

1. How to outfit your van with...

Steve McNeal, Load 1

2. So you want to be an owner operator

Heather & Jason Hutchens, Landstar

3. What does the tax cut & jobs act mean for owner-operators?

Richard DeForest, ATBS

4. Behind the scenes with successful team drivers

Linda & Bob Caffee, Landstar; Rodney & Mary Dodds, Cyclone Expediting

10:00-11:00AM

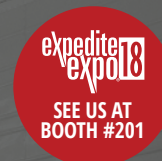
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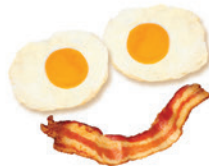
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INTRODUCING THE TOP 3 FINALISTS



By Sean M. Lyden, Staff Writer

The lineup is set. Three finalists have been selected. So, who will be chosen as "Expediter of the Year" for 2018?

The winner will be announced at Expedite Expo, the only trade show in the world geared exclusively to the expediting trucking industry, which runs July 20 and 21 at the Lexington Center in Lexington, KY. We are happy to once again have Expediter Services as our Title Sponsor at the show this year.

The purpose of the Expediter of the Year award is to recognize those hard-working, professional and safety-conscious expeditors on the road today who strive to make the expedite industry better and are deeply involved in serving and making a positive impact on their community.

And the winner will receive \$500 cash for travel, hotel accommodations provided by ExpeditorsOnline.com, and the Expediter of the Year plaque. The three finalists and their carriers will be honored at our closing announcements on the show floor at the Expo on July 21.

So....without further ado, meet this year's finalists for "Expediter of the Year."



TIM PAXTON

Role: Owner-Operator
Carrier: Barrett DirectLine
Vehicle: 2017 Ford Transit 350 (with 3.5 Ecoboost gas engine)

One of Tim's nominators is Jamie Palmer, a driver with Barrett DirectLine, who says, "Tim is the reason I found this career. I was not in a

good place in life, and I found his videos on YouTube that helped changed my life for the better. He has a Facebook group he started that helps so many people, and he deserves every award possible."

Tim began his business as an expedite owner-operator in 2015, with the encouragement of his brother Allen, who had already been in the business for about five years.

And when Tim launched into expediting, he went all in, says Dawna Paxton, his wife and co-owner of Paxton Xpediting LLC. "As a rookie, Tim decided that he eventually wanted to help others who either wanted to enter the industry or had just begun and needed a helping hand. He also wanted to form an alliance of sorts with the people he had met along the way because Tim feels that there is always something to learn on the road, and you can never have too many friends to help you along and vice versa."

One way Tim has found to help other expeditors is to start a Facebook group with his brother Allen. The group is called "Transportation Life 'Wheels, Wings & Rudders'" (facebook.com/groups/TransportationLifeWWR), which has grown to over 1,300 members. "It has become a place for rookies and veterans alike to come and learn something new, get information on happenings on the road, and meet and make friends," says Dawna. Tim has also launched a YouTube Channel "My Life's Ventures" (youtube.com/user/twizted95) that has about 2,300 subscribers to help others in the industry get up and running in their own expedite business.

"My brother and I take a lot of pride in trying to better the industry by bettering the

CONTINUED ON PAGE 32

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We at TA and Petro believe professional drivers deserve nothing but the utmost respect, care and comfort, and a good pat on the back. That's why for the sixth year, we're accepting Citizen Driver nominations. In 2018, we honored five more drivers. And once again, we're asking you to nominate drivers who earn respect for our industry through good citizenship, safety, community involvement,

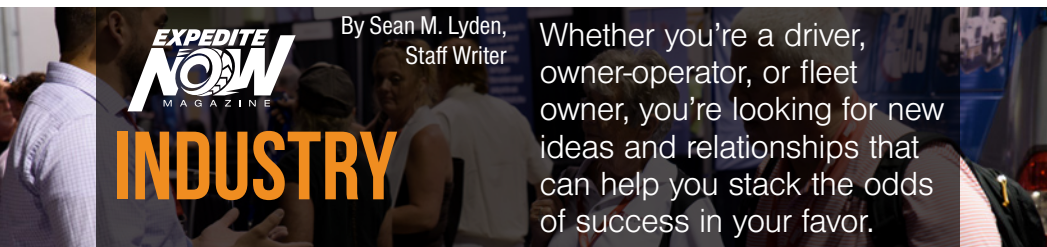
health and wellness and leadership. Anyone can nominate a driver, and nominations are being accepted through September 30, 2018. Once we've received all of the submissions, a panel of trucking professionals will review the nominees. Then, in 2019, we'll reveal our next Citizen Driver honorees at a special ceremony. Among other honors, they will have a TA or Petro location of their choice named for them. We look forward to meeting the nominees who drive our livelihoods — and our country.

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Expedite Expo 2018 **PLANNING GUIDE**



By Sean M. Lyden,
Staff Writer

Whether you're a driver, owner-operator, or fleet owner, you're looking for new ideas and relationships that can help you stack the odds of success in your favor.

THAT'S PRECISELY WHAT YOU'LL FIND AT EXPEDITE EXPO.

Launched in 2001, Expedite Expo is the only trade show in the world geared exclusively to the expediting trucking industry. And today, the Expo—which runs July 20 and 21 at the Lexington Center in Lexington, Ky.—has grown to attract thousands of attendees across North America, where they come to learn about the newest trucks, career and business opportunities, and products and services. We are happy to once again have Expediter Services as our Title Sponsor at the show this year.

At the Expo, you'll gain access to valuable education and networking opportunities—all for free, including truck parking. So, here are some of the highlights to consider as you plan your Expo itinerary.

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Friday, July 20, 8:00 am to 10:00 am;
Saturday, July 21, 8:00 am to 10:00 am

If you have questions about how to succeed in expedited trucking, chances are you'll find the answers at the Expo. Choose from over 14 workshops from EO University taught by industry veterans and experts to get answers to questions like:

What does it take to become a fleet owner—and succeed at it?

- I'd like to become an owner-operator, but how do I prepare my finances to buy a new truck?
- What does it take to succeed as a van

driver or owner-operator in expediting?

- How should I equip my van for maximum productivity and comfort?
- What are the keys to a good team relationship out on the road?
- How does the recent tax cut impact my business as an expedite owner-operator?
- How do I get started in expedited trucking? What are the first steps I should take?

The idea behind the EO University workshops is to enable you to increase your odds of success in this business by tapping into the knowledge and experience of those who have gone before you.

NETWORKING SESSIONS

Friday, July 20, 10:00 to 11:00 am;
Saturday, July 21, 9:00 to 10:00 am

Besides informal networking at the various events at the Expo, you can also sign up on-site for more structured networking "roundtables," where you sit with your peers and discuss topics that will help you to be more successful in your business.

For an hour each day, you'll have an opportunity to make lasting connections with people who speak your language and share your day-to-day challenges. Compare notes, exchange ideas and build relationships that could become valuable to you for years to come.

INDUSTRY OUTLOOK: THE FUTURE OF EXPEDITED TRUCKING

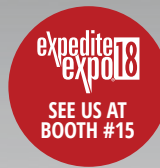
Saturday, July 21, 10:00 am

What are the key trends to watch in expedited trucking

CONTINUED ON PAGE 30

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over the next few years? What direction is the expedite market, as a whole, heading? Will it grow, hold steady, or hit economic headwinds? How can you best prepare to capitalize on the opportunities and navigate around the challenges that lie ahead?

Moderator Sean Lyden with ExpeditorsOnline.com will ask industry experts John Elliott (Load One), Stu Sutton (Full Circle TMS), and Ellen Voie (Women In Trucking) to peer into their crystal ball and share what they see.

This will be an engaging roundtable discussion for all stakeholders in the expedited trucking industry - including fleet owners, owner-operators, carriers, and drivers—giving you greater insights into the road ahead to help you make smarter business decisions.

CASINO NIGHT: SPONSORED BY TEAM RUN SMART

Friday, July 20, 7:00 pm to 10:00 pm

This event is guaranteed to give you a real casino experience with Blackjack, Roulette, Craps, and Texas Hold'em. There's no cost to play, but you have the chance to win from among the thousands of dollars of prizes that will be given out that evening.

“EXPEDITER OF THE YEAR”

Saturday, July 21, at 2:30 pm

The purpose of the Expediter of the Year award is to recognize those hard-working, professional and safety-conscious expeditors on the road today who strive to make the expedite industry better and are deeply involved in serving and making a positive impact on their community.

This year's winner will be chosen among these three finalists: Tim Paxton, an owner-operator with Barrett DirectLine; Nancy Hudson, a driver for A.D. Transport Express; and Eric Escobar, a fleet owner at Fudpuckers Expedited.

The Winner will receive \$500 cash for travel, hotel accommodations provided by ExpeditorsOnline.com, and the Expediter of the Year plaque.

Last year's "Expediter of the Year" was Robert Burton, who donated his \$500 prize to St. Christopher Truckers Relief Fund, a charity that helps drivers whose medical problems have led to financial hardship.

So, who will win this year's award? Find out on Saturday, July 21, at 2:30 pm in the Expo hall.

CASH GIVEAWAYS WITH BALLOT FOR DRIVERS' CHOICE AWARD

Friday and Saturday, July 21-22, 2:30 pm each day

The 2018 Expedite Drivers' Choice Award will recognize the dealer whose truck or cargo van receives the most votes. So, vote for your favorite dealer's truck. And your ballot is also your chance to win a \$500 cash prize, with giveaways scheduled for both Friday and Saturday afternoon.

The contest period will be from 11:00 am to 2 pm on Friday, July 20, and 11:00 am to 2 pm Saturday, July 21.

The Drivers' Choice Award will be presented at 2:30 pm Saturday, July 21, at the close of the Expo.

DRIVERS' WHOLE HOG ROAST

Saturday, July 21, 3:30 pm

Porky's Pickle BBQ Catering will arrive an hour before the event with a smoking pit. They will give you time to check out and photograph the hog. They'll then perform the traditional "Kissin' of the Hog Nose for luck" ritual. And as they carve the hog, they'll teach you "Anatomy of a Hog 101," while providing you with succulent, juicy meat samples, drenched in your choice of sauces. Sponsors are ExpeditorsOnline.com and TA/Petro.

Proceeds from the cookout will be donated to St. Christopher's Fund.

To learn more and register for Expedite Expo for free, visit expediteexpo.com.

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drivers throughout the industry," says Tim. "The more intelligent, the more educated drivers we have out there, the easier it will be for all of us to get a decent wage from state to state as expeditors."



NANCY HUDSON

Role: Driver
Company: A.D. Transport Express
Vehicle: 2014 Kenworth T680 tractor

For Nancy Hudson, being an expeditor is much more of a calling than merely a job.

She started out her career in the medical field as a patient care technician (PCT) in 1979. Then in 2004, she felt led by her Christian faith to get into trucking. "I've always loved trucks. And I just basically prayed about it, and opportunities opened up where I got into trucking. I do Bible study and missionary work out here while I'm on the road."

Nancy was nominated by Melody Paris, an owner-operator with BH Xpress, who says, "Nancy is a two-time truck show champion. She is always on time, courteous and respectful. She loves the world of trucking and is a proud female truck driver. She belongs to the Truckers for Christ and does missionary work while out on the road."

Nancy's definition of success in expediting: "If you put love, care, dignity, and respect into your work, it shows customers that you really care about them. And if you give them that respect and dignity, it helps a lot of very pressured customers relax and calm down."

SEE WHO WINS!
 The 2018 Expediter of the Year winner will be announced on Saturday, July 20th at Expedite Expo! Register at expediteexpo.com



ERIC ESCOBAR

Roles: Fleet owner, driver with Expediter Services
Company: Fudpuckers Expedited
Carrier: PTL

Vehicle: 2016 Freightliner Cascadia

A U.S. Army Veteran, Eric Escobar started his career in expediting in 2013 as a driver for a fleet owner. Today, Eric drives a straight truck for Expediter Services but also runs a fleet of five vans at Fudpuckers Expedited, a company he started with partner Christine Wagner in 2016.

Says Christine in her nomination of Eric: "There's not a day that goes by that he's not all ears, willing to give as much time as they need from him. No matter who the drivers or future owner-operators are, Eric is up front and doesn't sugar coat any advice that's asked of him—whether it's about becoming that proud van owner or just keeping that driver on a positive mindset when sitting for hours or days when freight is slow."

"Expediting is a lifestyle," says Eric. "It's not just a job. So we try to show other expeditors how they can work hard and play harder. And we learned this through our first fleet owner who mentored us when we first came into this industry."

That fleet owner Eric credits with mentoring him in the industry is Susan Medlin. He says that Medlin's example is what he has tried to emulate in his own business as a fleet owner.

"I became a fleet owner to be able to help others who are wanting to better themselves," says Eric. "It's not a charity, but it's definitely about being able to mentor someone. And when I mentor them, I tell them we have three core values that we have for our fleet: commitment, integrity, and excellence. And we believe in this because we want to be able to encourage our drivers to grow for themselves. And we're here as fleet owners to assist them and mentor them—to give them direction."



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FREE Workshops

CONTINUED FROM PAGE 14



Find detailed information about the workshops you want to attend at expediteexpo.com/attend/workshops

- Tractor trailer meet up
- Van drivers – Hazmat – how to log with ELD
- Don't get a securement violation
- Share Tips & Tricks to keep track of your money while away from home
- Owner operators – how to make money and keep the revenue flowing
- Keep more money when buying fuel
- Getting started in expediting

SATURDAY, JULY 21 8:00-8:50AM

1. Straight talk from recruiters on getting into the industry

TJ Crawford, Panther Premium Logistics; Eric Ostrander, XPO; Ron Martin, Tenpoint Expedited; FedEx Custom Critical

2. Modern Starting and Charging Systems, New Technology and Testing

Daniel Mustafa, Assistant Manager of Technical Development, Travel Centers of America

3. How to find success in trucking

John Mueller, The Transportation Station LLC

4. Women In Trucking

Ellen Voie, President/CEO, Women in Trucking

9:00-9:50AM

Networking Maybe on moderators might have to have both a newer driver as well as an established driver?

Sign up on-site to attend 1 of 10 tables, here you will sit with your peers and discuss topics that will help you to be more successful.

- Van drivers meet up
- Straight drivers meet up
- Fleet owners meet up
- Tractor trailer meet up
- Van drivers – Hazmat – how to log with ELD
- Don't get a securement violation
- Share Tips & Tricks to keep track of your money while away from home
- Owner operators – how to make money and keep the revenue flowing
- Keep more money when buying fuel
- Getting started in expediting

10:00-11:00AM

Industry Outlook: The future of expedited trucking

John Elliott, Load 1; Stu Sutton, Full Circle TMS; Ellen Voie, Women In Trucking

Who Attends?

Drivers, Owner-Operators, Fleet Owners, Motor Carriers, Industry Professionals

Where?

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When?

July 20 & 21, 2018

Why?

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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
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<input type="checkbox"/> Bolt Express	888-281-6865	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 SV FB
<input type="checkbox"/> Omada Worldwide Expedite	888-804-1436	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"/> R+L Carriers	866-200-1600	TT TS
<input type="checkbox"/> Roadrunner Expedite	888-565-6586	ST TT TS CV SV
<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"/> TST Expedited Services	888-796-5699	ST TT CV SV
<input type="checkbox"/> XPO Logistics	866-857-4546	ST TT TS CV SV

The Keys to Success



1 Your Truck

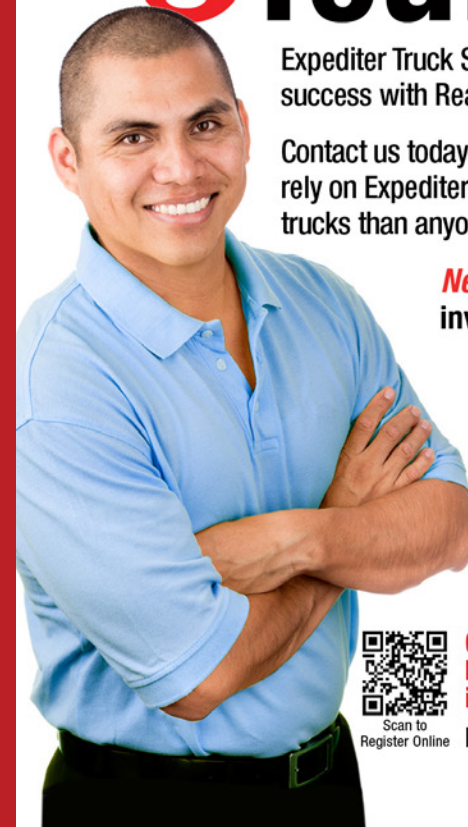
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