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READ ON PAGE 20

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6 Skill Stacking: How to Make the Most of Your Downtime.

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20 Industry Expedite Expo 2020 Announcement

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

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Business



14 What's the Outlook for Expedited Trucking for the Rest of 2020?

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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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Skill Stacking: HOW TO MAKE THE MOST OF YOUR DOWNTIME

By Sean M. Lyden, Staff Writer



**EXPEDITE
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FEATURE

As an expeditor, you can't always control how long you'll sit between loads.

But one thing you can control is what you do with that time you're having to sit.

So, how can you get the most out of your downtime to increase your value—and your income?

Try building your "skill stack."

WHAT'S A SKILL STACK?

Scott Adams, the Dilbert cartoonist, coined the term "skill stack" in his bestselling book, "How to Fail at Almost Everything and Still Win Big: Kind of the Story of My Life."

His idea is that if you want to gain a competitive advantage in your profession or business, then develop skills that you can stack, one upon the other, to create a rare combination that makes you more valuable in the marketplace.

For example, Adams would say that he has slightly "above average" skills in illustration, humor, and running a business.

But the combination of those three skills has made him "exceptional" as one of the most famous and wealthy cartoonists in the world.

Think about it this way. Remember the adage, "the whole is greater than the sum of its parts"?

The same could be said about skill stacks, where the "stack" is greater than the sum of its individual skills.

EXAMPLES IN EXPEDITING

What are some examples of building skill stacks in expediting?

Consider industry YouTubers, The Crafty Trucker (Jason and Hutchens) and The Trucking Couple (Frank and Stephanie Rebelo).

They have attracted large audiences, positioned themselves as experts in the industry, and created a "side hustle" by stacking skills such as:

- Selecting cameras, microphones, and other audio-visual gear
- Shooting video
- Editing and post-production of video
- Developing interesting topics that draw in the audience
- Creating a format that keeps the audience engaged

CONTINUED ON PAGE 8
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But you don't have to aspire to be an industry YouTuber and vlogger, like the Hutchens or the Rebelos, to build your own skill stack. Instead, focus on developing the skills that best fit your interests and talents.

MY SKILL STACK STORY

And don't worry about whether or not the skills you want to work on today will have anything to do with your business right now because you never know where your skill stack can lead you down the road.

At least, that has been my experience.

A couple of years ago, my wife and I had recently empty nested when our youngest daughter left home for the University of Florida. So, I decided to pick up playing the saxophone again after about a 10-year layoff. It would become my fun "empty nester project."

But I had no idea at the time how developing my saxophone "chops" could lead to other skills that, when stacked upon each other, would open new doors to business opportunities for me.

HERE'S WHAT HAPPENED.

A few months after I started playing again, I performed at an open mic night at a party, where I met a few folks who liked what they heard and invited me to join their rock band.

Over the next several weeks as I

performed with the band, I learned about microphones, audio interfaces, and audio editing software.

And with that new knowledge, I purchased my own equipment to learn how to record, edit, and mix in backing tracks to produce high-quality sound—something I knew absolutely nothing about only a few months earlier.

I also learned how to film and edit videos of me playing cover songs.

Then, in January of this year, a breakthrough idea came to me. I've built my own recording studio and learned video and audio production skills. Why not use the studio and my new skills to produce podcasts for clients and myself?

Today, podcast production has emerged as a substantial revenue stream for my business. And this likely would not have been possible if I hadn't started with relearning how to play the sax—a skill that has nothing to do with podcast production. But when I layered other related skills on top of the sax, I built a "skill stack" that has increased my value in the marketplace.

SO, WHAT'S YOUR SKILL STACK?

Think about what interests you. What new skills do you want to learn and develop?

Here are a few ideas to help stimulate your thinking:

Fitness: Perhaps you enjoy staying fit and want to develop workout routines you can do while you're out on the road and share them in videos, blogs, and other platforms with other truckers.

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Writing: If you love to write, develop those skills. Find places where you can publish and share your work with the world. Learn about social media and how to grow your audience.

Travel Guide: What are the most trucker-friendly places for expeditors to visit or spend their sit time? Perhaps you could post video reviews of places/ truck

stops or create a written travel guide for other expeditors.

Podcasting: Today, with Zoom, Google Meet, and other video platforms, it's easier than ever to interview interesting people and share those conversations as a video on YouTube or an audio podcast on any of the podcast platforms.

THE BOTTOM LINE

These ideas are just scratching the surface of the possibilities. So ask yourself, "What's my passion? What do I really want to learn?"

Identify those skills and then commit to using your downtime wisely to build a skill stack that makes you unique and more valuable in the marketplace. **EN**

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What's the Outlook FOR EXPEDITED TRUCKING FOR THE REST OF 2020?

By Sean M. Lyden, Staff Writer

EXPEDITE
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BUSINESS

"In the expedite market, capacity has gotten much tighter in the tractor and the straight truck sectors."

When John Elliott, chief executive officer for expedite carrier Load One LLC, and I had a conversation about the state of the expedited trucking market back in early March, so much was in flux.

The COVID-19 pandemic led the U.S. to shut off travel from China and Europe. Several states were beginning to issue stay-at-home orders, except for essential workers. And automotive plants were about to close.

Today, nearly five months later, the economy has been reopening in phases, but with fits and starts as coronavirus

cases and hospitalizations continue to surge in several states.

So, what does all this mean for expediting? What has changed?

I recently circled back with Elliott to get his latest outlook. Here is an edited version of our conversation.

How would you describe the current state of the expedite market?

John Elliott: It's been a very tumultuous spring and summer. We seem to be moving in a positive direction with



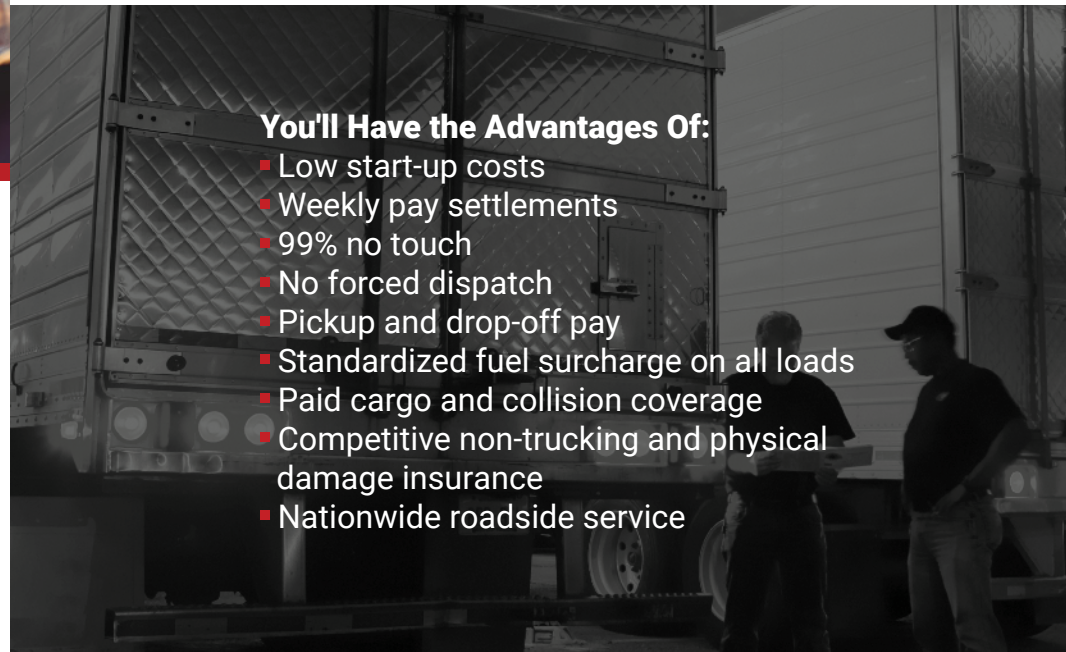
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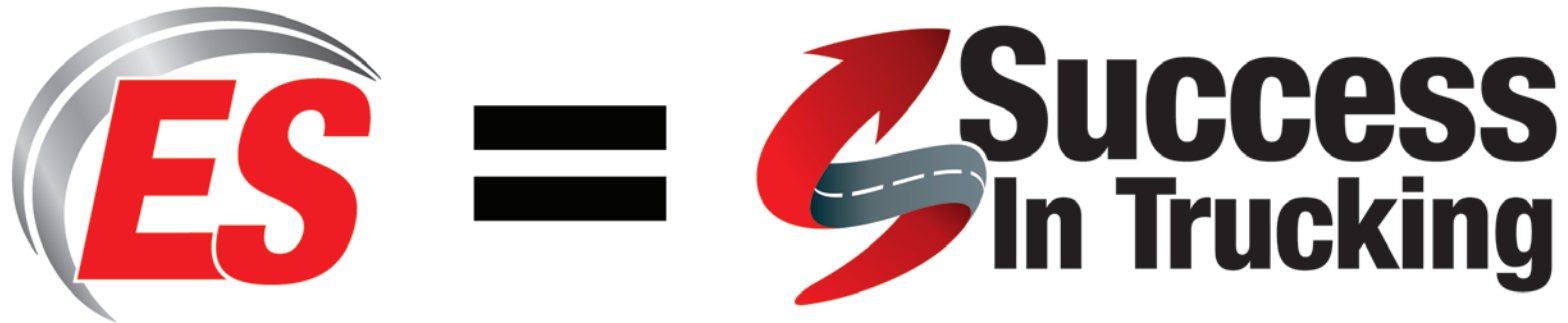
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the reopening of automotive and manufacturing. And we're slowly seeing the airlines and other industries pick up. But sports, trade shows, and concerts, and all that are still to be determined. I think to an extent everybody's holding their breath a little.

There's still a lot of uncertainty, but I think the feeling is much more positive than it was in March. We can see the light at the end of the tunnel, but you just don't know how long that tunnel is going to be. I think this thing has gone longer than anyone expected already.

We're not out of the woods yet.

In terms of expedited freight, where do things stand right now?

John Elliott: In the expedite market, capacity has gotten much tighter in the tractor and the straight truck sectors. There's still excess capacity in the van world. It's gotten better [for vans], but they're definitely the laggard of the three vehicle sizes.

Rates have started to move back up—faster and more so on the larger vehicles than the vans.

Why is that? What are the market forces driving, say, a tighter capacity on the tractor and straight trucks versus the vans right now?

John Elliott: It's hard to say. A lot of it comes down to what the average shipment size is. The vans tend to be used more for small emergency-type shipments, and we're not seeing manufacturing and things like that get back to the level of having to utilize the small vehicles as much. Even with manufacturing opening back up, that market is still not running at the same production speeds they were before. Many plants are only running at 50% or 75% volume speed, due to social distancing and those practices. When you slow production down, you slow down the demand for the amount of smaller critical shipments.

If we look at 2020 freight right now, while still amid a pandemic, how does it compare to, say, 2019?

John Elliott: It's hard to compare 2020. But I can say the last 30 days have been as strong or stronger than 2019 in some expedited sectors. It's hard to gauge: Is this strength going to be sustained? Or is it because the economy is reopening and [inventories] need to be replenished. There's a lot of inefficiencies that go with reopening. And that creates opportunities for expedited freight.

We started seeing [growth in expedited freight demand] about mid-June. And July has been decent. You do have



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CONTINUED ON PAGE 22



The staff of Expedite Expo has made the difficult decision to reschedule Expedite Expo 2020. With the increase of COVID cases in so many states and just the restrictions we would have to make to have the show, we don't feel it is best for us to meet at this time.

Expedite Expo 2021 has been rescheduled to July 16-17, 2021 still in Fort Wayne, IN.

Thank you for giving us the time to work through all these changes during this crazy time in all our lives. We look forward to a healthier 2021

The advertisement features a smiling man with his arms crossed in the foreground, wearing a red, white, and blue checkered button-down shirt. Behind him is a large white semi-truck with dual exhaust stacks. The background is a dark, starry space. At the top, the word 'HIRED' is written in large, metallic, 3D block letters. In the bottom right, the text 'THIS IS WHAT WE DO.' is written in white and blue. At the bottom, the website 'justCDLjobs.com' is displayed in a large, bold, blue font, with 'just' in lowercase and 'CDLjobs' in uppercase. Below the website name, the phrase 'VISIT TODAY. GET HIRED.' is written in white, bold, sans-serif capital letters.

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automotive plant shutdowns this year, but not at the normal levels. The automakers are doing a rolling shut down through July and August. So the usual automotive July slowdown has not been as significant as in most years.

If you were to break down expedite market into segments—automotive, healthcare, etc.—which segments appear to be strong right now and which ones are the laggards?

John Elliott: In expedite, your biggest laggards are trade shows, concerts, sporting events, the airline industry, and aerospace. Manufacturing in automotive is coming back. But we're in the middle of flux right now, so it's hard to say. Household staples and some of those things were very strong for a while in the truckload sector, but they've slowed down—people have enough toilet paper, paper towels, and other basics that they were consuming like crazy [earlier in the pandemic]. We had a spike in certain healthcare sectors with medical equipment, PPE, and things like that. But those things are kind of leveling off now.

As you peer through your crystal ball, looking out the

next five and a half months to close out 2020, what are some of the trends that you see emerging in the expedite industry?

John Elliott: I'm bullish about the rest of the year. But again, there are many things in play that can change that—like, these virus numbers. What happens there? I believe our economy is going to come back and it's already coming back pretty strong. But we also have an election coming up. And that's a little bit of a wild card right now—which way that goes and how business and the economy reacts to that.

When you say “bullish,” that's a pretty strong outlook. What are you seeing that leads you to say, “You know what, I see a lot of potential opportunities here?”

John Elliott: I'm talking to our customers, looking at the manufacturing numbers, looking at the retail sales numbers, and consumer confidence. It's my gut feel, but it feels like we're headed in a good direction. **EN**



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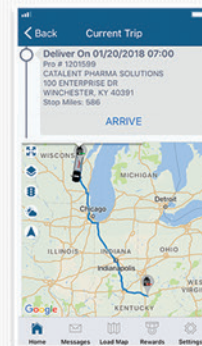
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Experienced driver for a van leased to Barrett Directline. Must be at least 25 years old with a clean driving record and background. Van has a bed in it and I provide a pilot/flying j fuel card and ezpass for tolls.

Tammy 936-208-9900

Now taking applications for an honest individuals or team to drive a Sprinter 2500. We will pay 40% to driver AND WE PAY FUEL. Must live within the midwest. Minimum of 1 year of OTR experience required.

Robert 219-924-2596

Solo drivers needed for Expedite Vans. Vans run in U.S. only. Pay is 40% of linehaul. Deadhead pay is same as linehaul except for first 50 miles. Fleet owner pays fuel, insurance and truck expenses. Must attend 1 day orientation in Michigan. No cdl needed.

Bobby 859-497-1538

Need driver for 2015 Cascadia straight truck, dd13, Carrier APU, incentives for monthly, quarterly, and yearly goals reached. TEXT experience, endorsements and work history

TEXT Scott 989-313-4345

Looking for a team or solo driver. I have a FORD TRANSIT that is contracted with BOLT Express available immediately for an honest, dependable, hardworking driver with a positive attitude. A little experience is helpful but I am willing to train.

Agata 248-910-2894

EXPEDITE TRUCKS FOR SALE

2020 Western Star 5700 XE, Detroit DD 13 410 HP, Detroit DT 12 Auto, 104" Bolt Custom Sleeper, Din-a-bunk, Upper Bunk, Truck is loaded and custom, NO COOKIE CUTTER HERE !!!

Todd 888-881-1872

2015 Cascadia FedEx TVAL Dual Axle 2015 Freightliner Cascadia with AA 98" Custom sleeper. with double bunks Reefer unit, Carrier Comfort Pro Power Inverter & APU. Lift Gate. Coleman Rooftop Air Microwave and cooktop. Laminated hardwood floors. Double Bunks. Side by side refrigerator & freezer. Dinette. Automatic Snow Chains!

Joe 336-337-0791

2014 Freightliner Cascadia 113 72-in. double bunk raised roof sleeper expediter truck with dinette and 24-ft. Eaton Fuller Ultrashift, Comfort Pro APU,

Danny 888-258-7795

1994 Peterbilt 379 - ELD Exempt Engine Rebuilt Feb 2019 - Paperwork available upon request Dual 120 Gallon Fuel Tanks Headache Rack Airtronic bunk heater Wood Floor

Cam 419-582-8079

New International LT625 Expediter - call for price!

John 888-240-3221

2014 Freightliner Cascadia Expedited truck, mileage 512112, It has a Eaton Fuller 10 speed ultrashift, DD13 410 hp. 72" raised double bunk sleeper with fridge. It is set up for a team operation equipped with a Thermo King Tri-Pac Evolution APU.

Freddie 931-472-0393

Expediter Truck with 22" dry freight cargo Box on freightliner Cascadia class 8 tractor equipped with 72" factory sleeper with double bunks for team operation. There is a fridge/freezer and Comfort-pro APU and Espar heater

Osman 612-800-4333



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Keep track of who you have called and yet to call by checking the box next to the company name.

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