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that's relevant to your life  
on the road!

Volume 19  
Issue 1

# EXPEDITE NOW MAGAZINE

## DON'T JUST WINTERPROOF YOUR TRUCK

Winterproof Your Business

READ ON PAGE 14



**Q&A:**

Tri-State Expedited Service

READ ON PAGE 6

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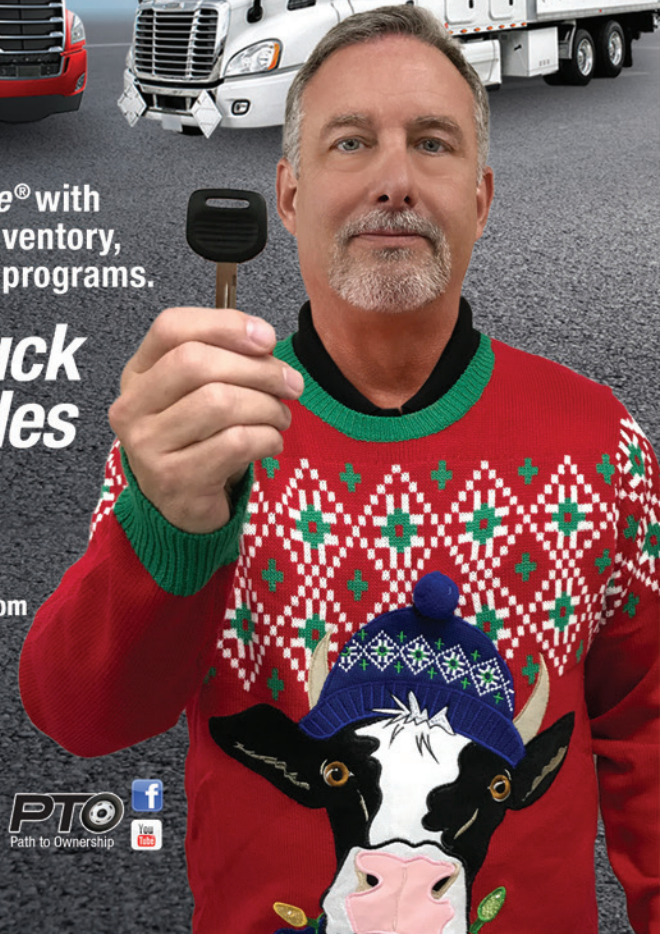
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# EXPEDITE NOW MAGAZINE

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Q&A:



## 6 Tri-State Expedited Service

Tri-State General Manager Mike Lawrence sat down with us and share his perspective on the state of the industry, as well as the Tri-State forecast for the near future.

## 30 Classifieds

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## 31 Trucking Jobs!

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## Business



## 14 Don't Just Winterproof Your Truck, Winterproof Your 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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# Q&A

## TRI-STATE EXPEDITED SERVICE



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## FEATURE

Tri-State General Manager Mike Lawrence sat down with us and share his perspective on the state of the industry, as well as the Tri-State forecast for the near future.



**As we've just passed the holiday season, are there any particular holiday traditions that Tri-State Expedited looks forward to every year?**

Our favorite holiday tradition here at Tri-State Expedited is giving back to the local community. There are always people that need assistance over the holidays, and we partner with a local church to provide not only holiday meals, but we also adopt a few families and provide presents for every member of the family. Our employees absolutely love choosing the

gift tags off of our holiday tree, shopping for and wrapping them, knowing how much they are going to be appreciated. Giving back is so important.

**Tri-State Expedited has had quite the eventful Fall. Can you tell us more about some exciting things going on in the company?**

A year ago, we had just over 50 internal employees; as of today, we have over 80 and we are still hiring. Our growth in business has driven our hiring surge and it's a ton of fun seeing the younger, inexperienced staff gain confidence under the direction of our more seasoned folks. And it's equally awesome to watch our experienced people push outside of their comfort zones, and understand how to work smarter, not just harder. The learning and teaching that's going on is extremely exciting to us.

CONTINUED ON PAGE 8  
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**What are some of the best things on the horizon for Tri-State Expedited?**

Our technology is so key to us in the trucking industry; and when we looked at the off-the-shelf TMS systems we couldn't find the perfect one for our operation, so we decided to build our own. To be able to control our own technology destiny and design the perfect system for us, and having the ability to update and make changes as we need is a really favorable position to be in as a company. The systems that are out there are great at what they do; we want one that's great at what WE want it to do! Our operations staff is giving great input to our internal developers on what they need to be most effective in their job, and our drivers are also providing excellent feedback; and we are anticipating the end result to be something really spectacular.

**While we all experience exciting times in our industry, from your perspective, what are some of the challenges the industry is currently facing?**

Challenging times bring opportunity, right? That's what we keep telling ourselves anyway! Look, we are expeditors so the supply chain issues are having a beneficial effect on our bottom line, and we are healthy enough to be able to effectively service our customers most of the time. Obviously, the driver shortage is the headline of the industry. We are certainly not immune to that, and are just combating it with a common sense approach. Recruit relentlessly and creatively and even more importantly, retain the great drivers

that we currently have. The more I get to know the drivers that we have, the more I appreciate them and the more recognition we want to give them. It's a damn tough job; and these professionals we have make it seem kind of easy. Really great folks driving for Tri-State.

**What would be a piece of advice you could offer our audience during these strange times?**

Take care of each other. Just two weeks ago, we lost a great member of our tight-knit Tri-State family, and it hit us all hard. This person had such a positive light, and they are truly missed. Over these holidays, and as busy as we all are, make sure that you managers are watching out for your staff. They're overwhelmed at work and overwhelmed with holiday stuff at home. Providing support and encouragement to our staff is a duty and really a privilege of leadership.

**Is there anything else in particular you could share with our readers?**

Of course...Merry Christmas and Happy New Year to all! We are ALL part of the greatest industry in our country, and perform essential services under extreme circumstances. During the pandemic, the public started to realize how important we really are, and it was about time! I'll end with the same thing I say to all our drivers when I'm talking to them....drive SAFE out there! Your family needs you! **EN**

For more information about Tri-State Expedited Service, contact them at: **800-831-8737 extension 550**. You can also visit their website at: **tstate.com**



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# DON'T JUST WINTERPROOF YOUR TRUCK, Winterproof Your Business

By Kelsea Eckert, Contributing Writer

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## BUSINESS

"How do you protect your business from potential losses due to bad weather? Create a plan before it's necessary."



## When

the winter storm blew through the Midwest last February bringing freezing temperatures, high winds and snow, fleet owner Jimmy B. was ready. In the months prior, he had prepared each of his trucks for such a possibility. In addition to making sure all trucks had their regularly scheduled maintenance, he also made sure the fuel was treated and blended for low temperatures and all APUs were in tip-top condition.

Jimmy had trained his drivers for winter driving, well before winter. High quality pre-trip inspections were stressed. There were winter supplies in each truck, including an emergency supply of food and water, first aid kit, blankets, and insulated clothes in case a driver were to get stranded. In addition, each driver kept a checklist to stay prepared for the worst.

Jimmy was prepared and had a great winter season. However, beyond preparedness of equipment and training of drivers, there's one remaining area which requires vigilance by every truck owner: protection of the business' finances. Bad

weather can cause loads to be delayed, income to be lost, and accidents to happen. A clever business owner will consider the risks and prepare for them before they happen.

How do you protect your business from potential losses due to bad weather? Create a plan before it's necessary. Make sure to cover at least all normal possibilities. For example, if your truck is stuck in a snow drift, do you have tow insurance or money in the bank to pay the tow? Do you have access to another truck if yours was damaged and needs repaired?

### PLAN FOR A RAINY (OR SNOWY!) DAY:

Hopefully, your equipment is never damaged. However, it's important to have contingencies in place if it happens. Some suggestions include:

1. Review your insurance policies with your insurance agent to make sure your equipment is fully covered.
2. Establish a relationship with a truck

CONTINUED ON PAGE 18  
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rental company or motor carrier that will provide you with equipment if yours is down.

3. Keep a good relationship and line of credit open with your bank. Be aware that rental companies often ask for a \$5,000 - \$10,000 deposit on their equipment, plus weekly rental and fees.

4. Increase the limits on your credit cards. You may be able to use a credit card for the rental truck deposit. Just make sure you pay those cards off each month!

5. Work on increasing your credit score. You won't be able to rent or buy the equipment if your credit score is poor.

6. Keep a rainy-day fund. If your equipment is down and there are no rentals, make sure you have enough money in escrow or savings to pay business and personal bills for at least 2-3 months.

None of us want interruptions to our businesses, but if we don't prepare for the possibility, those interruptions can financially damage our businesses. As the poet Maya Angelou once said, "Hoping for the best, prepared for the worst, and unsurprised by anything in between." Wishing you safe travels this winter season! **EN**

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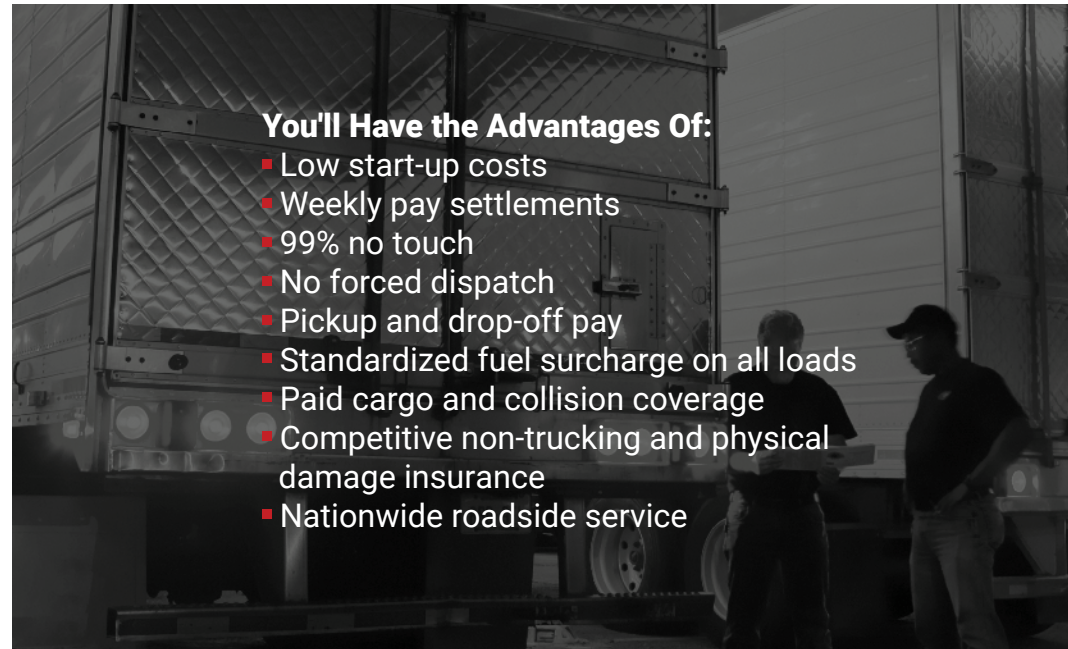
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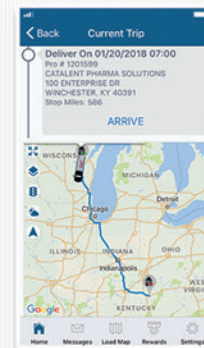
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# TRUCKING CAREERS & OPPORTUNITIES

## TIP!

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

<b>TT</b> TRACTORS	<b>ST</b> STRAIGHT TRUCKS
<b>RF</b> REEFER	<b>CV</b> CARGO VANS
<b>FB</b> FLATBED	<b>SV</b> SPRINTER VANS
	<b>TS</b> TEAMS

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<input type="checkbox"/> Tri-State Expedited Service	888-245-4325	<b>ST TT TS CV SV</b>
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