

BREAKING NEWS

"It's humbling. It's probably one of the most important positions someone in the trucking industry can hold. It's an honor"



TCA CHAIRMAN ANNOUNCED

REAL TRUCKLOAD CARRIERS ASSOCIATION NAMES JOHN ELLIOTT AS 2022-23 CHAIRMAN NEWS

Meet John Elliott: TCA Chairman

by Brandon Scott - Staff Writer

Before sitting down to entertain a conversation with our third-generation leader in logistics, it dawned on me just how small the trucking industry sandbox truly is. I mean we all play together in the same landscape, albeit some nicer than others. But that's exactly the transportation world we have all come to know, respect, and in many cases, love.

Which brings me to John Elliott, the longtime CEO of Load One, LLC., and now Chairman of the Truckload Carriers Association (TCA) for 2022-2023. Cue the trumpets and horns, this coronation was a longtime coming.

I've known John for about a dozen years, mainly in reputation, and our paths have crossed on numerous occasions. As I've pointed out, the sandbox is a small one. But in this profession, this industry, whether in truckload or expedite, it's hard not to bump into someone you've known or worked with or have even gone up against as a competitor. Often, there's typically a mutual respect amongst all parties.

Which is why it was an enjoyable treat to engage in such insightful dialogue with one of the industry's best. John talks about what an honor it is to be named TCA Chairman, the legacy that he's created through his years of dedication to the industry, and how Load One has maintained such strength and staying power over the years.

LIVE UPDATE

LOAD ONE ANNOUNCES...



"We've invested hard into technology. Our drivers have more information at their fingertips than anyone else in our industry."

Brandon: "John, congratulations on being named TCA Chairman for 2022-2023. Can you describe what this title means to you now that you've earned it?"

John Elliott: "It's kind of humbling. You know, it's probably one of the most important positions someone in the trucking industry can hold. It's also an honor that your peers in the industry would nominate you for such a position, plus it's also a lot of responsibility."

Brandon: "Regarding that responsibility, what's on tap for you right out of the gate?"

John: "There's some battling to do, to educate federal regulators on the story of our drivers and our industry. Hours-of-service flexibility, safe and ample parking for our drivers as well as detention and driver wait times. Driver education programs and scholarships, TCA really does so much."

Brandon: "You're currently in Washington, DC and you've already been invited to the White House. What was that like?"

John: "Well, it was an interesting first week as Chairman. You generally don't start your first week by going to the White House. President Biden was pitching the success of his trucking action plan, along with Transportation Secretary, Pete Buttigieg, and former Under Secretary of the Army, Patrick Murphy. Each of them spoke, and it was touching to see the semis up in front of the White House. It was a great event and an honor to be there. It's also great to know that someone's actually listening to those in the industry and trying to work with us, just trying to understand the complications and problems and where the bottlenecks are."



John then went on to talk about the issues he's most passionate about, driver parking and employment satisfaction.

John: "The average driver wastes about an hour a day just looking for a safe parking spot, which is absolutely ridiculous. Forget about the loss of efficiency and productivity, drivers aren't even making anything while trying to find parking. Imagine if you were a CEO at a company that's paying you big money, and you spend over an hour every day just looking for a parking spot. Your satisfaction level with that job and that industry is going to be dramatically affected."

LIVE UPDATE

LOAD ONE ANNOUNCES...

"We have the volume that keeps you running and making money!"



With the success John has experienced over the years, it was time to dig a little deeper and get to know who John is beneath the surface. His legacy does not disappoint.

John: "I grew up in the industry, I'm a third generation. My grandfather came out of the coal mines and got his first truck, he founded what's still a rather large trucking company. Working for the family wasn't a challenge I wanted to take on, so I went to work and learn from other truckers. Then, I started my own. I started Load One 19 years ago but before that I was broker, an agent, a large fleet owner. It was then that I decided it was time to pull the trigger on making a real mark in trucking. Starting out as a small regional carrier, to today being the third largest in the expedite industry."

Brandon: "With that type of backstory and history behind Load One, can you give us anything more? What's your secret to maintaining such success?"

John: "The drivers always come first, and we stick to the basics. So long as you're putting the drivers' needs at the forefront and they're making money, everything else works itself out."

Brandon: "What else is something you feel Load One does that caters to the driver, what makes someone want to join your company, and then stay?"

John: "We've invested hard into technology, especially in comparison to some competitors. I feel it's what separates us from those who are just providing a truck to a customer. Our drivers have more information at their fingertips than anyone else in the expedite industry. Their ability to view freight patterns and freight history in real-time allows them to make more educated decisions about where to go, rather than having to rely on their dispatcher giving marching orders."

Brandon: "But ultimately, John, what's the biggest take-away you'd want a driver or owner operator to learn from our conversation?"

John: "At the end of the day we (Load One) serve two customers, the driver and owner operators, and the shippers. We're just the middlemen. You can call us all the fancy terms you want, but we're just in the middle and it's our job to create the link in between and make it work. I think we're doing a pretty good job at that."

With that closing statement, I think it's perhaps the first time in history no one has wanted to eliminate the middleman.

Until next time.
Brandon Scott

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XPO EXPEDITE OFFERS MORE THAN MILES & MONEY to attract the best professional operators and drivers

To be the leading manager of expedite shipments – both domestically and cross-border – XPO Expedite must attract and keep some of the most skilled and dedicated CDL-A company drivers and owner operators in the industry. While that is always a challenge in the transportation and expedite space, it's especially difficult in today's economic environment.

With 30 years of experience in the industry, XPO Expedite knows that miles and money are just the beginning. Our company CDL-A truck drivers get industry-leading benefits and bonus opportunities and drive new, well-maintained equipment. Our owner operators get the freight they need to grow a successful truck driving business, low start-up costs, and dedicated opportunities.

Solo owner operators

Owner operators, in particular, need the support of a strong partner to grow their business. XPO Expedite offers consistent loads where owner operators can earn industry-leading pay with guaranteed miles. But that is only part of the story. Owner operators at XPO Expedite also enjoy many extras that help their bottom line such as competitive non-trucking and physical damage insurance, nationwide roadside service, toll transponder program for all vehicle classes, great discount programs, pickup and drop-off pay, standardized fuel surcharge on all loads and paid cargo coverage.



Team owner operators

Like solo owner operators, teams that partner with XPO Expedite get the freedom to grow or build their driving business with a wide range of programs and advantages designed to boost their bottom line. In addition to earning potential of \$350,000 or more annually, team owner operators

get their choice of preferred running style, tours and loads with dedicated opportunities available. To make the transition to XPO Expedite a smooth and profitable one, the company offers a flexible starting plan for each CDL-A owner operator truck driver. Owner operators can choose one of three options including: \$10k sign on bonus plus a transition pay program; maintenance plan that XPO Expedite funds based on the miles run; or a transition pay plan that helps the team for the first 90 days as they learn XPO's system.

Company drivers

For company drivers, XPO Expedite has positions for solo local drivers as well as jobs for teams on OTR. CDL-A company truck drivers enjoy driving newer, well-maintained equipment while earning a steady hourly rate. Along with paid orientation, leading health and life insurance and bonus opportunities, XPO Expedite company drivers get the stability of working with the largest manager of expedite shipments in North America.



XPO Expedite at a glance

XPO Expedite is a leading supply chain partner to blue-chip companies across every major industry, with a sole focus on freight transportation. In all aspects of our business, XPO Expedite adheres to our values of safety, entrepreneurship, respect, innovation, and inclusivity. This focus has helped us

grow our global network to 756 locations and approximately 42,000 employees covering 99% of all US zip codes as well as cross-border service to Canada and Mexico. XPO Expedite invests in cutting-edge technology to get the job done at the right price every time while giving shippers and drivers full visibility into the shipping experience.

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