

THE INSURANCE ZONE: WHY DO UNDER 10K GVW UNITS CARRY \$1 MILLION LIABILITY? PAGE 20

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Volume 13, Issue 5

## TRUCKING JOB DIRECTORY

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### expedite expo16

### RECAP:

Expanding Your Knowledge  
- and Network - to Win in  
Today's Freight Market

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Q&A: **SPRINTER**  
of Fort Mitchell

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PUBLISHER Q&A

**Q&A.**

By Lawrence McCord, Publisher

## ***SPRINTER*** of Fort Mitchell

Hailed as the king of service and one of the best Sprinter dealers in the entire United States, we speak with Dan Tilley to discover what's the secret to success at Sprinter of Ft. Mitchell.

### **Tell us about yourself and your background?**

I have been involved in the expediting business for more than 20 years: driving a van, operations manager for a load board, selling trucks and vans exclusive to expeditors. I know the business and understand the lifestyle and understand the importance of having the right equipment. I don't put clients in a vehicle that does not give them the best opportunity to make money. Many times these expeditors come to me in a

van that they purchased elsewhere and not equipped correctly or the wrong size van. Because of the experience I have we also keep in stock vans with sleeper conversions in them. Most often we have more than 50 vans in stock.

### **How long have you been with MBFM?**

I have been here since March of 2014. I wanted to move back to KY to be closer to family. MBFM had just opened in late fall of 2013 and they were looking for someone who knew Sprinter products and would exclusively sell the commercial vans.

### **Give us a little history about MBFM?**

MBFM opened in the fall of 2013 and

CONTINUED ON PAGE 8  
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## Q&A SPRINTER OF FT MITCHELL

CONTINUED FROM PAGE 6

with our location on I-71/75 we are in a prime location to cater to expeditors. We have a large lounge area and drinks and snacks. If your van is in for service you can hang out here. If you have a major break down in your Sprinter we will give you a loaner van to use while you are in for service. No other dealer has this available. You can keep making money while you are in for service. We have 6 sprinter techs available six days a week. We keep a large selection of parts in stock so you will not have much waiting time.

### **The Sprinter van still seems to be the popular choice among expedite owner operators, even with other options available today. Why?**

The Sprinter is the best choice because of its proven track record, the longevity of the vehicle, the fuel economy, and the fact that safety is HUGE with Mercedes Benz. I can show you pics of wrecked Sprinters and if you were in another brand you are not walking away. I currently have two clients who were driving Sprinters and were hit by other vehicles and the vans were totaled. One was head on and one was hit on the drivers side and rolled four times. Both walked away sore but no major injuries.

### **How does your sales and delivery process work? (i.e. how long does it take?)**

Our process is simple and transparent. We keep vans in stock and if you need it today we have them in stock.

### **Besides Sales what else does MBFM offer?**

Our service department is first class

with six Sprinter techs available six days a week. We keep more than 1 million dollars in Sprinter parts in stock. If you need it we probably have it in stock.

### **Who are your typical expedite customers?**

Those who have many years in the business and repeat buyers. Some are retired and looking for second career and some are new to trucking and looking for new career with freedom

### **We are into the 3rd Quarter of 2016. What kind of freight volumes do you expect the remainder of the year.**

I think the freight volumes will be steady thru the end of the year. It seems in an election year that freight is a little slower. After the election it will pick up.

### **What's next on the horizon for MBFM?**

We plan to continue to keep vans in stock, and to look for ways to make the life on the road more comfortable and affordable.

### **Anything else you'd like our readers to know?**

Why would you buy a van to expedite from someone who does not understand the lifestyle of an expeditor? We are the expeditor's expert at the expeditor's exit. **EN**

**For more information, See Dan Tilley at Sprinter of Fort Mitchell on I-75, Exit 188 in Ft. Mitchell Kentucky, or phone 888-661-5758!**

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RECAP:

EXPANDING YOUR KNOWLEDGE  
- AND NETWORK - TO WIN IN  
TODAY'S FREIGHT MARKET

By Sean M. Lyden, Staff Writer

When the trumpet player sounded the traditional Kentucky Derby call at 9:00 a.m. on July 15, at the Lexington Center in Lexington, Ky., the 16th annual Expedite Expo was off and running - a "race" packed with education, networking, and entertainment. And it finished strong the next day with a driver appreciation BBQ at 4:00 p.m.

CONTINUED ON PAGE 16  
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Launched in 2001, Expedite Expo has been the only trade event focused exclusively on the expedited trucking industry, attracting thousands of attendees and exhibitors across North America. In addition to learning about the newest trucks, products and business potential from every major industry category, truckers also gain numerous networking opportunities to make lasting connections with people who can help them succeed in the business.

This year was the first at Lexington Center for Expedite Expo, which had been held at the Roberts Convention Centre in Wilmington, Ohio, for the past decade.

While overall attendance for this year's show was off from previous years, the quality of attendees was higher, says Lawrence McCord, chief executive officer of On Time Media, the producers of Expedite Expo.

"Our show is the industry show. And with the freight market soft right now, the Expo is a mirror of the industry -- with participation as a direct reflection of the market," says McCord. "But the attendees this year were the best quality of people we have had at the show. Most of them were serious about the business, who came with the right questions. And it seemed that they were a good match for many of the product and service exhibits. This was a very high-caliber group of owner-operators, fleet owners and drivers."

## Here are some of the Highlights from Expedite Expo 2016.

### Education

Whether you're new to expediting or have been in the business for years, there was a workshop for you. Attendees learned from veteran expeditors and industry experts about a wide range of topics, from the basics of getting started in expediting, to buying a truck, to purchasing fuel more intelligently (and cost-effectively), to navigating the impact of the new electronic logging device (ELD) mandate on expeditors, to starting a new trucking company.

The second day of the Expo featured a roundtable discussion lead by Ellen Voie, president and chief executive officer of Women in Trucking, a national organization that encourages the employment of women in the trucking industry. Voie brought together a panel of five successful female expeditors to share their personal stories and insights on the unique challenges and opportunities for women in expedited trucking today.

One quote by Tom Evans, a long-time owner-operator and fleet owner with his wife Tina, captures the essence as to why education is so important to the expedite industry.

As one of the speakers for the "What You Need to Know Before Getting into

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Expedite Trucking” workshop, Evans was asked by an attendee, “Why are you here? Are you getting paid to speak? What do you get out of this?”

Evans’ answer drew loud applause from the nearly 100 people in the room.

He said that no, he and Tina were not being paid to speak at the Expo. They’re purpose: “We’re here because we’d like to see more quality, more prepared people get into this business,” says Evans. “Because the more we saturate the market with people who just want to make a quick buck, they’ll take any load at any rate and that drives the market down for everybody. It’s to everybody’s benefit to educate you as much as we can to prepare you to come into the business, where you understand your expenses and realize what it costs you to run down the road, so when you’re signed on to your carrier, it helps boost the rates and the market back up for everybody.”

It’s that type of candid interaction that you would find in many of the workshops the Expo, where you’re able to learn from, meet, and speak with other drivers, owner-operators, and fleet owners, who are in the trenches, actually doing the work and finding innovative ways to succeed.

As Joey Slaughter, owner of Blue Ridge Transport LLC, put it succinctly in his recap of Expedite Expo 2016 in Team Run Smart: “I know of no other truck show that allows and promotes access to the actual drivers doing the job. Traditional truck shows emphasize equipment and

products, but the Expedite Expo focused on people.”

## Exhibits

Imagine you could have just about every resource you would need to help you succeed in expediting -- all under one roof. That’s the Expo exhibit hall in a nutshell.

Attendees got to see -- and touch -- the latest trucks and custom sleepers, with opportunities to get their questions answered by experts from Expediter Services, Stoops Specialty Trucks, Middle Georgia Freightliner, Fyda Freightliner, Premier Truck Group of Knoxville, Kentucky Freightliner-Western Star, and Bolt Custom Trucks and Manufacturing.

And for expeditors interested in running cargo vans, there were several van providers to meet with, including Tafel Motors, James Motor Company, and Sprinter of Fort Mitchell.

The exhibit hall also offered the opportunity and convenience for prospective owner-operators to meet with recruiters from a wide range of carriers -- including Load One, Fed-Ex Custom Critical, Panther, Landstar, Premium Transportation Logistics, among several others -- to help them find the best fit for their business and lifestyle goals.

## Entertainment

But the Expo wasn’t all business; there were plenty of opportunities to kick back and have fun, as well. For example, on

CONTINUED ON PAGE 22

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## THE INSURANCE ZONE

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

### Why do under 10K GVW units carry \$1 Million Liability?

Arguments are certainly made that since FMCSA only requires Cargo Vans and Sprinters hauling across state lines to carry \$300K in Liability, why carry \$1 Million?

District Court S.D. Texas Canal v Williams Logging set a precedent that under 10K GVW units which were NOT listed on a Motor Carrier's policy were exempt from the MCS-90 promise to the public under the statutory exception for minimum weight.

So when a Motor Carrier promises Trucking for Hire limits of \$1 Million Commercial Auto Liability on an Acord Certificate of Insurance, it's reasonable for the shipper to expect that coverage is in place on all units hauling their loads.

It's up to that Motor Carrier to ensure that correct coverage IS in place on all units, and is not the responsibility of the company insuring the Motor Carrier.

So who pays when a \$1 Million Liability lawsuit occurs and the Independent Contractor carries \$300K or sometimes even state minimum, and there is a Cert out there promising shippers \$1 Million in coverage?

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## EXPEDITE EXPO RECAP

CONTINUED FROM PAGE 18

the first night of the Expo, there was Casino Night, sponsored by CIS, where attendees 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.

That's because there were over \$8,000 in prizes donated by supporters of Expedite Expo given out at Casino Night, with grand prizes including \$500 cash, a big screen TV, and a custom painting of famed triple-crown-winning race horse Secretariat.

Then there was the annual ExpeditorsOnline.com Drivers' BBQ the next day, after the show closed at 4:00 p.m., featuring a whole hog roast.

And when they weren't walking the exhibit hall, sitting in educational workshops, or visiting the nearby downtown Lexington restaurants, many attendees enjoyed "tailgating" in the acres of free parking outside the convention center, networking and sharing stories.

In a review of Expedite Expo on Facebook, Jason Hutchens writes, "What a amazing experience. A huge wealth of knowledge in one building. We will be yearly attendees from now on."

His wife and driving teammate, Heather Hutchens, agrees. "So much info for those looking to get into Expediting as well as those who are already in the industry. We had a blast!"

**Save the Date:** July 14-15, 2017

With Expedite Expo 2016 in the books, mark your calendar to attend next year's

show set for July 14th and 15th, 2017, at Lexington Center.

Says McCord at On Time Media: "Planning has started already on 2017. We have a few pages of recommendations and improvements. Onward and upward!"

### Drivers' Choice Winner



The Drivers' Choice Award, sponsored by Detroit Diesel, recognizes the "best truck" at the Expo as voted on by drivers. This year's winner was a 2017 Freightliner M2 112 with 100-inch Bolt Custom Sleeper, presented by Premier Truck Group of Knoxville and designed in a team effort by the truck's new owner Susan Medlin (with Medlin Expedited & Leasing LLC), Sandra Robinson (with Premier Truck Group of Knoxville), and Bolt Custom Truck. **EN**

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# expedite expo 16

## Pictorial Review



▼ Stoops Freightliner from Ft. Wayne, IN always brings the hottest new rigs, and this year, again, they did not disappoint!



▼ Many industry professionals stated that an experience at the Expo changed their lives for the better. That's certainly the best feedback we could have gotten, and makes it all worth it.



▲ Expedite Expo 2016 was held at the Lexington Convention Center in Lexington, Kentucky packing an area of almost 80,000 square feet and hosting nearly 100 industry exhibits.

▼ Everyone (and we mean everyone) looks forward to CIS Casino Night as a chance to have a great time, relax, and network... but not exactly in that order!



▼ Both new and long-time exhibitors say that the Expo was an excellent opportunity to speak and spend time with industry professionals.





## V3 Transportation Marks Move Into New Headquarters & Focuses On The Future



The Open House event held by V3 Transportation on August 5, 2016 was more than a celebration to mark the move into the company's new headquarters located in Seville, Ohio. The event, which included elected officials and community leaders from the local area, served as the latest milestone in the rapid growth of an expedited carrier that began its operations in the first quarter of 2013 with two laptops and two cell phones.

In a little more than three years, V3 Transportation has developed into an award-winning organization currently employing 48 professionals within operations, customer service and other office positions to support its fleet consisting of 153 trucks featuring 192 top professional expedited drivers. By the end of 2016, V3's leadership projects that the company's fleet of sprinter vans, straight trucks and traditional truckload tractor-trailers will reach an overall level of 200 trucks.

The growth of the V3 fleet and staff has been fueled by an expanding customer base. V3 currently serves seven industry verticals, working with automotive, heavy truck, chemical, consumer products, retail, logistics and entertainment.

The Ohio headquarters facility has been strategically located as V3 has developed strong customer base within the northeastern part of the state. However,



the company is continuing to expand its presence in across the Midwest, Southeast and East Texas markets along with recent growth in the Western 11 states. And this week, company officials disclosed plans during a press call with transportation media outlets that they are looking to develop expedited international through Mexico.

V3 has achieved a year-over-year growth rate of at least 100 percent during the company's three years of operation.

"This entire week has been a celebration of the hard work that our entire team has done over the past three years," said Bob Poulos, CEO of V3. "The dedication of our staff, our fleet owners and our drivers has allowed us to establish a respected reputation as a reliable expedited carrier and it has allowed us to build strong working relationships with great customers."

"While the Open House has allowed us an opportunity to look back at where we came from and what we've done over the past three years, we're focused on what's ahead," he added. "We believe the move into our new headquarters facility will perfectly position us to meet the needs of our customers, our staff and



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## V3 TRANSPORTATION

CONTINUED FROM PAGE 28

our professional drivers on the road in the years ahead.”

While the Open House celebrated of V3’s move into the new headquarters facility in Seville, the company’s latest milestone moment also displayed V3’s commitment to the Northeast Ohio area and to quality jobs.

Along the purchase of the property, V3 commissioned the renovation of the existing facilities with an initial investment of more than \$650,000. The building renovations include updates to over 10,000 square feet of office space and changes to more than 6,000 square feet of shop space.

By contrast, the company’s previous headquarters’ location in Brunswick, Ohio, was limited to 3,500 square feet. With the additional space secured as well as room to grow through future construction on the acquired property, V3 can move ahead with plans to expand the company’s office staff. Over the next three years, V3 will be looking to add 38 office employees, delivering an even greater economic impact to the area economy well into the future.

“We took the time to plan for both our immediate needs and our long-term needs to address the future growth of the company,” said John Sliter, President of V3. “Our renovations to the building have been focused on creating a great work environment for our staff and home away from home for our drivers. We believe in building lasting relationships with all our people and the planning that went into the renovations is an extension of that philosophy.”

The headquarters will serve as home to Operations, Customer Service, Driver Recruiting and back office functions as well as the home base for the company’s Executive Team. V3’s drivers will have a driver’s lounge with big-screen television, a kitchen area and wireless Internet access. The drivers’ area also features laundry facilities. In addition, V3 has built a large orientation area that can accommodate up to 20 new drivers in a single class.

“We believe in building strong relationship with our professionals out on the road,” said Sliter. “We want the professionals driving for V3 to feel welcome at our headquarters because they are a very important part of the V3 family. They go the extra mile for us and we wanted to go the extra mile for them in the facilities we set up for them in our home office.”

In January, Sliter was named as an Innovator of the Year by Heavy Duty Trucking Magazine for the support structure he and the V3 team have put into place for recruiting and retaining drivers. Meanwhile, in June, V3 was honored by Omnitracs as the Alliance Pro Company of the Year.

“It’s been a big year for us,” said Poulos. “It’s been gratifying and humbling to receive the recognition within the industry. We’ve tried to stay focused on what’s ahead by adding the right infrastructure and depth to our organization.”

Along with transitioning into a new headquarters, one of the bigger moves by V3 occurred in January with the addition of Craig Amato as a Partner and Senior Advisor with the company. Amato is the founder Panther II Transportation, Inc. and he led Panther as its CEO for 16 years.

“We consider Craig the ‘Godfather of Expedited Transportation.’ He was there at the very beginning,” said Poulos. “No one has the depth and the experience that Craig brings to the table in the expedited space. He’s been a great addition to our team.”

“I’ve been on the sidelines for years since I sold the business,” said Amato. “I’ve been approached with other opportunities and passed on them. But what Bob, John and their team have put together with V3 really stands out. They have bridged a long distance in a short period of time with this company. I believe the future is very bright for V3 and I’m proud to be a part of it.”

**For more information on V3 Transportation, please contact Steve Rose at 888-216.9671.**

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## Cargo Van, Straight Truck, Tractor

### Which is Best for Your Expedited Trucking Business?

If you're looking to become an expedite owner-operator, one of the most important decisions you'll make is the vehicle you'll drive. That's because your vehicle -- whether it's a cargo van, straight truck, or tractor-trailer -- determines which trucking carriers you can sign with, what size and types of loads you can take on, and ultimately how much money you'll be able to make (and keep).

But bigger isn't always better and cheaper isn't always more profitable. So, how do you decide which type is best for your expedited trucking business?

### Expediter Options

The starting point is to understand the distinctions between the three most common vehicle types used by expeditors.

### Cargo Vans

**Pros:** Lowest acquisition and operational costs; easy-to-maneuver.

**Cons:** Limited cargo space -- and income potential.

If you're considering becoming an expeditor but not ready to take the plunge and invest \$170,000 to \$200,000 for a new straight truck, a lower risk (and cost) option is an expedite cargo van. You can get into a fully equipped van for under \$70,000. And if it's rated under 10,001 gross vehicle weight, you can avoid many of the Department of Transportation (DOT) regulations, such as hours of service requirements, which add a lot of complexity and cost to your business. This is the ideal size vehicle if you're looking to haul freight that can fit into a van -- such as auto parts, overnight packages, or medical supplies and equipment.

But, when the freight market is slow, as

it has been for the past several months, owner-operators of cargo vans have been feeling the heat, as carriers tend to prioritize loads for expeditors who have made larger investments in bigger trucks -- to try to keep them from leaving.

### Straight Truck

**Pros:** The most common configuration for expeditors; large cargo area and sleeper options.

**Cons:** Six-figure purchase price; challenging for solo operators to run profitably.

A straight truck is the combination of the cab, sleeper, and cargo box all attached to a single chassis that's usually rated up to 33,000 lbs. gross vehicle weight rating (GVWR). This is the most common vehicle used in expedited trucking because while it's large enough to offer a comfortable-sized sleeping quarters for team drivers and plenty of cargo space for most loads, it's easier to drive for most operators than a combination tractor-trailer.

### Tractor-Trailers

**Pros:** The most flexibility with types and size of loads you can accept.

**Cons:** Highest purchase and operational costs; more challenging to maneuver, especially for new drivers.

A tractor is a heavier rated truck that pulls a separate cargo trailer -- typically 53-feet long -- instead of the cargo box being permanently mounted onto the truck. While a tractor offers the most options of all the vehicle types in terms of the loads you can haul, it also requires the highest costs to acquire and operate compared to straight trucks and cargo vans.

CONTINUED ON PAGE 36

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## VAN, STRAIGHT, OR TRACTOR

CONTINUED FROM PAGE 32

### 5-Point Checklist

So, how do you determine which of these three vehicle types is best for your business? Use this five-point checklist:

#### 1. Will you operate as a solo driver or team?

Your answer to this question will give you a clearer idea of how much truck your business will be able to support. As a team, you can switch drivers to keep the truck running, with fewer breaks. This means that teams can take on longer routes and deliver those loads faster than a solo driver, who must rest at required intervals to comply with hours of service regulations. So, although savvy solo drivers have found ways to run straight trucks or tractor-trailers profitably, they tend to be better suited for operating cargo vans. Teams have a built-in advantage over solo drivers in being able to run bigger trucks in a way that supports the costs associated with those vehicles.

#### 2. What is your timeframe for becoming an owner-operator?

If you're a solo driver looking to break into the business in a relatively short period, then a cargo van is the fastest way to go because of the lower price and down payment required. But most industry experts recommend that aspiring owner-operators should "test the waters" as a driver for a fleet owner to determine whether you even want to be in the expedite business -- before you make such a big investment in your own truck. Starting out as a driver also gives you the opportunity to try different vehicles to help you decide which is best suited to how you want to run your business.

#### 3. What is the carrier demand for the vehicle?

What vehicle types are the trucking carriers on your "short-list" looking for?

If you're considering buying a cargo van, how are other van owners doing with that carrier? Are they staying busy? The same goes with tractor-trailers. Ask owner-operators at those carriers to get a real-world perspective before making a final purchase decision.

#### 4. What is your comfort level with that size vehicle?

You can haul virtually any size and type of freight in a 53-foot trailer, which expands your options and revenue opportunities. But how much experience do you have driving tractor-trailers? How comfortable will you be operating a tractor on a day-to-day basis? Expedited loads can be stressful enough because you're often carrying high-value -- and even dangerous -- loads; you don't want to be overwhelmed by the size of your vehicle, as well.

#### 5. How much truck will your business be able to support?

The bottom line here is this: Will your business make enough money to support the size truck you're looking to buy? Run the numbers and have people in the industry "sanity check" your thinking because your financial future ultimately hinges on your decision on the size truck you buy.

### The Bottom Line

One factor that makes expedited trucking an attractive business opportunity is that it offers flexibility in the type and size vehicles you can operate, depending on your goals and budget. But, choosing the right vehicle for your business can be daunting, especially with the amount of money that's at stake. So, before you go "all-in," talk with smart people who know this industry and can help point you in the best direction for your unique goals and situation.



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## Long-time Large Fleet Owner Korey Walper Relies On Partnership With Fyda Freightliner

What makes a man's insight meaningful? What makes a man's insight hold weight? What makes a man's insight so respectable that you have to stop and consider adopting the same habits yourself? Experience and success. When a man has been honing a craft successfully for many years, it deserves a closer look.



Korey Walper is a Michigan man to his core. He comes from Michigan, he lives in Michigan, and to the dismay of his friends in Columbus, OH, he bleeds maize and blue from the University of Michigan. For over sixteen years, Walper has had his hands in the trucking industry, wearing many different hats and gaining substantial knowledge. He has steadily grown his Tri-State-backed fleet to over thirty trucks in just nine years. His business and his fleet have been models of sustained growth in the expedite market.

Walper began his trucking days working as a dispatcher at Ryder. From there, he took his talents to Air Ride where he served as a dispatcher once again. But in 2004, Walper took the plunge to go out on the road as an expedite driver. As was normal in that era of expediting, Walper bought a Ford E-350 and officially signed onto Panther in 2004 as a driver for the first time. For two years, Walper saw steady success, growing his fleet to five Sprinter and Cargo Vans.

As he paid closer attention to the

CONTINUED ON PAGE 42

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## FLEET OWNER KOREY WALPER

CONTINUED FROM PAGE 38

changing of the times in expedite, Walper began transitioning his purchases away from vans and into straight trucks. Simply put, that's where the money was. In 2006, Walper purchased his first straight truck and a year later signed on with Tri-State. While he saw the opportunity to grow this fleet, he still had not found that partner that he felt would put him over the top.

"In 2009, I was looking to take advantage of some slightly used trucks for pennies on the dollar." It was then that Walper first met Bobby Snyder from Fyda Freightliner. "He had a great deal at the time for M2 107 Freightliners." Walper was blown away by his experience with Fyda. Over the years, Walper has purchased over forty trucks directly from Fyda Freightliner and does not plan to change.

"Fyda is fantastic! They take care of everything we could want from a dealership." When asked about his experience with Bobby Snyder in particular, Walper boasted, "Bobby has the trucks spec'd perfectly and usually has them delivered to my door within a few days of our need." After being asked about how Fyda has affected his business, he stated, "The uniform spec and reliability has increased efficiency and profitability." What else could someone look for?

His closing comments about Bobby Snyder and Fyda Freightliner was simple: "They treat you like family."

**For more information on Fyda Freightliner, please contact Bobby Snyder at 888-897-0892.**

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