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Directory on page 45



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EXPEDITE NOW MAGAZINE

Volume 14,
Issue 6



3 Best Practices

READ ON PAGE 14

to Cut Fuel Costs,
Grow Profit

The [Untraditional] Road

to Fleet
Owner Success

READ ON PAGE 34

Know What To Expect

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READ ON
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Q&A

Jim Welch & Jeff Curry share their new
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Featured in 14.6



Q&A

6

Jim Welch & Jeff Curry share their new secret sauce for success at Premium Transportation Logistics



28

Industry
Know What to Expect with Your Expedited Trucking Carrier

34

Business
The (Untraditional) Road to Fleet Owner Success

42

Press Release
Landstar's New Available Loads Mobile Application

47

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Feature



14

3 Best Practices to Cut Fuel Costs, Grow Profit

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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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EXPEDITE NOW Q&A

Jim Welch & Jeff Curry share their new secret sauce for success at Premium Transportation Logistics



TELL US A LITTLE ABOUT YOURSELVES, JEFF & JIM.

Jim Welch and I were with Express-1 for years. Jim was a founding owner and ran sales and operations, and I came in a few years later and got involved in a variety of capacities with Express-1. The business went public in 2004 under the ticker symbol XPO. Subsequently, the company was purchased and was used as the launching pad for what is known as XPO Logistics today. Both Jim and I left the business around the time of the XPO take over, and had been out of the expedite world for a period of time. I went back to my banking roots for a few years, and Jim did some consulting work. We had a wonderful culture and great employees at Express-1. I think we both have a great appreciation for our past, and we want to apply the best of what we did in the past, with our current effort at PTL. And, conversely we want to avoid the things we screwed up. Without a doubt absence makes the heart grow fonder. We've been fortunate in that some of our old team members like Mindy Howard in sales, Dwayne Ridgway in recruiting, Keith Avery and Kyle Plummer in logistics have now joined our team. Mike Welch the founder and previous CEO of Express-1 is on the board of PTLs holding company Magnate Worldwide, and President of

Magnate Logistics. The experience of these people, combined with the potential of the PTL team that was in place has resulted in a great rebirth of PTL.

WHEN YOU TALK ABOUT WONDERFUL CULTURE, WHAT DOES THAT MEAN TO YOUR TEAM?

The culture can be described quickly in one word "YES". The power of saying yes to the customer and then working like heck to meet their expectations. We are big believers in Relentless positive action. Mike Welch has always stressed the importance of continual improvement, but always leveraging the positive aspects of the team. We face reality, but are always encouraged by what we are accomplishing through our efforts to improve.

BEING IN NORTHERN OHIO... BUCKEYES, SPARTANS, WOLVERINES... OR ROCKETS?

Funny question. Jim runs the ops team and he is a huge Michigan fan so I bet you can guess which flag flies in the operations center! The office has a lot of lively discussion centered around Buckeyes or Wolverines. On occasion a fan of one or the other will lose a bet. And will be wearing the other teams

CONTINUED ON PAGE 8

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jersey to work the next day. We hauled all the game-day football equipment for Bowling Green away games this year. That is the kind of fun shipments that we have in our niche of transportation.

TELL US A BIT ABOUT YOUR JOURNEY TO PREMIUM TRANSPORTATION LOGISTICS.

Not so much my personal journey, but the journey of the old Express-1 team, I think was the result of a group of us missing the thrill of what we had in the past. In PTL we saw a company that provided a great framework to do it all over again, but better. PTL had been in business since the early 2000's and had developed a core base of strong staff, drivers, and customers that we thought would be the perfect launch pad for our return effort. We joke that we brought the band back together, and have some new "younger" members too.

HOW LONG HAS PREMIUM TRANSPORTATION LOGISTICS BEEN IN BUSINESS AND WHAT TYPES OF VEHICLES ARE YOU CURRENTLY RUNNING?

Premium has been in business for over 15 years and we run vans, straight trucks, and tractors. The mix in the fleet is about one third each. We run the 48 states, but primarily east of the Mississippi. Prior to our (Magnate) acquisition in April of this year PTL was mixing expedite business and truckload. We have been busy transitioning the business from the partial truckload model to a 100% expedite model. I am glad to say that the transition is complete, and it has been very successful.

WHAT IS A MAJOR CHANGE YOU HAVE WITNESSED OR EXPERIENCES IN THE EXPEDITE INDUSTRY OVER THE YEARS?

As I mentioned before both Jim and I had been out of the business for a while. In my case, I was out of the expedite business for 5 years. Some things have not changed at all, but certainly others have changed a great deal. One thing I noticed right away was that the phones don't ring nearly as much as the old days. Many of the large shippers communicate electronically and the call volume compared to years ago has dropped significantly. Like many maturing business models there are more competitors in the space now. The distribution of loads electronically has made it easier to setup shop without much of sales team to support the business. Sales are still important but it is certainly a different sales approach today than it was back in the day. Capacity is another topic; vans remain driven by owner operators, straight trucks are largely fleet owner sourced, and tractors are a combination of owner operators, company, and fleet owners. The day of Joe or Sue who own their own straight truck has pretty much passed us by. Good drivers were always hard to come by, but they are especially hard to find and keep today. The obvious change with ELDs, which seemed to take forever to come to fruition, but we are finally at the finish line with ELDs. I've been real pleased to see how many drivers like the ELD and would not have it any other way. I came from banking most recently and the two big disruptors were technology and compliance. I would say that those two disruptors are a big part of change in our expedite world too. It's nice to see that communication technology has improved and we do not need to put the big domes on all trucks in order to communicate via satellite.

CONTINUED ON PAGE 10 
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CAN YOU TELL US ABOUT OPERATIONS AT PTL? SUCH AS ANY UPCOMING CHANGES OR PROGRAM ADDITIONS?

Jim has done a great job in instilling the power of "YES" in the team, in fact we do not refer to the group as operations, but rather internal sales. As the label "internal sales" better connotes the positive never say no approach we expect. We've hired new and additional staff to accommodate our growth. We have made the atmosphere a more data driven environment by posting key metrics that drives our daily activity. I always thought that a business without scoreboards is like going to a game and not keeping score. That would be pretty boring.

WHAT IS SOMETHING YOU FEEL SETS PTL APART AS A SUCCESSFUL MOTOR CARRIER?

We are part of the Magnate worldwide family which includes: Masterpiece International, Trumpcard, Magnate Worldwide Logistics, and PTL. Masterpiece is a freight forwarder that specializes in the transport of very high end items, such as extremely valuable artwork. They are our international experts. Trump Card also provides high end service domestically from offices around the US. Masterpiece is headquartered in New York, and Trump Card in California. Magnate Worldwide Logistics focuses on cross border shipments, some company relocation logistics, and also serves as the conduit for all Magnate companies in helping them combine business opportunities. PTL is the "ground game" we have the trucks that can complement what Masterpiece or Trump Card are piecing together. It's a pretty powerful family of

companies. The other day we had a PTL truck out in the state of Washington and within hours of delivering Trump Card had the truck on its way with another 1,000 mile plus load. Service sensitive and time sensitive is our sweet spot.

IF A NEW DRIVER IN 2017 WERE TO ASK FOR SOME GENERAL ADVICE HEADING INTO THIS INDUSTRY, WHAT WOULD YOU SAY?

Great question. I just had a young man and his parents ask me this very question the other day. Its kind of like picking a college you want to attend. Do you want large or big? Do you want local or National? What do you want to specialize in? Other key questions are what is their turnover? Do they measure it and track it, or do they wing it on that answer? What driver performance metrics do they follow? Do they have awards and recognition for the drivers? I could go on, but that is my thought pattern on this important question.

IS THERE ANYTHING ELSE YOU WOULD LIKE TO SHARE WITH OUR READERS?

We acquired PTL because we love the expedite industry. We missed what we accomplished in the past and want to do it all over again, but better.

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3 Best Practices TO CUT FUEL COSTS, GROW PROFIT

By Sean M. Lyden,
Staff Writer

EXPEDITE
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FEATURE

"This may only be a short-term spike in fuel prices, and it's definitely a far cry from the over \$4.00 per gallon for diesel about five years ago."



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In recent weeks, with the devastating aftermaths of Hurricanes Harvey in Texas and Irma in Florida, the national average price for diesel has jumped from \$2.52 before Harvey to \$2.72 a few days after Irma, a span of about three weeks, according to AAA's fuel price guide as of press time.

This may only be a short-term spike in fuel prices, and it's definitely a far cry from the over \$4.00 per gallon for diesel about five years ago.

Back then, veteran expedite owner-operators Bob and Linda Caffee spent over \$70,000 on fuel in a year—about \$40,000 more than what they expect to spend this year, even with the recent price bump. You can imagine the impact such a big difference on fuel cost alone can make on an expediter's bottom line.

But although today's fuel prices are still a good bit lower than a few years ago, the Caffees haven't forgotten the lessons they learned for maximizing fuel economy

during those \$4.00-per-gallon days. And they credit these three best practices for helping them continue to keep their fuel costs under control—and put more of that money in their own pockets—no matter what the price of fuel might be.

BEST PRACTICE #1 TAKE ADVANTAGE OF YOUR CARRIER'S FUEL DISCOUNT PROGRAM.

"When you look at the fact that you can get anywhere from about 25 cents to up to 60 cents off the cash price per gallon, that's a recruiting bonus [for the carrier] because that savings goes right into your own pocket," says Linda.

But how do you price shop with those carrier discounts? Is there an app that tells you who's providing what and for how much?

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Comdata cards. And they have an app called the FleetAdvance,” says Bob. “The app will bring up a map and highlight the best price of fuel in your area. And if you’re looking for fuel on down the road, you can also scroll the map to get to the next city, or you can search by city. Then, if you want to, you can zoom out and tap on those prices to find out where that fuel station is.”

But keep in mind that the lowest fuel price doesn’t always equate to the best deal, Bob advises.

“If a station offers the best fuel price, but they don’t have showers or food or anything like that, you’ll need to factor that in your calculations,” Bob explains. “I’ve seen differences as little as one tenth of a cent between one fuel stop and another. So, you have to consider: Do I pay a tenth of a cent less and buy a shower, or do I spend the extra half cent, or whatever it is, and get a free shower? You have to take that into consideration when you are buying your fuel. If you’re only going to save \$4.00 on fuel, but then you have to go on down the road and spend \$13.00 on a shower, you didn’t save anything.”

BEST PRACTICE #2 COMPARE THE ACTUAL PRICE OF FUEL BY SUBTRACTING THE STATE’S FUEL TAX.

Each state charges its own fuel tax, which is collected at the pump in that state. Then a portion of that money is paid to the state based on the number of gallons your truck consumes while traveling through that state. Any remaining state tax money collected can be applied as a tax credit that will pay the fuel taxes in the surrounding states that you drive through.

So, what does all this have to do with

From the Open Forum @



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your fuel cost management strategy?

Linda says that if you’re looking to pay the lowest fuel price, you need to subtract the state tax from the price at the pump so that you know how much you’re actually paying for fuel. (To get the latest state tax numbers, go to: iftach.org/taxmatrix3/choose_tableqnew.php.)

She uses the state fuel tax difference (as of press time) between Florida and Georgia as an example. “In Florida, on every gallon of fuel we purchase, there is .3387 on a gallon of fuel. If you cross the line into Georgia, it’s .294. That’s a four cent difference in terms of the tax. So, if the price at the pump is the same in Georgia and Florida, and you take out the state fuel taxes, we’d be better off to fuel in Florida than we would in Georgia because the actual price of fuel is four cents lower in Florida.”

BEST PRACTICE #3 PRACTICE FUEL-SAVING DRIVING BEHAVIORS

Earlier this year, the Caffees installed a gadget on their truck called the PedalCoach by LinkeDrive as part of a pilot program that gives them real-time feedback on

CONTINUED ON PAGE 22

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how they're driving the vehicle in terms of maximizing fuel efficiency. (See linkedrive.com/services/pedalcoach/.)

Says Linda, "The system will tell you, for example, that when you pull forward, do you give the throttle too much? When you're pulling up onto the interstate, are you standing on the throttle and not letting the truck to just build into what you need to be on? Not saying that you need to creep out there, but are you doing too much? It has changed both of us on our driving habits in really fine-tuning more of what we are doing."

What has been the impact on their truck's fuel economy since using the PedalCoach system?

Since July 1st, the Caffees total average fuel economy has increased from 12.168 to 12.289 mpg. That's a bump of over a tenth of a mile average mpg with over 300,000 miles on the truck.

LINDA ALSO OFFER THESE FUEL-SAVING DRIVING TIPS:

- "Drive as if you have an egg between foot and pedal."
- "Consider where you stop. Don't use rest areas or stopping places that are at a bottom of the hill because when you're leaving, you have to go from a dead stop and gain speed."
- "When there is traffic on city streets, don't rush to the traffic light that is red. Slow down and if it turns green before you're fully stopped, you are that much ahead of the game."
- "If you're in a truck that has adaptive cruise control (that automatically adjusts the speed of the truck to maintain a safe distance with the

vehicle ahead), pay attention to how close you follow because you want to control the speed of your truck and not have your truck's speed controlled by the person in front of you who could be driving erratically."

- "When in a traffic jam or stop-and-go traffic, remember to drive smoothly, with easy stops and easy take-offs. Road rage affects fuel mileage."

THE BOTTOM LINE

As Hurricanes Harvey and Irma have demonstrated, fuel prices are anything but stable, driven by events that are completely outside anyone's control. So, put these three best practices to work for you—no matter what fuel prices might be at any given time—to cut fuel costs and get the most out of every drop of fuel your truck consumes. **EN**



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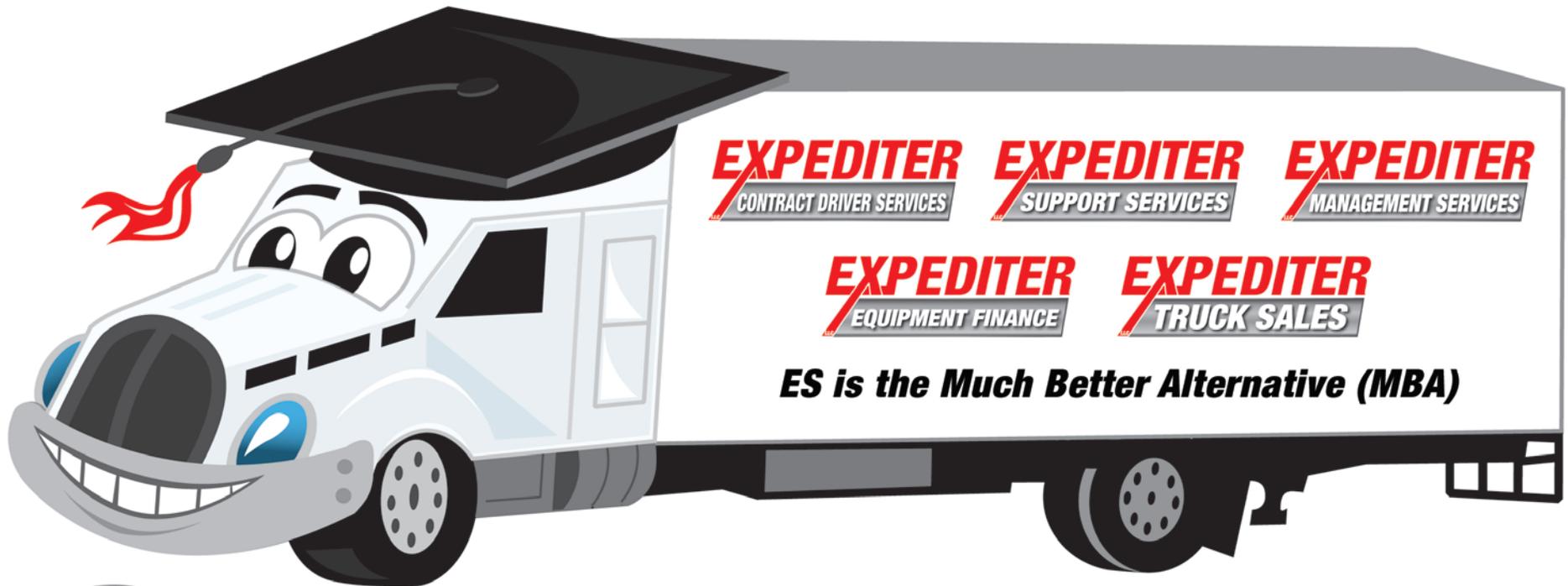
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Know What to Expect WITH YOUR EXPEDITED TRUCKING CARRIER

By Sean M. Lyden,
Staff Writer



If you ask carrier executives, the vast majority will tell you that the top reason is because of pay, says Tim Hindes, chief executive officer of Stay Metrics, a South Bend, Ind. firm that helps motor carriers capture insightful data to boost their driver engagement and retention rates. And that explains why you see a lot of trucking recruiters tout their sign-on bonuses, compensation plans and benefits.

But surveys of drivers and owner-operators tell a different story, says Hindes. "The number one reason across all carriers and all types of drivers, including owner-operators, is unmet expectations," says Hindes.

And that includes unmet expectations about pay.

In other words, when it comes to owner-operator compensation, if actual pay doesn't match their expectations,

owner-operators are likely to assume the recruiter has broken a promise, which causes them to lose trust in that carrier and search for another company.

The challenge, says Hindes, is that recruiters and prospective owner-operators rarely hash out realistic expectations upfront.

"The recruiter says, 'We want you to come onboard with us because of this, this and this, but they never really ask that person, 'What are you looking for? What are you expecting from us? What are you expecting from the industry?'" says Hindes. "So, when they get in the industry and buy their van or truck and they sit at home for three days and the phone doesn't ring, they're thinking, 'What's going on?'"

And many prospective owner-operators don't know what they should expect or, even, what questions to ask of a carrier,

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says Hinderes. So, they go into the business with unrealistic expectations in mind, setting themselves—and their relationship with their carrier—up for failure.

So, how can you ensure that you have realistic expectations of how much money you can make with a carrier before you lease on to them?

Hinderes suggests asking the recruiter about compensation in terms of weekly settlement, not pay rate.

Says Hinderes, “You want to know, ‘What is your average settlement for drivers who drive my unit on a per-week basis?’ And then, the next question you want to ask is, ‘What is it for newer drivers?’ So, if you’re a Sprinter [van] driver, you want to know, ‘What does your average Sprinter driver make on a per-week basis? And what do your 90-day guys make?’”

The reason why “average settlement” is a helpful number for comparison is that it gives you a real-world compensation figure that factors in whether or not the carrier has enough business to keep you on the road making money.

And the question about “newer drivers” helps you know what to expect as you’re getting started. This way, you can determine whether the business is even a good fit before you take on the risk of buying a vehicle and leasing to a carrier.

After all, it doesn’t really matter how much a carrier says it will pay you per mile or per load, if they brought on too many drivers—and there are too few loads to go around—you likely won’t make the amount of money you need to earn to stay in business.

But you also want to have realistic expectations of how hard you need to work in order to earn the average weekly settlement that the carrier says is possible.

“There needs to be a conversation where the recruiter sits with the prospective owner-operator and says, ‘Hey, you’re going to make this kind of money, but I’ll tell you that the guys who make this kind of money are only home about six times a year [or whatever the actual number is]’ says Hinderes. “Usually when we see home time as a reason [that a driver leaves a carrier], it’s because it wasn’t accurately portrayed to them.”

THE BOTTOM LINE

As an owner-operator and business owner, you’re responsible for your success. It’s up to you to ensure that you have realistic expectations of a carrier and address any potential issues before taking the next step. This way, you can put yourself in the best position to avoid unpleasant surprises—and the expense that comes with changing carriers.

And if you’re new to the expedite industry, make sure you know what to expect before signing the lease agreement. Tap into resources such as ExpediteOnline.com and attend trade shows like Expedite Expo. Network with other drivers and owner-operators, asking them about the carriers they partner with—what they like and dislike—so you can move forward in a relationship that is set up for success. **EN**



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The (Untraditional) Road TO FLEET OWNER SUCCESS

By Sean M. Lyden,
Staff Writer



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BUSINESS

"He started as an owner-operator—not after retirement, but in his early 20s, a few years after leaving college. He became a fleet owner after only six months on the road."

The traditional road to a career in expedited trucking usually goes something like this. You get into the business after you've retired or empty-nested. If you start as an owner-operator, you'll typically wait a few years before ever thinking about becoming a fleet owner. And if you're married, the spouse usually works in the venture with you, either as a team driver or helping to run the business.

But Korey Walper took a different route to success in expediting.

He started as an owner-operator—not after retirement, but in his early 20s, a few years after leaving college. He became a fleet owner after only six months on the road. And his wife, Tiffany, doesn't work in the trucking business with him; instead she runs the retail liquor store they own.

So, where has this road taken him?

Today, Walper owns 35 trucks (all

leased to Tri-State Expedited Services) at Zero Transport LLC in Adrian, Mich., where he employs about 50 drivers and six office staff.

EARLY EXPOSURE

Walper first learned about the expedited trucking industry while working in parts and logistics management for an aviation company shortly after college. When he needed expedited shipping for certain parts, he would hire expeditor firms to get the job done.

He then worked for a small expedited carrier as a dispatcher for a couple years, which gave him greater insight into the business of expediting and a vision for the potential opportunities if he became an owner.

And it was this behind-the-scenes exposure to the business that Walper says sparked his interest to buy his first

CONTINUED ON PAGE 36

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cargo van in 2004 and become an owner-operator at 23 years old.

"I got interested when, as a dispatcher, I was seeing how much money these trucks were making," says Walper. "It almost seemed necessary at the time to take that step—to go from earning \$13 to \$14 an hour as a dispatcher to actually making a living."

THE SPRINT TO FLEET OWNER

But Walper didn't stay an owner-operator for long. He added a second van to become a fleet owner after only six months and then bought another vehicle within the next month. And by the end of his first year, in the fall of 2005, he owned four vehicles in his fleet.

At that time, he also decided to stop driving and hired a driver to take over his van.

As Walper quips, "Tiffany and I got married in October 2005, and that's when I got the ultimatum that I had to come off the road."

The driver he hired to take his spot was Jackie Smith, who is still driving for Walper 12 years later.

"He was the third person I ever hired," says Walper. "And, without him, I don't think I could have built the company the way I did. [Jackie] provided the consistency and dependability we needed to grow. You know, having a great driver gave us the stability to go out shopping around for another stable driver, which we found pretty quickly. But, without Jack providing that consistent income for us, we wouldn't have gone much further than just a couple vans."

DRIVERS: EMPLOYEES OR CONTRACTORS?

Walper's "untraditional road" to success also pertains to how he classifies his drivers.

That's because most fleet owners classify their drivers as 1099 independent contractors, not as W-2 employees. But with a wide range of interpretations regarding how exactly the IRS defines an "employee," there's increasing uncertainty—and risk—as to whether the common practice of treating drivers as contractors can hold up under increased IRS scrutiny.

So Walper decided early on that he would classify his drivers as W-2 employees.

"Honestly, I think it's the only legal way to do it," says Walper. "The IRS puts out a questionnaire that's got nine questions on it that says, 'Am I an employee?' and there's not a single question that you can answer where you're not an employee."

Although his driver costs are about 20 to 30-percent higher because he classifies his drivers as W-2 employees, Walper sees that as a small price to pay compared to the risks.

As Walper puts it, "I witnessed another fleet owner who had about eight to nine trucks. He had one of his drivers get hurt, and they came back on him for a workers compensation [insurance] claim, and [the government] said, 'Okay, all your drivers were employees.' They charged him all the back taxes for the employees, and he lost everything."

What advantages, if any, has Walper

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seen by treating his drivers as employees when it comes to driver retention?

"I think it helps us quite a bit," says Walper. "For one, a lot of drivers like their taxes taken out, because a lot of drivers when they're contractors have to pay that full 30-percent tax. When their an employee, they split the tax with the employer."

GROWTH DESPITE THE "GREAT RECESSION"

While many expeditors fled the industry during the "Great Recession" of 2008 to 2010, Walper's company hunkered down to weather the storm, while also finding ways to capitalize on the downturn to fuel growth.

"2009 was a challenge for us," says Walper. "We had to take out a second mortgage on our house just to get the trucking company through."

But they also took advantage of the situation to grow the business. "We were buying six-month-old repossessed trucks for essentially 30 cents on the dollar. This way, we were able to build up some cash and pour it into expansion," says Walper.

He says that getting new loan terms from the small business administration (SBA) at the time also helped free up cash.

"I think we had \$12,000 a month in payments on trucks," says Walper. "But, at that time, the SBA relaxed some of their restrictions. So, we were able to bundle and refinance our loans for eight years, which brought down our payments to \$3,000. That was a huge help—to cut about \$9,000 a month off

our monthly expenses."

Walper's company not only survived but thrived during that time. They entered 2009 with seven trucks. And within a year later, at the start of 2010, they owned 15 trucks—more than doubling the fleet in the in the midst of the worst market downturn since the Great Depression.

TEAM SUCCESS

And since then Walper has continued to operate the company with a growth mindset. In 2011, he hired his first office staff person and now has a team of six employees working in the office. And 13 years after buying his first van in 2004, his company now owns 35 vehicles—25 straight trucks and 10 tractors—with an eye toward further expansion.

He credits his team for his company's ongoing success. "Our drivers understand the business aspect of expediting and work hard, spending many weeks away from their families, to help us all succeed," says Walper. "We are a team and everyone plays an important part— from our drivers, to our office staff, to our maintenance department, to our dispatchers and recruiters. And some of our personnel have been with us for several years, including our office manager, Heather Hall, who has worked here for six years, and our 10-year drivers, including Tony Crawford, April Rash, Mark Coleman, Patricia Anderson, and Jason Klingensmith. And our recruiter, Sheri Dempsey, has revolutionized our approach to driver safety, recruiting, and retention. Without our team, this company would not exist." **EN**



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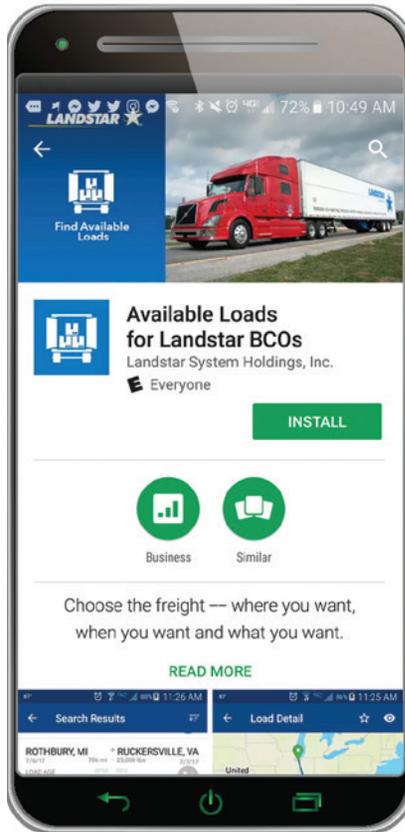
Jacksonville, Fla. (Oct. 3, 2017)

Owner-operators leased to Landstar now have access via their smart phones to thousands of Landstar loads available at any given time, through the new Available Loads mobile app.

Landstar System, Inc. (NASDAQ:LSTR), a worldwide, asset-light provider of integrated transportation management solutions, announces the launch of the enhanced mobile app that enables owner-operators to rapidly search, save and book loads.

Designed with input from Landstar owner-operators, which the company calls business capacity owners (BCOs), the mobile app provides immediate access to the most commonly used features of Landstar’s online load board. Plus, there are new, user friendly functions designed specifically for smart phone use to create a more intuitive and efficient experience. “Every minute an owner-operator spends searching for a load is time away from him or her moving freight and making money, which is why we designed a mobile app to help owner-operators find loads more efficiently and effectively.

We understand time-savings can add up for small-business owners like our BCOs,” said Landstar Transportation Logistics Executive Vice President of Capacity Development Rocco Davanzo. Approximately 70 percent of Landstar’s nearly 9,000 BCOs have downloaded the



app in its beta and pre-launch phase since early August 2017.

The mobile load board is easy to navigate, and a simple swipe to the left or right on a specific load lets the user hide or save the load. Tapping on the listed load’s blue phone icon makes an instant call to a Landstar agent to book that load, saving even more time. The app’s precise city,

state and mile radius search parameters help owner-operators pinpoint the loads they are looking for.

After booking a load, the app allows users to work ahead by using the search “Loads at Destination” feature. According to Landstar BCO Brian Sheesley, who is an early adopter of the mobile app, “I can plan more efficiently. I’m already booked for the next two loads. That’s one of the great advantages of this app – I can work ahead and set my parameters for the next load.

Landstar’s Available Loads mobile app is one of many technologies created and customized to support the company’s vast network of small businesses, including nearly 9,000 owner-operators, more than 47,000 truck brokerage carriers, and 1,100 independent agents. All of the company’s technology enhancements and new developments are geared for creating efficiencies and providing advantages to those working hard each day to move freight throughout North America and globally for more than 25,000 customers.

To learn more about the app and its features visit our YouTube Channel, LandstarVideos, to view our video. The Available Loads mobile app can be downloaded by Landstar BCOs for free on iTunes or Google Play.

ABOUT LANDSTAR:

Landstar System, Inc. is a worldwide, asset-light provider of integrated

transportation management solutions delivering safe, specialized transportation services to a broad range of customers utilizing a network of agents, third-party capacity providers and employees. Landstar transportation services companies are certified to ISO 9001:2008 quality management system standards and RC14001:2013 environmental, health, safety and security management system standards. Landstar System, Inc. (www.landstar.com) is headquartered in Jacksonville, Florida. Its common stock trades on The NASDAQ Stock Market® under the symbol LSTR. The following is a “safe harbor” statement under the Private Securities Litigation Reform Act of 1995. Statements contained in this press release that are not based on historical facts are “forward-looking statements”. This press release contains forward-looking statements, such as statements which relate to Landstar’s business objectives, plans, strategies and expectations. Such statements are by nature subject to uncertainties and risks, including but not limited to the operational, financial or legal risks or uncertainties detailed in Landstar’s Form 10K for the 2016 fiscal year, described in Item 1A Risk Factors, and in other SEC filings from time to time. These risks and uncertainties could cause actual results or events to differ materially from historical results or those anticipated. Investors should not place undue reliance on such forward-looking statements, and the Company undertakes no obligation to publicly update or revise any forward-looking statements.

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