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EXPEDITE NOW MAGAZINE

Volume 16
Issue 4

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A HIGH-GROWTH INVESTMENT OPPORTUNITY (THAT'S FREE)

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THE TOP 3 FINALISTS!

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VAN BODIES AND TRUCK EQUIPMENT

Q&A

Unicell Van Bodies and
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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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Can you tell us a little bit about yourself and how long you have been with Unicell?

I have been a proud member of our team since 2010. I've always been in the Automotive field and when the opportunity came about to work for a local manufacturer right in my hometown I jumped at the opportunity and haven't looked back since.

CONTINUED ON PAGE 8

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Unicell is one of the strongest companies in van bodies. What are some things you feel have helped establish Unicell as such a strong manufacturer?

We are strong in a number of ways: We are strong in that our bodies are very durable and hold up to the demands that they are put through on a daily basis. We are strong in that we communicate very clearly with our customers and do not over promise and under deliver. We are strong because we are a family owned company that has a very strong team that works hard everyday to make sure the product we build is ready and standing tall for our customers when they receive them!

What do y'all feel is the biggest struggle for drivers and fleet owners in our industry, and how do you feel Unicell works to address those struggles?

Right now likely the large struggle in certain chassis categories could be order to delivery time for completed trucks. Chassis inventory has been tight on many platforms and transportation systems have been swamped so delivery of vehicles from the OE's to the upfitters like us has been a bit delayed, and has caused some production bottle necking to happen. We have increased our production rates to try and offset this to the best of our ability, and also clearly communicating with clients on what to

expect for realistic deliveries. This will get back on-sides in the next couple of months though.

What is one of the most rewarding parts of your profession?

Seeing our bodies on the road and at work, also talking with customers and getting their comments and feedback on the product and being able to share it with our team here in Buffalo NY!

Is there anything else you would like to communicate to our readers?

Just excited to be a first time exhibitor at this year's (Expedite Expo) event and looking forward to starting some new relationships! Thanks for having us!

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Be sure to visit Unicell at Expedite Expo 2019, booth # 400!



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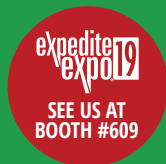


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A HIGH-GROWTH INVESTMENT OPPORTUNITY (THAT'S FREE): Expedite Expo 2019

By Sean M. Lyden, Staff Writer

**EXPEDITE
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FEATURE

"The best investment you can make is in yourself." This quote by billionaire investor Warren Buffet captures the essence of why you should consider attending Expedite Expo.

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It's an opportunity to invest in yourself and reap an immediate return of new ideas, contacts, and business opportunities.

Launched in 2001, Expedite Expo is the only trade show in the world geared exclusively to the expediting trucking industry. And today, the Expo—which runs July 19 and 20 at the Allen County War Memorial Coliseum in Ft. Wayne, In.—attracts attendees across North America, where they come to learn about the newest trucks, career and business opportunities, and products and services.

And here's the kicker: You gain access to valuable industry education and networking opportunities—for free, the only cost is your time and parking.

So, whether you're a driver, owner-operator, fleet owner, or looking for a new career path, here's what you can expect as you plan your itinerary to get the highest return from your two-day investment.

NEW VENUE

With ongoing construction at the Lexington Convention Center, the Expo has found a new home—Allen County War Memorial Coliseum in Fort Wayne, Ind., on July 19 and 20.

The new venue is well positioned to accommodate the Expo's growth with plenty of truck parking, a convenient location off I-69, and numerous dining and entertainment options.

EDUCATIONAL SESSIONS

8:00 am to 10:00 am both Friday, July 19, and Saturday, July 20

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

- How do I get started in expedited

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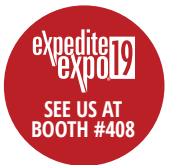
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trucking? What are the first steps I should take?

- What does it take to succeed as an expedite owner-operator or fleet owner?
- What are the financing options available to me to purchase a truck?
- How can I get more life, better fuel efficiency, and less downtime from my truck?
- What are some practical tips to improve how I run my business to save on taxes and keep more of my money?
- What are the keys to a good team relationship out on the road?
- What are the latest trends in expedited trucking and how will they impact my business?

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

LUNCH & LEARN NETWORKING SESSIONS

On the showroom floor at 12:00pm-1:00pm pm both Friday, July 19, and Saturday, July 20

Besides informal networking at the various events at the Expo, you can attend a more structured networking "roundtables," where you sit with your peers at lunch and discuss topics that will help you to be more successful in your business.

For 60 minutes each day, you'll have an opportunity to make lasting connections with people who speak your language and share your day-to-day challenges. Compare notes, exchange ideas and build relationships that could become valuable to you for years to come.

GENERAL SESSION (FRIDAY): STAY METRICS DRIVER RETENTION: ENGAGE, REWARD, AND KEEP YOUR BEST DRIVERS

Friday, July 19, 10:00 am-11:00 am

Stay Metrics CEO Tim Hinds teams up with John Elliott at Load One to talk about the latest research in driver turnover and retention. Why do drivers leave? Why do they stay? And how are carriers using driver feedback to craft action plans to improve retention?

Hinds and Elliott will dig into the data to provide practical insights that you can apply to your business.

GENERAL SESSION (SATURDAY): INDUSTRY OUTLOOK: THE STATE OF EXPEDITED TRUCKING AND WHAT THE FUTURE HOLDS

Saturday, July 20, 10:00 am-11:00 am

What are the key trends to watch in expedited trucking that could impact your business over the next few years? What direction is the expedite market, as a whole, heading? Will it grow, hold steady, or hit economic headwinds? How can you best prepare to capitalize on the opportunities and navigate around the challenges that lie ahead?

Moderator Sean Lyden with ExpeditorsOnline.com will ask industry experts John Elliott (Load One), Mike Abood (FedEx Custom Critical), and Ellen Voie (Women In Trucking) to peer into their crystal ball and share what they see.

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

EXPO SHOWROOM

11:00 am-3:00 pm both Friday, July 19, and Saturday, July 20

It can be intimidating trying to research and keep up with the latest developments on trucks, equipment, new software, and important service offerings that impact your business and career—especially when you're spending so much time out on the road.

That's why Expedite Expo brings those products and services to you all in one place—to save you time. It's a forum where you can discover what's available and then focus your time and energy talking with vendors who best meet your needs at that moment.

If you're a driver or owner-operator, the Expo gives you a forum to discover the expedite jobs that best fit your lifestyle and financial goals. The trucking companies at the Expo have over 500 job positions available and are looking for vans, straight trucks, and tractors.

And if you're a fleet owner, the Expo offers you a place to discover and connect with good, qualified drivers who can help expand your fleet.

CASINO NIGHT: SPONSORED BY TEAM RUN SMART

Friday, July 19, 7:00 pm to 10:00 pm

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

"EXPEDITER OF THE YEAR" ANNOUNCEMENT

Saturday, July 20, at 2:30 pm

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

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

Last year's "Expediter of the Year" was Tim Paxton, owner-operator with Barrett DirectLine.

So, who will win this year's award? Find out on Saturday, July 20, at 2:30 pm in the Expo hall.

CASH GIVEAWAYS WITH BALLOT FOR DRIVERS' CHOICE AWARD

Friday and Saturday, July 19-20, 2:30 pm each day

The 2019 Expedite Drivers' Choice Award will recognize the dealer whose truck or cargo van receives the most votes. So, vote for your favorite dealer's truck. And your ballot is also your chance to win a \$500 cash prize, with giveaways scheduled for both Friday and Saturday afternoon.

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

The Drivers' Choice Award will be presented at 2:30 pm on Saturday, July 20, at the close of the Expo. **EN**

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EXPEDITER OF THE YEAR 2019: The Top 3 Finalists

By Sean M. Lyden, Staff Writer



**EXPEDITE
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INDUSTRY

The three finalists have been selected. So...who will be the next Expediter of the Year?

The winner will be announced at Expedite Expo, the only trade show in the world geared exclusively to the expedite trucking industry, which runs July 19 and 20 at the Allen County War Memorial Coliseum in Ft. Wayne, Indiana.

(Register for free at expediteexpo.com)

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

And the winner will receive \$500 cash for travel, one-night hotel accommodations provided by ExpeditorsOnline.com, and the Expediter of the Year plaque. The three

finalists and their carriers will be honored at our closing announcements on the show floor at the Expo on July 20.

So, without further ado, meet the finalists for Expediter of the Year 2019!



VANESSA SCHROEDER

Role: Driver
Carrier: DKP Express
Vehicle: 2018 RAM Promaster 3500 "modified" box truck

After 20 years as a manager at a local Marco's Pizza, Vanessa got her start in expedited trucking only two years ago—in June 2017—but she is quickly making her mark on the industry.

CONTINUED ON PAGE 28
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As Igor Komisarchik, CEO at DKP Express, one of Vanessa's nominators puts it: "Vanessa is a mentor to all DKP drivers and for many other companies' drivers. Last year, Vanessa also got on local TV in Ohio as a very popular photographer. She took thousands of pictures while she was on the road delivering loads—and those pictures have inspired a lot of potential expedite industry drivers. Vanessa always speaks to drivers at truck stops to help make the industry better. She never says no when anyone needs help or advice."

Why is Vanessa so passionate about expediting?

"You get to travel the US and see all kinds of scenery," says Vanessa. "I'm an avid photographer, so [expediting] is right up my alley."

When Vanessa mentors new drivers at DPK, she helps them overcome the fear that comes with trying a new career. "They're kind of scared," says Vanessa. "I was scared, too, at first. But once you get traveling and seeing things, you'll love it. Because everywhere you go, it's different."



FRANK & STEPHANIE REBELO

Role: Team drivers

Company:
Hyfield Trucking

Carrier:
FedEx Custom Critical

Vehicle: 2019 Freightliner Cascadia

You've most likely heard about Frank and Stephanie as "The Trucking Couple" on YouTube.

And that's where they're making a significant impact on the industry—by creating and sharing videos about all the real-world lessons they're learning about the expedite business and lifestyle out on the road.

Says nominator David Mayfield, owner of Mayfield Express LLC: "Frank and Stephanie talk about the dos and don'ts of expediting [on their YouTube channel]. They do a lot of good for their community and the Girl Scouts of America. They are always trying to help drivers connect with owners. And they go out of their way to help owners find drivers for their trucks. I feel that Frank and Stephanie do an outstanding job representing the expedite community."

Before getting into the expedited trucking business, Frank was a long-time professional club DJ, and Stephanie was a bartender.

So, how did they get started with Hyfield Trucking?

Here's how Frank tells the story.

"I made a post on ExpeditorsOnline, saying, 'Hi. My wife and I are Class A CDL holders with our air brake endorsement. Our son is graduated. We have a gypsy soul. We really don't need to go home. I have the ability to buy a truck and start this, but I don't think I should. I think that I should go to work for somebody.'"

The response?

"The next morning, I woke up to about 200 emails."

The biggest piece of advice the Rebelo's share with other expeditors?

"We say, 'Just be patient. Bad things are going to happen. That's normal. Bad things are going to happen in life. Bad things are going to happen in trucking. But is your life better now than it was?' and 99-percent of the time, people are going to say, 'Yes.'"

CONTINUED ON PAGE 30 
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LISA MORWAY

Roles: Driver
Company: V3 Transportation
Vehicle: 2017 Freightliner M2

Lisa wanted to be a truck driver since she was seven years old. But after starting driving school in her early twenties, she found out she was pregnant and put her dream on hold.

"Once my kids were on their own and settled in their life, then I decided to follow my dream," says Lisa.

That was 2012, and she has been enjoying the journey ever since. "I'm a wanderer at heart," says Lisa. "I love seeing the countryside. And the bonus: I get paid to do it."

Says Paul Ratcliff, chief operating officer at V3 Transportation, one of Lisa's nominators: "Lisa has become an invaluable asset to our company, especially for our V3 Driving Community. She has served as a sounding board for our management and staff, and she has become a key resource for drivers of all experience levels. She's always ready to lend an ear and extend a helping hand."

Ratcliff continues: "Lisa is just the type of person who does indeed go the extra mile to help those drivers in need. From giving away shower credits to helping folks wanting to know more about how to best position themselves for freight opportunities, Lisa's generosity crosses all borders, and she sets a bar that everyone at V3 feels is unparalleled in this industry."

Lisa's advice to other expeditors?

"Pay it forward. Always pay it forward, and you'll always be taken care of." **EN**

expedite expo19

WHO:

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

WHAT:

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WHEN:

July 19 and 20, 2019

WHERE:

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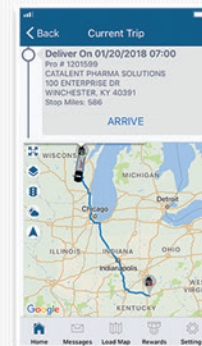
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Samuel 631-617-5481

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Chris 704-881-3782

\$4000 SIGN-ON BONUS! ESTABLISHED TEAM COUPLE for a 2017 Freightliner M2-112 with a gorgeous 100" Bolt custom sleeper, Single large bed and overhead cabinets.

George 419-410-2800

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Patricia 606-723-9815

Fedex CC fleet owner has an opening for a CDL-A team for a dedicated 2500-mile route every Monday - Thursday paying \$3000 to team. NY-IL-DE-MD.

Barry 865-567-6955

We have an Immediate need for a team for our 2019 Freightliner M2-112s, with a DD-13 and fully automatic transmission. Our trucks have 96" Bolt Luxury sleepers.

Adam 419-297-3773

Tractor Same House Hold Team for 2018 Volvo 780, 500HP with Ishift transmission is fully loaded with factory fridge, APU, Inverter, microwave & work station.

TJ 615-582-6365

Easy going, flexible Load 1 Fleet Owner is seeking a strong OTR team or solo driver. Loaded 2015 Freightliner M2 DD13/Ultrashift Auto with AA 96" sleeper.

Brannin 941-286-2558

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Class A solo drivers to operate our well-equipped trucks. We are an OTR refrigerated food grade fleet, All drivers are classified as employees (W-2). All Miles Paid!

AC 931-372-0077

Sprinter driver opening. Lease to own options (Sprinters, transits, or promasters) Fuel card, weekly direct deposit. Take home average \$800 to \$1000 per week

Randy 419-984-7946

Position open for experienced cargo can driver. FULLY equipped van leased to Road Runner Expedite. Dead head and approved relocation miles paid at FULL RATE.

Shawn 417-833-7711

Driver or husband wife team ohio mich. preferred. We pay 63% of the gross vehicle revenue. Must be able to pass a drug screen and d.o.t physical

Jamie 330-212-7309

Driver needed for 15' box truck w/ sleeper. No logs or CDL. valid/current Medical DOT card and drug test report. 6 months of expediting experience.

Inessa 888-649-0299 option 2

Experienced drivers for 2 Sprinter Vans - three skid capable. paid as 1099. MUST LIVE IN OHIO. MUST HAVE EXPERIENCE.

Cathy 937-802-7448 (text)

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Walter 234-706-5848

I have a 2018 ram promaster available. It is leased on with xpo Express.

Marsha 205-475-8091

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2013 Freightliner M2 - 270 hp Cummins, 6 speed eaton fuller, day cab, air ride, roll up door.

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2001 Freightliner 22 ft. Box lots of newer parts runs strong 60 series Detroit 1260000 miles auto with clutch tandem axle

Ralph 865-654-0426

2014 Freightliner Cascadia CA113, White Glove, Bolt Custom 96" Sleeper 410 hp. DD13 w/ Jake Brake and CARB Clean Idle Technology. Eaton 10spd Ultra Shift This very nice Truck

Chris 303-917-2112

I have a 2018 customized 3500 ProMaster for sale. It's customized for the Expediting industry. It has a 100,000 miles factory warranty or 5 years, it currently has 18,000 miles. This van has a bunk heater, storage cabinets, fantastic fan and more

CJ 214-458-7990



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