



Trucking Jobs!

Great trucking companies
who want to hire you!

Directory on page 38



Industry News

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

EXPEDITE NOW MAGAZINE

Volume 15
Issue 5

RISKY BUSINESS:

4 Insurance Mistakes Owner-Operators Should Avoid.

READ ON PAGE 28



expedite
expo18

Show Recap:

A Packed House at Expedite Expo 2018!

READ ON PAGE 6

THE LANDSTAR ADVANTAGE

Put more profit in your pocket and define success on your own terms as a Landstar independent owner-operator.



Our
Landstar
Advantage
earning a share of
the revenue on every
load I haul!

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



LANDSTAR

www.lease2landstar.com

1-800-622-0658

- 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.

 Follow us on Twitter @LandstarNow

- 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.

 www.facebook.com/LandstarOwnerOperators

FedEx
Custom Critical

Straight Opportunities

Straight Trucks. Freight. Opportunities.

FedEx Custom Critical is currently seeking straight-truck fleet owners and owner operators to join our fleet. We offer over-the-road opportunities for straight-truck equipment owners:

- Teams
- Single
- Temperature-controlled
- Dry box
- 12' to 24' box

FedEx Custom Critical offers:

- Weekly on-time settlements with direct deposit
- Base plate program
- Fuel surcharge paid on all authorized miles
- Sign-on incentives available



Join an expedited and critical shipment industry leader.

Call 1.888.735.0659.

You can also learn more by going to customcritical.fedex.com/oo.

Featured in 15.5



6 SHOW RECAP: A Packed House at Expedite Expo 2018

14 Industry
Industry Outlook: The Future of Expedited Trucking

28 Business
Risky Business: 4 Insurance Mistakes Owner-Operators Should Avoid

38 Classifieds
Looking for a truck, van, or driving partner? Check out our classifieds!

39 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!**

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 Jensen Editor Posthumous
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.

ARE YOU READY FOR SUMMER?

FAN-TASTIC VENT

Provides excellent ventilation with 3 speeds, reversible, thermostatically controlled and even a rain sensor in case it starts raining while you are sleeping!

FantasticVent is a great alternative to expensive air conditioning!



AIRTRONIC D2
ALSO AVAILABLE!

Don't go into the hot Summer months without being prepared to stay cool! Also, make sure your Rigmaster APU is in top shape to run not only at top performance but also maximum efficiency!

**ASK ABOUT
VOLUME
DISCOUNTS!**

**OVER 30,000
ORDERS FULFILLED!**

- ☒ Thousands of parts in stock
- ☒ Same day shipping
- ☒ OEM replacement parts
- ☒ Tehnical Support
- ☒ 25 Years Experience with Espar Products

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

esparparts.com

Call today for an installation appointment

888.920.7743

SHOW RECAP: A Packed House at Expedite Expo 2018

By Sean M. Lyden, Staff Writer

EXPEDITE
NOW
MAGAZINE

FEATURE

If attendance at Expedite Expo is any indicator of the health of the expedited trucking sector, then business is good right now.



That's

because it was a packed house for the 18th year for Expedite Expo, the only industry event focused exclusively on the expedited trucking sector, which was held on July 20 to 21 at the Lexington Center in Lexington, Ky.

"When exhibitors and attendees ask me if I thought the show was a success, I always turn that question back to them," says Lawrence McCord, chief executive officer of On Time Media (the producers of Expedite Expo). "The feedback I've received so far is that the show was a success—from the quality of the exhibits to the informative educational sessions.

Attendees flocked to the networking roundtables that covered a dozen different topics. And the 'Industry Outlook' panel of industry experts was the highest-attended session the Expo has ever hosted."

In case you missed it, here are some of the highlights from Expedite Expo 2018.

BUSINESS WORKSHOPS

Last year, the Expo created a new format to offer attendees dedicated education time for each morning before the show floor opened. This way, attendees could focus on taking advantage of the full slate of educational workshops, without being distracted by other events happening at the show.



CONTINUED ON PAGE 8
ExpediteNow.com

And this year's Expo continued the tradition with a dedicated education schedule tailored to accommodate specific roles in expedited trucking.

For drivers, there were workshops on topics such as "How to Prepare Your Finances to Buy a Truck" and "Behind the Scenes with Successful Team Drivers," offering real-world tips, advice, and best practices on how to build a long-term, successful career in expedited trucking.

For owner-operators, workshops included "What Do the Tax Cuts and Jobs Act mean for Owner-Operators?" and "Practical Solutions to Improve Your Business," providing attendees with fresh ideas and proven strategies for how to increase revenue and make smarter business decisions.

And for fleet owners, there were sessions on topics such as "Fleet Ownership: Getting Started" and "How to Find Success in Trucking," giving insights into the opportunities and challenges that directly impact their business operations and bottom line.

NETWORKING

The networking roundtable sessions were full for both days. Attendees met with other expeditors to join an hour-long group discussion facilitated by an industry veteran on a specific topic. This way, whatever their role in expediting—fleet driver, fleet owner, or owner-operator—there was a discussion to help attendees be more successful in their business.

THIS YEAR'S ROUNDTABLE TOPICS INCLUDED:

- Van drivers knowledge share
- Straight truck drivers knowledge share
- Fleet owners knowledge share

- Van drivers—HAZMAT—how to log with ELD
- Don't get a securement violation
- Tips and 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.

INDUSTRY OUTLOOK: THE FUTURE OF EXPEDITED TRUCKING

The 10 a.m. special event on Day Two on "The Future of Expedited Trucking" was moderated by Sean Lyden with Expedite Now magazine and featured industry experts, such as John Elliott with Load One LLC, Ellen Voie with Women in Trucking, and Stu Sutton with Full Circle TMS.

The panel addressed a packed house of fleet owners, owner-operators, and drivers to talk about some of the big trends to watch that could directly impact their business.

SOME OF THE TOPICS INCLUDED:

- The current state of the economy (It's hitting on all cylinders and expected to continue for next 6 to 18 months)
- How technology is shaping the future of expediting—from collision avoidance systems to back-office software to autonomous vehicles
- The emergence of drones as potential competitors to vans in expediting
- Recruiting more women and younger workers to join the industry
- The impact of "trade wars" on expediting (Consensus: Small impact, if any).

CONTINUED ON PAGE 10

ExpediteNow.com

Meeting the Challenge Together

ES Has Helped Create
50 WOMEN OWNED BUSINESSES
In 2018 & We're Still Growing

Scan to learn how the Women In Trucking Association and ES are working together to provide opportunities to meet the 150 Women-Owned Business Challenge



Providing Opportunity for Women

877-349-9303 • expediterservices.com

Never Stand Alone®



EXHIBITS

Expo attendees got to check out the latest trucks and custom sleepers, with opportunities to get their questions answered by experts from Expediter Services, Stoops Freightliner-Quality Trailer, Fyda Freightliner, Premier Truck Group of Knoxville, Buckeye Western Star, and Bolt Custom Trucks.

The exhibit hall also enabled prospective owner-operators to meet directly with recruiters from a wide range of carriers—including Load One, FedEx Custom Critical, Panther Premium Logistics, Landstar, Premium Transportation Logistics, Tri-State Expedited, TST Expedited Services, among several others—to find the best fit for their business and lifestyle goals.

And attendees who weren't ready to buy their own truck but still wanted to learn more about the business were able to meet with fleet owners who were looking to hire good, dependable drivers to operate their vehicles.

TEAM RUN SMART CASINO NIGHT

But the Expo wasn't all business; there were plenty of opportunities to kick back and have fun, as well. For example, on the first night of the Expo, there was Casino Night, sponsored by Freightliner's Team Run Smart, where hundreds of owner-operators, fleet owners, drivers, motor carriers, and vendors tried their hand at Blackjack, Roulette, Craps and Texas Hold'Em—all on the house. This event offered a real casino experience, without the financial risk but with a whole lot of upside.

EXPEDITER OF THE YEAR AWARD

This year's Expedite Expo also delivered a new Expediter of the Year award winner: Tim Paxton.

A van owner-operator leased to Barrett DirectLine, Paxton was nominated for the award by several people including Jamie Palmer, a driver with Barrett DirectLine, who wrote: "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."

That Facebook group, which he started with his brother Allen, is called "Transportation Life 'Wheels, Wings & Rudders.'"

Paxton was selected among a strong field of finalists that included Eric Escobar with Fudpuckers Expedited and Nancy Hudson with A.D. Transport Express. The finalists and winner were chosen by three independent judges from Women in Trucking Association, Bolt Custom Trucks, and National Truckin' Magazine.

THE BOTTOM LINE

Says McCord, "We'd like to thank our sponsors, exhibitors, and attendees who make this show possible. It's an honor to host this annual event for our industry, and I'm looking forward to Expedite Expo 2019!" **EN**



TRI-STATE™
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



GET HOME FOR THE GAME!

YOU CONTROL YOUR HOURS!



Jung Express  **Jung Logistics**

Your Expedited Freight Specialists

©On Time Media, LLC

SEE WHAT **JUNG EXPRESS** HAS TO OFFER!

- 27 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 • TRACTOR TRAILERS

JUNGLOGISTICS.COM

800-597-4144

INDUSTRY OUTLOOK: The Future of Expedited Trucking

By Sean M. Lyden, Staff Writer

**EXPEDITE
NOW**
MAGAZINE

INDUSTRY

What is the state of the expedited trucking industry today? What are the key trends to watch that could impact your business? What does the future hold?



EXPEDITE OWNER OPERATORS

Contracting Straight Trucks and Tractor Trailers

Sign-on Bonus



These are some of the questions that industry experts addressed to a packed house of fleet owners, owner-operators, and drivers on the final day of Expedite Expo 2018 in Lexington, Ky.

The 10 a.m. special event on "The Future of Expedited Trucking" was moderated by Sean Lyden with Expedite Now magazine and featured panelists who offered unique perspectives on the industry, including:

John Elliott, chief executive officer for Load One LLC, an expedited trucking carrier headquartered in Taylor, Mich.

Ellen Voie, president and chief executive officer of Women in Trucking,

a national organization that encourages the employment of women in the trucking industry.

Stu Sutton, CEO of Full Circle TMS, a Toronto-based transportation management software firm.

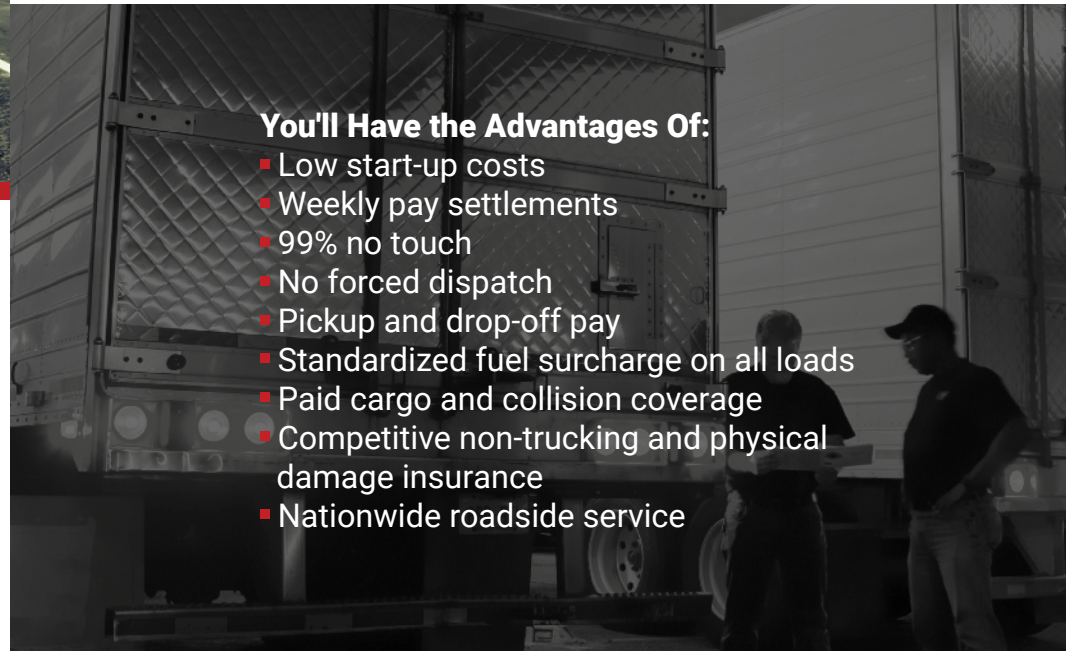
HERE ARE SOME HIGHLIGHTS FROM THE CONVERSATION.

ON THE STATE OF THE ECONOMY...

"The economy is hitting on all cylinders which is increasing demand for your services," said Stu Sutton with Full Circle

You'll Have the Advantages Of:

- Low start-up costs
- Weekly pay settlements
- 99% no touch
- No forced dispatch
- Pickup and drop-off pay
- Standardized fuel surcharge on all loads
- Paid cargo and collision coverage
- Competitive non-trucking and physical damage insurance
- Nationwide roadside service



XPO

www.xpo.com ■ 866-857-4546

Quality Service
FAST!



RELAX

While you wait!

**LARGE
Service Bay**



We accommodate ANY size Sprinter!

Present this Coupon for

25% OFF
ANY SERVICE

No Limits, No Exclusions Through September 30th!



SPRINTER
of Fort Mitchell

Dan Tilley, The Expediter's Expediter
dtalley@mbfm.com (888) 388-9312



**ENOUGH ROOM
FOR THE BIG LOADS!**

CALL TODAY! 888.661.5758

2100 Dixie Hwy ▪ Fort Mitchell, KY 41011
Exit #188, just 5 minutes south of downtown Cincinnati!

MORE: EXPERTISE.



Frankie Hill
TECHNICIAN

TA #148, Commerce City, CO

To Get You Rolling.

Highly-trained ASE and
TIA-certified technicians.

All major tire brands serviced roadside.

GOODYEAR MICHELIN BRIDGESTONE Continental YOKOHAMA
Firestone GOODYEAR BFGoodrich KELLY TIRES ROADMASTER TIRES DAYTON

TA TRUCK SERVICE

ROADSQUAD

YOU BREAK DOWN. WE SHOW UP.

800-824-SHOP

Some restrictions may apply. See Truck Service Advisor for details.

Visit ta-petro.com or find us on



TA
Nasdaq Listed

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.

The Best Opportunity in Transportation for Everyone

Real Opportunity. Real Support. Real Service. Real Success.



Supporting Straight Trucks, Tractors & YOU!

No other company brings together the people and resources to create programs, services and opportunity to help contract drivers and owner-operators succeed like we do. Let us support you and your business, so you NEVER STAND ALONE.

ES is proud to be a supporter of the 150 Woman-Owned Business Challenge.
We have helped 50 women to become business owners in 2018.

ES Has Helped Create
50 WOMEN
OWNED
BUSINESSES
In 2018 & We're Still Growing

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

PTO
A Real Path to Ownership **Never Stand Alone®**

Check out POD Testimonials at expediterservices.com



TMS. "I don't see it slowing down for next six months or so."

John Elliott with Load One said that he sees the economy remaining strong for the next 18 months. But he expressed some concerns.

"You look at demand right now for new vehicles which is through the roof. If you order a new truck, you're going to wait six months or so," says Elliott. "Which is all nice, but three to four years from now, when the trade cycle rolls through, the used truck market is going to get flooded with a lot of equipment. And that's the kind of thing you think about as a fleet owner—how you stagger your timing."

WHY IS THAT IMPORTANT?

"The wave always comes back to haunt us. All of a sudden, a truck you think is worth \$80,000—but now that the market is flooded—is worth \$60,000," said Elliott.

SO, HOW SHOULD EXPEDITERS CAPITALIZE ON THE STRONG ECONOMY?

Elliott offered this advice: "As good as things are, bank the extra. Pay down extra while you can because you don't know what's going to come. Many things are going on globally that could bring things to a screeching halt."

ON HOW TECHNOLOGY IS SHAPING THE FUTURE OF EXPEDITING...

"Go to the trade shows," said Ellen Voie with Women in Trucking. "It used to be

about the equipment, but now it's about the technology."

She said that a focus on technology could attract more millennials into the industry.

"People ask me all the time, 'How do you get millennials into the industry?' First of all, we don't show millennials how sexy this equipment is. Show them the inside of a truck. We don't show the rest of the world how cool these vehicles are. If we did a better job of that, I think we would bring in more millennials."

Technology is also a key to drawing more women to the industry because it's making the vehicle safer," said Voie. "Women demand a higher level of safety. They will leave a company if they don't feel the company cares about their safety."

Sutton's outlook: Technology will change; you better embrace it. In the next three to five years, you're going to see some interesting advances."

Sutton said that he also expects to see fully autonomous trucks become commercially available in his lifetime.

While Elliott agrees that semi-autonomous vehicle safety systems will continue to become more prevalent, he's a "little bearish" on the future of fully autonomous trucks, saying that there are still a lot of hurdles to overcome to make the technology ready for prime time. And one of the most significant obstacles is public perception.

As Elliott put it, "I think it's going to be a long time before the American public says, 'Yeah, I'm willing to have an 80,000-pound semi next to me on the road with nobody in it.'"

OWNER OPERATORS NEEDED!

- CARGO VAN, SPRINTER AND STRAIGHT TRUCKS
- CLASS A & B CDL TEAM DRIVERS WANTED
- DISPATCHERS NEEDED AT OUR INDIANAPOLIS, IN LOCATION

omadaworldwide.com



OMADA
WORLDWIDE EXPEDITE INC

888.804.1436

ON THE IMPACT OF DRONES ...

"Keep an eye on drones," said Elliott. "There are drones now that can haul 50 pounds and go 300 miles. As a van driver, that would be concerning. They're going to figure out a way to build networks and commoditize [drone services]—maybe in the next 10 to 15 years.

ON THE IMPACT OF 3D PRINTING ...

With 3D printing, automakers can "print" parts on demand. And as the technology becomes more proficient and cost-effective, this could have significant implications for the expedite industry that does a lot of business in the automotive sector.

"Every Ford plant has a giant 3D printer that can make a part," said Elliott. "Now you don't have to expedite a part from California to Missouri."

ON THE IMPACT OF POTENTIAL TARIFFS AND "TRADE WARS" ...

"Tariffs are going to have only a small impact on the U.S. GDP (gross domestic product)," said Sutton. "[The manufacturers] still need to move parts. Whether you're moving goods from Mexico and Canada into the U.S. or from the U.S., the movement of freight is still going to happen."

Regarding a looming trade war with China, Elliott offered this outlook: "Here's the reality. China will retaliate back and forth. We're China's number one customer. You can only piss your customer off so much. There will come a time that they would lose to win. And I don't think they will do that."

ON THE EFFECTIVENESS OF TRUCK SAFETY SYSTEMS ...

Do collision avoidance systems—such as lane departure warnings, automatic braking, and adaptive cruise control—cause more hassle than they're worth?

Said Elliott: "I'll tell you this. Rear end accidents were our number one accident as a company, as far as frequency. Every company vehicle we have equipped with [the collision avoidance system] over the past five years—we have not had one [rear end incident]. So that tells me, this technology works."

On the growth of women in the industry...

Ellen Voie with Women in Trucking said that while there has been progress with the growth of women in the industry, a lot of work remains to be done.

"People have asked me, 'Ellen, when will you be happy? When will you have enough women in the industry?' My answer: When it is no longer an anomaly for a woman to hop out of a truck—when people accept the fact that there are women in the industry and won't look at you like you have six heads [because you're a woman]." **EN**



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

SPRINTERS AND CARGO VANS NEEDED!

SINGLES & TEAMS WANTED

WE RUN EASTERN 30, PLUS TEXAS



WANT TO JOIN THE TEAM?

WHY NOT CALL CHRIS?
888.691.8304

NOW TAKING ON FLEET OWNERS!

\$.72
for Cargo Vans

\$.77
for Sprinters

TRACTORS!

- Better lease-purchase
- No money down, sign and drive for those who want a new truck
- Baseplate program
- Singles and teams wanted

1500-2500

Average Weekly Mileage

ALL STATE EXPRESS
EXPEDITED SERVICES
When Time Matters

Apply online @ allstateexpress.com/business.php
or email recruiting@allstateexpress.com

888.691.8304



2018 HONOREE
ROLAND BOLDOC
FEDEX EXPRESS

2018 HONOREE
CAROL NIXON
OWNER/OPERATOR

2018 HONOREE
INGRID BROWN
ROLLIN' B LLC

2018 HONOREES
DANNY & CINDY GEORGE
U.S. XPRESS INC.

Professional Truckers

DRIVE OUR COUNTRY.

HURRY! NOMINATION MUST BE SUBMITTED BY **SEPTEMBER 30!**

**★ CITIZEN ★
DRIVER**

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 — just be sure to **submit your nomination by 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're looking forward to meeting the nominees who drive our livelihoods — and our country.

NOMINATE A DRIVER AT

TA-PETRO.COM/CITIZENDRIVER



Visit ta-petro.com or find us on



TA
Nasdaq Listed

RISKY BUSINESS:

4 Insurance Mistakes Owner-Operators Should Avoid

By Sean M. Lyden, Staff Writer

EXPEDITE
NOW
MAGAZINE

BUSINESS

When you got into the expedited trucking business, you had visions of all the exciting possibilities if things went according to plan...



You're the one calling the shots, earning good income, traveling the country with your spouse.

But, of course, not everything goes according to plan, right? Murphy's Law kicks in. You're involved in a crash. The cargo gets stolen. Your carrier goes out of business.

So, when "stuff happens," how can you ensure you're prepared to handle it to keep your business dream alive?

That's where commercial trucking insurance comes in. And if you're new to the industry, you may not be aware of common insurance mistakes expeditors make that eat into their profits, sideline their trucks, or even put their business in jeopardy.

Expedite Now recently spoke with Shelly Benisch, founder and CEO of Commercial Insurance Solutions (CIS), who recommends that expeditors avoid these four mistakes.

MISTAKE #1: THINKING LIKE AN EMPLOYEE VS. BUSINESS OWNER.

"Many owner-operators don't think about shopping their insurance because they're still thinking like an employee and not like a business owner who looks for opportunities to cut costs and grow profit," says Benisch.

How does an employee mentality hold you back?

CONTINUED ON PAGE 30

ExpediteNow.com

TAKING CARE OF BUSINESS DRIVERS



At Bolt, we listen to our drivers and respond with the extras they deserve. From our great family atmosphere to the comfort features added to our trucks – our drivers are important and they know it!

- Average 3,000 miles per week Midwest to Laredo, TX corridor
- Medical/Dental/Vision Insurance
- Late model Volvos with APUs, refrigerators & more!



BOLT EXPRESS

866-485-6932
BOLT-EXPRESS.COM

Think about it. When you're an employee, you're conditioned to look to your employer to cover most of your professional and even some of your personal insurance needs. And it's easy for owner-operators—especially those who are new to the business—to think of their motor carrier as if it were their employer. So, if that carrier offers insurance and automatically deducts the premium from their settlements, they'll often accept that plan by default, not thinking there were other options available.

"Owner-operators should shop every aspect of their expenses, including their insurance," says Benisch. "But too often, they don't realize that if they have strong credit, they're likely to be better off getting their own plan vs. sticking with a company plan. In some cases, the company plan might be a better fit. The key is to, at least, shop your insurance to find out—and that's thinking like a business owner."

MISTAKE #2: OVERLOOKING POTENTIAL COVERAGE GAPS

Suppose you stay with the "company plan" through your motor carrier. What happens to your insurance when you want to change carriers? That's a potential coverage gap that owner-operators tend to overlook until after the fact, says Benisch.

"The problem is that if the lease is canceled from the first motor carrier and you don't have something in place with the second carrier, you're literally stuck," says Benisch.

How can you avoid this?

You can prepare by getting your contracts ready with the new company before leaving the current carrier.

But sometimes a breakup with a carrier doesn't go that smoothly. "You have those situations where the owner-operator has a

fight with their carrier, and they just split up right there," says Benisch. "And now you're stuck; you don't have insurance. But if you have your own insurance policy, you still have non-trucking liability to drive wherever you need to while you're going from one company to another."

This is just one example of a potential coverage gap. In some cases, gaps are caused by overlooking the differences between the minimum insurance requirements for FMCSA and what you actually need to have in place to haul freight in expediting. So, work closely with an your agent to identify any potential gaps so you're not blindsided down the road.

(For more details, see fmcsa.dot.gov/registration/insurance-requirements.)

MISTAKE #3: MISUNDERSTANDING HOW THE VEHICLE IS VALUED

Commercial trucking insurance policies are typically based on "stated value" and not "agreed value"—and that's a distinction some expeditors overlook that can lead to unpleasant surprises later.

What exactly is the difference and why does it matter?

Stated value: This is the value that you provide to the insurance company. When you make an insurance claim, the insurance company looks at your stated amount in the policy and the actual cash value (ACV) of your vehicle—at the point just prior to the accident—and pays whichever is less.

Agreed value: This is the amount you and the insurance company have "agreed" to be the value of the vehicle when you sign up for the policy. So, in a loss event, the insurance company guarantees to pay the full agreed upon value set in the policy.

CONTINUED ON PAGE 32
ExpediteNow.com

The E-zine for Expedite Truck Owner Operators!

The Keys to Success



1 Your Truck

Our People

2



3 You!

Expediter Truck Sales helps you unlock the door to future success with Real Trucks, Real Programs and Real Opportunity.

Contact us today to see why more transportation professionals rely on Expediter Truck Sales for the best value in late model trucks than anyone else in the industry.

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

EXPEDITER TRUCK SALES

The Real Expediter Truck Sales

www.expeditertrucksales.com



PTO
Path to Ownership



Expediter Truck Sales
is supported by
EXPEDITER
EQUIPMENT FINANCE



So, why does this distinction matter?

Some expeditors assume that they're insurance is based upon agreed value, when it's really the stated value. So, they'll overvalue their vehicle on their insurance policy—and pay a higher premium as a result—thinking they'll get more money back.

Benisch says this mistake occurs more often with owner-operators with lower-priced used vehicles than those with newer straight trucks where the value is easier to determine.

"You see some folks where the vehicle is only really worth \$10,000 but they're insuring it for \$15,000 thinking, 'Well if anything happens, I'll cash in the extra \$5,000.' It just doesn't work like that."

MISTAKE #4: NEGLECTING THE IMPACT OF CREDIT ON INSURANCE COSTS.

"Some owner-operators don't understand how their credit history affects their cost of

insurance," says Benisch. "It impacts your rates and down payment required. But this isn't just an expediting thing. Credit affects all your insurance—homeowners, personal auto, and so forth."

The idea here is that if you've experienced financial challenges that have brought down your credit score, it's not the end of the story. When you're aware of the impact of your credit on your business costs, like insurance, you'll be more likely to develop—and act on—a plan that puts you on a stronger financial footing to raise your credit score...and, ultimately, lower your insurance costs.

THE BOTTOM LINE

When structured properly, your insurance policy can give you greater confidence and peace of mind that you're covered in the event that Murphy's Law kicks in. So avoid these mistakes by working closely with your insurance agent to craft a policy that fits your business needs and budget. **EN**

DRIVE. EXPEDITE. NOW.

Make More Money

#StraightTrucks
#Tractors
#Sprinters

Search over **1000**
Expedite Trucking Jobs

expeditersonline.com

EXPEDITERS
ONLINE.com®



TST Expedited Services knows the marketplace, for more than 35 years we have aligned with the right customers to meet your independent expectations. Our owner operator compensation package, along with huge discounts in fuel purchases and an excellent rewards program, only begins to tell the story for our hundreds of successful long term owner operators. We have the business to support your investment.

Now hiring Owner Operators - Call David today!



TST Expedited Services

WOODHAVEN, MI

888.399.4878

WWW.TST911.COM



GIVE **YOUR CAREER** THE
ULTIMATE ADVANTAGE



**COMPLETE LOAD VISIBILITY
AT YOUR FINGERTIPS**



**UP TO THE SECOND INFO
ACROSS ENTIRE NETWORK**



**PROVIDES IMPORTANT
PREDICTIVE ANALYTICS**



**THE MOST POWERFUL TOOL
TO EVER HIT THE
EXPEDITE INDUSTRY!**



Enhanced load status updates



View settlement information



Upload paperwork



Monitor Hours of Service



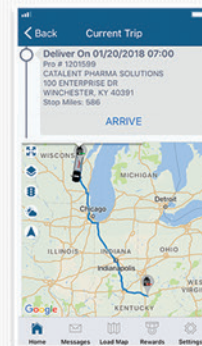
Mapping information



Weather information



Message directly with Load One



www.Load1.com (800) 506-4422



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

OWNER/OPERATORS 888-897-8841

Solo & Team Straight Truck OO
888-733-0712

Teams with 53' REFR Trailers
888-699-5884

Tractor driving opportunities
888-498-2256

Established Straight Truck
Teams
888-887-4828

SE Michigan Tractor OO - dry
van
888-404-2218

Cargo Van O/O Welcome
888-829-3387

CLASS A CDL DRIVERS
WANTED!
888-249-9038

TEAM Drivers for Straight Truck
Fleets
888-249-9028

OO Tractors Straights \$5000
sign on Bonus
888-513-0462

CLASS A DRIVERS OUT OF
IN & TN
888-565-7103

Team Straight Truck Company
Drivers
888-733-0712

CLASS A SOLO COMPANY
POSITIONS!
888-565-7103

Lease Purchase a Tractor-
Trailer
888-249-9028

Sprinter Van O/O Welcome
888-829-3387

Straight Truck OO
888-887-4828

Owner-Operator Expedited
Reefer Teams
888-699-5884

OTR Drivers for Straight trucks
888-513-0462

OTR O/O WANTED
888-249-9038

Tractors - Cleveland, SE Mi,
Midwest
888-404-2218

Tractor Owners
888-498-2256

FLATBED DRIVERS
888-897-8841

Class A Drivers Midwest To
Laredo
888-733-0712

Straight Truck Drivers
888-498-2256

Sprinter Van Owner Operators
888-249-9038

Straight Truck Teams with
REFR Unit
888-699-5884

Straight Truck O/O (Singles or
Teams)
888-829-3387

FLEET OWNERS
888-897-8841

Straight Truck Owner Operators
888-249-9028

Established Tractor Teams
888-887-4828

Owner-Operators- Flat Bed
888-513-0462

Straight Trucks - Teams and
Solo
888-404-2218

Owner/Ops - Straight Trucks
888-513-0462

Straight Truck Drivers
888-498-2256

Expedited Team Reefer OO
888-699-5884

TRACTOR O/O -Toronto &
London/Windsor
888-404-2218

OWNER/OPERATORS
888-897-8841

Tractor Solo OO -
3000 miles/wk
888-733-0712

Straight Truck TEAMS Owner
Operators
888-249-9028

Straight Truck Owner Operators
888-887-4828

SPRINTER VAN OWNER
OPERATORS
888-249-9038

DOD TRACTOR TRAILER
TEAMS
888-498-2256

Straight Truck Owner Operators
888-887-4828

OO - Straight Trucks - Teams,
Solos
888-733-0712

Straight Truck Owner Operators
888-699-5884

CLASS A CDL OWNER
OPERATORS
888-249-9038

Straight Trucks - Teams and
Solo
888-404-2218

OO - Truckload
888-513-0462

Classifieds

PLACE YOUR AD BY CALLING • 859-746-2046

TEAMS WANTED

We have an immediate need for an Established Team. We have an immediate need for a team for of our 2017, 2018, & 2019 trucks. We have a fleet of Freightliner M2-112s, with a DD-13 power plant paired with a fully automatic transmission.

Adam 419-297-3773

TEAM 'HOUSE' 144' TRACTOR XPO EXPEDITE, DIRECTV - Newer 2015 Volvo VNL780 tractor with a GORGEOUS loaded 144" ARI Sleeper for a Class A CDL, WELL-ESTABLISHED TEAM COUPLE.

Beverly 419-410-2800

Looking for experienced FedEx Custom Critical White Glove T-Val Reefer teams (same household couples). GENEROUS SIGN-ON BONUS OFFERED! Our fleet includes D unit straight trucks with 96" sleepers loaded with all the comforts of home.

Chris 704-881-3782

We are looking for an experienced team to drive a 2014 FREIGHTLINER CASCADIA, TVAL Class 8 truck, with Bolt 100" Sleeper. Has all the goodies; Our company runs with FedEx CC WG and Landstar Express America, expediting experience preferred/

Bill 248-930-8827

FEDEX CUSTOM CRITICAL WG TVAL TEAM

You will need a Class B license and Hazmat endorsement - previous Expedite experience preferred, Our trucks are Freightliner Cascadia, 22' reefer box, DD13 Detroit engine, fully auto with lots of bells and whistles for your comfort.

Edward 704-881-3782

Team Wanted for NEW 2018 Freightliner FedEx Custom Critical Straight Truck. Unit is fully loaded, C Unit, Tval truck, with 120" SLEEPER with full bed in the back and extra bed on side wall up high, kitchen, SHOWER/POTTY.

Charles 812-280-0938

DRIVER WANTED

Owner Operator looking for SOLO CDL driver: up to 0.70 cents/ mile SOLO depending on Experience/evaluated during test drive stable pay; -weekly up to 3000 miles; rates paid are on all miles

Natalia 828-335-6407

Class A or Class B driver - You drive our equipment we paid by the mile off the odometer we pay once a week 1099 form we Drive Midwest East Coast south east and south.

Camille 715-216-8498

Universal Expedite Inc. has a driver opening for an Extended Cargo Van with 65/35 split PLUS WEEKLY BONUSES!!! Come drive with a fleet that is continually expanding, and dispatches loads under their own authority.

Joseph 708-359-3435

Team or Solo Driver Opportunity - Looking for a team or solo driver. I have a 2014 RAM PRO MASTER that is contracted with BOLT Express available immediately for an honest, dependable, hardworking driver with a positive attitude. A little experience is helpful, but I am willing to train.

Keith 248-826-7555

Now taking applications for an honest individuals or team to drive a Sprinter 2500. Must meet D.O.T regulations and be able to pass a drug screen and physical. We will pay 35-40% to driver to start, AND WE PAY THE FUEL.

Robert 219-924-2596

Straight Truck Teams and Tractor Teams Needed - Husband/Wife, Family, Friends - Great compensation package Fuel surcharge No upfront money required. Straight Truck Drivers must carry, at the least, a clean and current CDL Class B license. Tractor Drivers must carry a clean and current CDL Class A license.

Carson 888-255-5955

EXPEDITE TRUCKS FOR SALE

2015 Freightliner CA 113 DR Unit Detroit DD 13 410 hp Eaton 10 speed ultra-shift Engine Brake 413 k mile s 96" Custom Sleeper, loaded 22' Reefer van Body, Includes White Glove Equip Thermo King T 880 R Reefer unit Carrier Comfort pro APU Palfinger Lift gate Lift axle All New Rubber New DPF Filters Complete service done Two Tool Boxes

Brandon 888-881-1872

New 2016 Freightliner M2112 - 370hp DD13, Aluminum wheels, 100" bolt custom sleeper, dinette, sink, fridge with separate freezer,

Jim 888-619-9172

2013 Freightliner Cascadia 113 Expediter with a 72 inch Raised Roof Sleeper. Detroit DD13 engine and an Allison automatic transmission and APU unit. (Expediter, Expeditor, Expediting, Dry Van) Jason 888-258-7795 Under CDL, 2014 Freightliner M2 106 Cab & Chassis, 330 Horsepower, 9.0L Cummins, Automatic, 26" Frame, Power Divider Lock, Differential Lock, 6,097 Engine Hours,

John 888-556-4089

2013 Freightliner Cascadia 113 Expediter with a 72 inch Raised Roof Sleeper. Detroit DD13 engine and an Allison automatic transmission and APU unit. (Expediter, Expeditor, Expediting, Dry Van)

Jason 888-258-7795

2013 Freightliner Cascadia 113 (NOT FOR LEASE PURCHASE) Automatic. 72" High Rise Dbl Bunk Miles: 661400 \$29,900 OBO

Sheri 517-673-4569

Dry Freight Cargo Box on Freightliner Cascadia Class 8 Tractor! 72" factory sleeper with double bunks for team operation. This truck is ready to go to work with fresh PMs completed before you take delivery! Fleet Owned and Maintained Some with balance of factory warranty Extended Warranty Available

Jason 877-349-9303



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"/> 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"/> Roadrunner Expedite	888-565-6586	ST TT TS CV SV
<input type="checkbox"/> Tri-State Expedites Service	888-245-4325	ST TT TS CV SV
<input type="checkbox"/> TST Expedites Services	888-796-5699	ST TT CV SV
<input type="checkbox"/> XPO Logistics	866-857-4546	ST TT TS CV SV

FIND MORE TRUCKING JOBS @



FYDA FREIGHTLINER

Where "The Customer is First"



EXPEDITERS

INNOVATION | QUALITY | TRUST



Maximize your business productivity and your bottom line in an Expediter from Fyda Freightliner.

We carry the largest selection of new and pre-owned Expeditors in the USA. Let us help get you on the road now!

EXPEDITOR TRUCK SALES

FROM THE MOST EXPERIENCED PROFESSIONALS IN THE INDUSTRY

Call Today (614) 851-0002

www.fydafreightliner.com

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