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Volume 16
Issue 6

EXPEDITE NOW MAGAZINE



5

POINT CHECKLIST

for Purchasing an
Expedite Straight
Truck **READ ON PAGE 14**



Q&A

ExpediteOnline.com got the chance to sit down and speak with long-established motor carrier, On-Time Express and their owner, Bob Stark. **READ ON PAGE 6**

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6 Q&A

On-Time Express
ExpediteNow.com got the chance to sit down and speak with long-established motor carrier, On-Time Express and their owner, Bob Stark.

30 Classifieds

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Industry



14 5-Point Checklist for Purchasing an Expedite Straight Truck

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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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ExpediteOnline.com got the chance to sit down and speak with long-established motor carrier, On-Time Express and their owner, Bob Stark.

Bob, thanks so much for taking time to talk with us! First things first, with Fall approaching, what is the favorite football team (college or NFL) among the On-Time Express team?

Being from the Detroit Area, we all are all Detroit Lions Fans. We are not sure why, but every year we hope for the best!

Can you tell us a little bit about yourself and how long you have been in the industry?

I was born in Michigan and spent my young years in both Michigan and California. In 1983, I came back to live permanently in the Detroit Area. I met my wife that very same year. We married in 1986, and we have 2 exceptional sons, a wonderful daughter-in law, and a granddaughter on the way. This is my 30th year in the Industry,

starting off as a Driver and then Starting my own Business in 1995.

On-Time Express has a long history of specializing in cargo van and Sprinter freight.. What are some things you feel have helped establish your company as such a reliable carrier?

Our Service mostly, because of the outstanding people I have representing my company both in the office and on the road. I have Dispatchers, Accounting personnel

CONTINUED ON PAGE 8
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and Drivers that have been with me since the beginning years and I believe that is why our Service is so exceptional. They are experienced and professional and reliable.

Having quality people in your fleet is such a crucial piece of any success carrier. What are some things you have done to ensure that quality people come and stay with On-Time Express?

One very important thing I do is I still hand pick every single Driver I hire. I do not have a Recruiter speak for me. I want quality, experienced, professional people representing my Company. I want them to have clean driving records and no less than 2 years of verifiable experience within this industry. They also must have a newer vehicle if they want to make a professional living in Expediting. I cannot and will not sign on a Driver with a vehicle older than 5 years that has a ton of miles on it. This is my Quality Control and I don't bend my rules.

What do you feel is the biggest struggle for drivers in our industry today, and how do you suggestion they address those struggles?

It is extremely tough right now. The biggest struggle right now are the rates. They are very depleted and it has been rough. This is across the whole industry, and unfortunately, it will push a lot of carriers and drivers to pull out of the business. As carriers struggle to try and stay afloat, they are making promises they cannot keep to

potential drivers. I have spoke with many drivers that have been with 3-5 different carriers this year alone. I always attempt to be honest and fair with potential drivers. If a driver is calling me from an area that we are not strong in, I tell them right up front. I don't like to make any promises because I do not have a crystal ball. This has been a very difficult year, and we are all trying to weather the storm. My advice to drivers is to educate yourself on who you are interested in signing on with. Be flexible with your schedule (work weekends as often as possible), and communicate often with your carrier's dispatch team.

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

For me, personally, it is knowing that I have people that have been with me for so long and they are still here working hard every single day for me. It gives me satisfaction that people are happy and content. Being a business owner is very difficult. The trucking Industry, especially, is so challenging. I have seen and been thru so many changes. I am proud that my company has survived such tough times and I attribute it to the people who represent it.

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

On-Time Express, Inc. provides a quality environment for our drivers, and I am proud of that. We work very hard to make our drivers profitable. We care about and respect our drivers and will always do our best to keep them busy and moving. **EN**



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5-Point Checklist FOR PURCHASING AN EXPEDITE STRAIGHT TRUCK

By Sean M. Lyden, Staff Writer



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So, what should you consider when purchasing an expedite straight truck?

Expedite Now recently spoke with John Lalonde, sales representative at Buckeye Western Star (www.bws-yto.com). He recommends that new owner-operators keep these five points in mind.

1. WHAT CARRIER ARE YOU LEASING ON TO?

Make sure that the truck you purchase will work for whoever you're hauling for.

"When people come to come and say they want to buy a truck, my first question is: Who are you going to go to work for? Is it Landstar? Is it Try Hours? Is it FedEx? Is it Panther? Because although each of these companies uses expediter trucks, they also have certain small requirements—lift gates, lift axles, size of van bodies," says Lalonde. "So, decide who you're going to go to work for and then build your truck around that."

2. NEW OR USED?

Which is better for a new owner-operator—a new or used truck?

That depends, says Lalonde. "Are you familiar with the expedite business and how it operates?"

How does that impact the decision?

"I think that if you're unsure about some of those things, I would probably recommend a used truck. This way, there's

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less of a financial impact if you decide that [expediting] is not for you in 6 to 12 months," says Lalonde.

Then you have to consider your buying power.

This refers to whether you can get financing for a new truck or if you can only get financed for a used one. "Buying power is determined by your credit, your down payment, and your time and history in the business," says Lalonde.

3. ENGINE

Whether you buy a new or used truck, make sure the engine has a B50 rating for over one million miles. (B50 means that at least 50% of the engines are still operational at one million miles.)

"About 9 out of 10 engines that you're going to see in any expediter truck today is a Detroit DD13 with a B50 life of 1.25 million," says Lalonde. "So, you can buy one of those trucks used with 500,000 miles on it and still have a good bit of life left on that truck before you're going to need major work on it."

4. LIFTGATES

Do you need a liftgate?

Some carriers require it; others don't. But even with carriers that don't, having a liftgate can help increase your load opportunities—and income potential. "With some companies, if you have a lift gate on, you get paid an extra five cents a mile just to have the gate on every mile. And that's not just for the miles that need a gate. Even if you use that liftgate only three times a year, you're still getting paid a nickel a mile every mile because you have the gate. So [the liftgate] is going to pay for



itself. And then some," says Lalonde.

Any advice on what to consider in a liftgate?

"Overall, you have two types of gates for the expedite market," says Lalonde. "There's the Plain Jane steel liftgate that's less money, but it also provides lower lifting capacities—about 2,500 pounds. And then you have the upgraded aluminum gate, which is a bigger platform with higher load capacity."

The critical factor to consider is safety, says Lalonde. "Keep in mind that you're up on that [liftgate] platform with a pallet Jack with anywhere from 2,000 to 4,000 pounds on your palette. The standard liftgate doesn't have a few safety features like cart stops, which pop up at the end of that liftgate to stop the freight from rolling off. Then there's the self-leveling option. So if you're parked on an incline, the gate will remain level as it rises, instead of at an angle that could cause your freight to fall off."



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Lalonde says that he has spoken with customers who have shared horror stories about liftgate incidents.

"They'll tell me about how 'I fell off, or I've known someone that's fallen off or my buddy fell off and broke his leg.' It's not just about damaging freight. You can get hurt on that thing."

Lalonde's recommendation?

"Most people go with the aluminum, self-leveling, large-platform liftgate. It's a little more money, but it makes for a much safer truck."

5. AUXILIARY POWER UNIT (APU).

An APU provides power to your heating and cooling system and other amenities for your truck without having to idle your main engine.

"Most expediter trucks and nearly every tractor we sell anymore have an APU on it," says Lalonde. "That's because of the anti-idling laws, but more and more, the new diesel engines just don't like being idled."

Besides capacity, what's the most significant factor to consider when selecting an APU?

"Serviceability—you know, can you get it fixed? Are there locations to get it serviced?" says Lalonde.

This is important because most truck dealers don't service the APU. You have to take it to an authorized service center that represents the APU manufacturer.

So, make sure the APU company has a large enough service network to make it more convenient and less expensive to get the unit repaired.

THE BOTTOM LINE

Use this five-point checklist as a starting point to get yourself familiar with key factors to consider when purchasing a truck. But then reach out to dealers with experience in spec'ing and selling expedite straight trucks. This will give you greater peace of mind that you're picking the best truck for your business. **EN**

Here is a list of resources that can help guide you through the truck selection process:

- **Buckeye Western Star:**
www.bws-yto.com
- **Fyda Freightliner:**
www.fydafreightliner.com
- **Premier Truck Group of Knoxville:**
www.premiertruck.com/knoxville.aspx
- **Stoops Freightliner-Quality Trailer:**
truckcountry.com
- **Stykemain Volvo:**
stykemaintrucks.com/

For used trucks, in addition to the dealers above, you can also consult these resources:

- **ExpeditorsOnline.com listings:**
expeditorsonline.com/trucks-for-sale/listings.php
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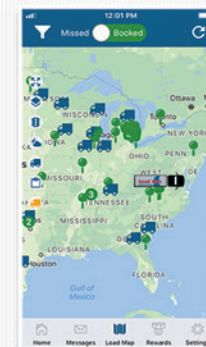
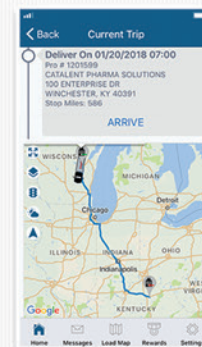
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Samuel 631-617-5481

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Edward 704-881-3782

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Tony 734-717-0157

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