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Trucking Jobs!

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Directory on page 31



Industry News

News and information
that's relevant to your life
on the road!

Volume 18
Issue 5

EXPEDITE NOW MAGAZINE

**THE EXPEDITE
EXPO STRIKES
BACK!**

READ ON PAGE 6

expedite
expo²¹
RECAP

BUSINESS:

**Protect Your Business After
an Accident** **READ ON PAGE 14**



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6 The Expedite Expo Strikes Back

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Business



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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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THE EXPEDITE EXPO Strikes Back

By Sean M. Lyden, Staff Writer

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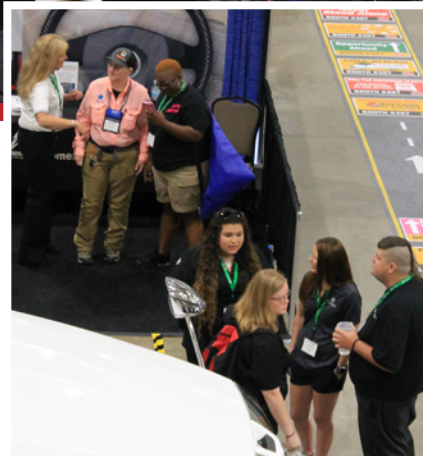
FEATURE

"For twenty years, the Expedite Expo has been a marketplace for the entire expedite industry - exhibitors, carriers, owners, and drivers - to come together, network, and grow."

The 2021 Expedite Expo opened on July 16 at the Allen County War Memorial Coliseum in Fort Wayne, Ind., as one of the first in-person trucking events in the U.S. since the COVID lockdowns began last March.

"For twenty years, the Expedite Expo has been a marketplace for the entire expedite industry - exhibitors, carriers, owners, and drivers - to come together, network, and grow," Monte Stetler, president of On Time Media (the producers of Expedite Expo), said. "After all, most great ideas begin with a conversation. And, after a year set back by the pandemic, we were finally able to get together again and start having those valuable interactions and conversations that will fuel the industry's growth for many years to come."

The show's presenting sponsor was Expediter Services. And about a thousand drivers, owner-operators, and fleet owners from across North America came to Fort



Wayne to meet new people, learn from successful expedite professionals, and find new business opportunities.

If you weren't able to make the two-day event, here are some of the highlights from Expedite Expo 2021.

EDUCATION

On both days of the Expo, from 8:30 am to 11:00 am, successful expeditors and industry experts led education sessions on topics such as:

"Sprint Your Way into the Biz": Donna Chambers with Landstar led a discussion on load management strategies and how to determine whether the "van life" is right for you.

"How to Succeed in Expediting": Jackie Rocha and Mike Barclay with Millennials in Trucks shared their experiences on how they got started in the industry a few years ago and have since become fleet owners.

"Practical Solutions to Improve your Business": Jerry Hayes, an industry veteran and the publisher of National Truckin' Magazine, shared his "keys to success" in trucking in his general session.

"Conversations with Recruiters on Getting into the Industry": Ron Martin and Clare Theriault with Tenpoint Expedite and Don Van de Laar with Landstar shared advice on what to expect with the expedite lifestyle to ensure it's right for you.

"Got Claims? Get Paid Money for Your Downtime!": Attorney Kelsea Eckert with Eckert & Associates P.A. talked about how to boost recoveries on not-at-fault accidents and mechanical negligence claims.

Industry Panel: The State of Expedited Trucking - and How You Can Capitalize on this Market

The 10 am special event on Day Two on "The State of Expedited Trucking - and How You Can Capitalize on this Market" was moderated by yours truly and featured industry experts John Elliott with Load One LLC, Ellen Voie with Women in Trucking, and Marilyn Surber with Tenstreet.

We had a packed house of owner-operators, drivers, fleet owners, and folks completely new to the industry, where we had a fascinating conversation on:

- The current state of expediting - and the trucking industry at-large
- The regulatory landscape and the potential impact on owner-operators, drivers, and fleet owners



"Ask the Experts - Young, Middle and Old School": A panel of industry professionals headlined by Frank Rebelo with Hyfield Trucking and Jackie Rocha and Mike Barclay with Millennials in Trucking talked about a wide range of topics, including the fundamentals of starting and running an expedite business, the importance of good mentorship, and how much cash you should have in reserves before starting.

- The aging workforce in expediting, and the pipeline challenges with recruiting young drivers
- The emergence of diversity, equity, and inclusion initiatives in trucking to expand opportunities in the industry
- The top trends to watch over the next 12, 18, and 24 months
- The Protecting the Right to Organize

(PRO) Act and the potential fallout for the expedited trucking business model should the bill pass.

Be on the lookout for a recap article that I'm writing for our sister publication ExpeditedOnline.com that highlights the significant trends and ideas discussed during this panel. You won't want to miss it!

NETWORKING

The networking lunch roundtable sessions for both days allowed attendees to meet with other expeditors to network and discuss specific topics, such as:

- Driving cargo vans
- Driving straight trucks
- Handling pets in the truck
- How to work with fleet owners
- Truck and van maintenance
- Best apps to use
- Cutting fuel costs.
- Exhibits

Expo attendees got to check out the latest trucks and custom sleepers, with opportunities to get their questions answered by experts from Expediter Services (the Expedite Expo 2021 Presenting Sponsor), Stoops Freightliner-Quality Trailer, Fyda Freightliner, and Bolt Custom Trucks.

The exhibit hall also enabled prospective owner-operators to meet directly with recruiters from a wide range of carriers—including Load One, Panther Premium Logistics, Landstar, Tri-State Expedited, FedEx Ground, among several others—to find the best fit for their business and lifestyle goals.

And attendees who weren't ready to buy their own truck but still wanted to learn more



about the business could meet with fleet owners looking to hire good, dependable drivers to operate their vehicles.

BINGO NIGHT

But the Expo wasn't all business; there were also plenty of opportunities to kick back and have fun.

Traditionally, the Expo would feature Casino Night. But to allow for more social distancing, the Expedite Expo event team switched things up this year with Bingo Night.

"Some people were skeptical [about Bingo Night] going in, but it was a great evening of fun with over \$5,000 of prizes that our fantastic exhibitors donated! If you were there, you know the Bingo Lady made the night," Expedite Expo's event manager Kristy Lohre said.

THE BOTTOM LINE

Expedite Expo has come a long way since its humble beginnings in 2001 in the parking lot at The Detroler in Woodhaven, Michigan.

"The Expedite Expo could not happen without our sponsors and exhibitors," Stettler said. "It's because of their support that we can offer valuable educational, networking, and business opportunities for the entire expedited trucking community. We look forward to seeing everyone again in 2022!" **EN**



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PROTECT YOUR BUSINESS After an Accident

By Kelsea Eckert, Contributing Writer

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BUSINESS

"You won't get the other side to agree to pay the first dollar until you've proven they're at fault. Every case has two steps: prove fault and then prove your losses."



Even the most professional truck drivers sometimes get hit on roads and parking lots. Accidents happen because not everyone else on the road is an experienced, careful driver. If another driver damages your equipment, take the right steps to expedite your claim, collect your lost income, and protect your business.

PROVE YOUR CASE

You won't get the other side to agree to pay the first dollar until you've proven they're at fault. Every case has two steps: prove fault and then prove your losses. While the complete list is long, here's 5 considerations when proving your case.

1. Evidence is Key!

Secure that dash cam footage. Know how to download videos before an accident happens.

Zoom out! Take pictures of everything at the scene, not just your own equipment's damage. You'll want pictures of every vehicle's damage, identifying markings like placards, license plates and DOT numbers, skid marks, items in the road, and any adverse weather conditions.

Get the names and contact information for any independent witnesses. If the other side says it's not their fault, the witness is vital.

2. File the Claim With the Other Side ASAP

Immediately make a claim with the at-fault driver's insurance or trucking company (if self-insured). Keep written records of all communication. Every time you speak to the adjuster, follow up with an email confirming the conversation.

The squeaky wheel does get the grease. Adjusters might have hundreds of files. Make sure yours stays at the top of the pile.

CONTINUED ON PAGE 18

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3. Mitigate Losses

Miti...what? Mitigation is a legal term for "make your losses as small as possible". Even though you're the victim, you must try to lessen your losses. For example, if your truck can't be fully repaired right away, make temporary repairs to get back on the road. If it's not drivable at all, look into rentals until repairs are complete. If you can't do either thing, keep written proof of your attempts.

If the other side won't pay for repairs, consider paying for the repairs yourself or filing a claim with your own insurance. Think this through carefully. You don't want to have your insurance rates go up or get dropped. Ask your insurance agent and motor carrier for their advice.

4. Document Out of Pocket Expenses and Lost Income

Save your receipts! Any costs related to the accident should be sent to the adverse for payment.

Prove your lost loads or lost income. If you don't have actual proof of lost loads, show them what you typically make on a daily basis and multiply it by the days down.

5. Hire Experts When Necessary

Oftentimes, hiring an expert may be your best bet for recovering your losses. This may be an accountant who understands your books, an independent adjuster who understands insurance companies and repairs, or an attorney that understands negotiation.

As a small business owner, your goal is to get your equipment back on the road and making money. If those wheels aren't turning, you aren't earning! **EN**

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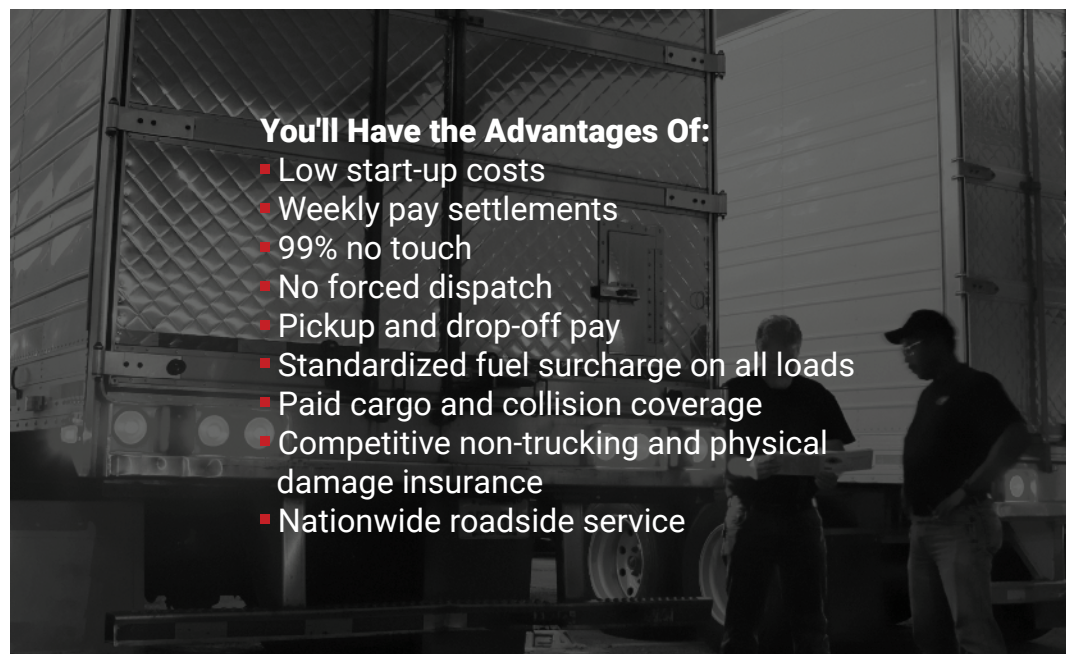
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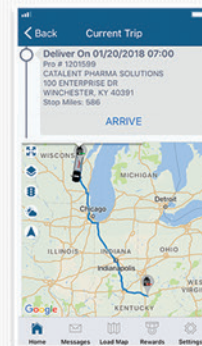
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2015 Freightliner Cascadia OWNER TRUCK FOR SALE!! Temperature-Controlled. Fully integrated aerodynamic custom sleeper built by Bolt complete with climate controlled living quarters, including a Dine-A-Bunk with fold down bed. Fully equipped with a 22' Supreme Reefer Body, Leyman Lift Gate, Thermo King reefer unit, and a Thermo King Tri Pac Evolution APU. Existing TruckMaster Plus Warranty on Engine, Aftertreatment System, Turbo, Injector, Water Pump, Fuel Pump & ECM until 4/18/22 or 952,065 miles

Jason 877-349-9303

2018 VOLVO VNL64T670 - Volvo Extended Warranty Remaining - Engine Plan; Volvo I-Shift Warranty Remaining; I-Shift clutch warranty Remaining Volvo; VED13 Engine - XE Package Volvo Work Station, Fridge, Webasto Heater, Spring Front Axle Dual 150 Gallon Fuel Tanks Virgin Tires Air Slide 5th Wheel

Cam 419-582-8079

2016 Freightliner M2 112 96" Bolt Luxury Custom Raised Roof Sleeper - dinette and 22-ft. Morgan dry van with 4 rows E-Track. Detroit DD13 410HP engine and Eaton Fuller UltraShift Plus automated transmission. Sink, refrigerator, and microwave.

Bobby (800) 589-3932

2015 Freightliner CA113 Custom sleeper with side-by-side bunks. Large fridge, micro, sink, overhead storage
Nate 800-899-1533



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