

Spring 2014

# Redefining *the* Road

The official magazine of the Women In Trucking Association



## The Salute to Women Behind the Wheel **Celebrates Five Years**

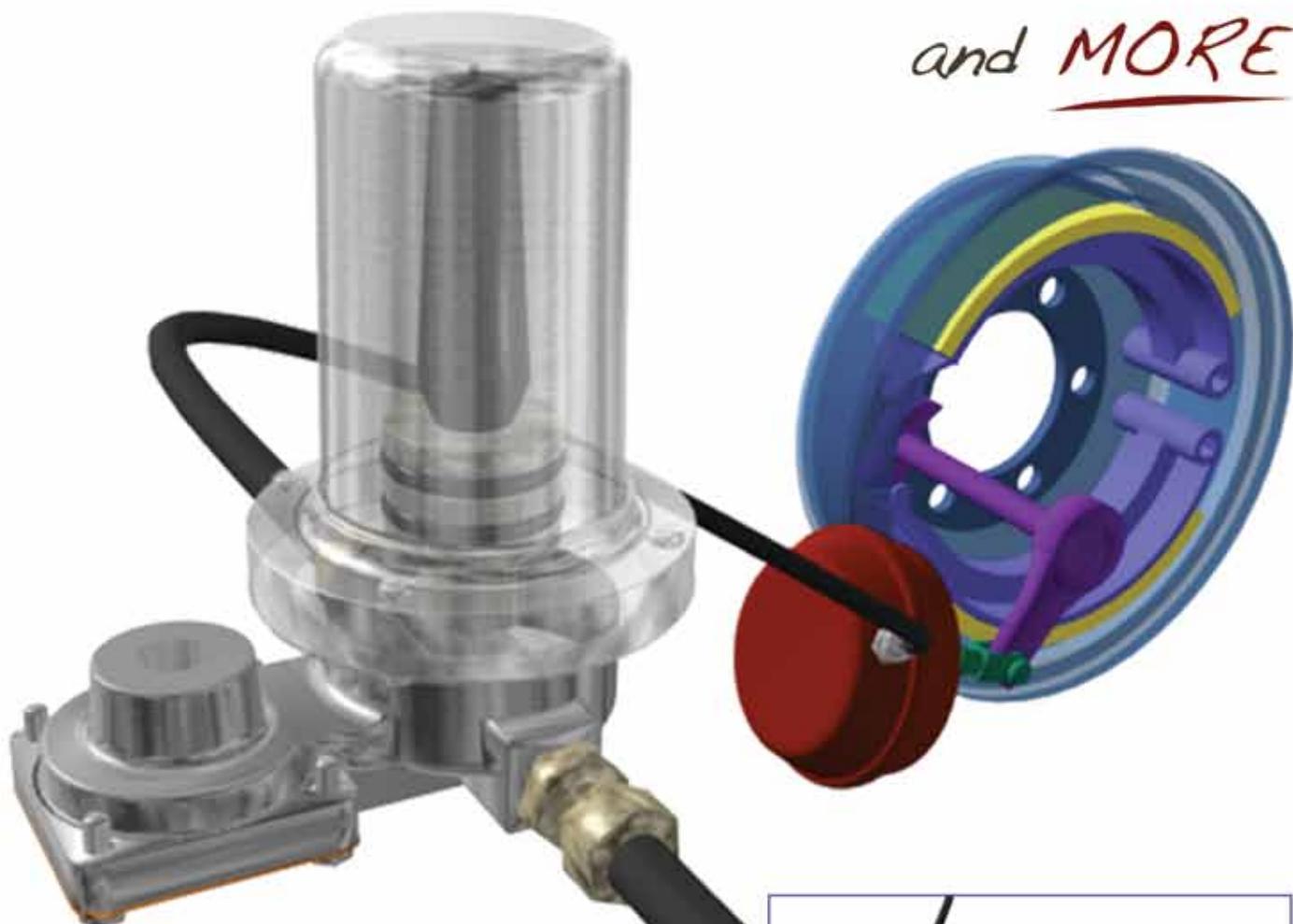
### Also Inside:

- 🚛 Social Media: The Good, the Bad, the Ugly
- 🚛 WBE Benefits: The Value of Diversifying Your Suppliers
- 🚛 And the Recruiting Ad Finalists Are...
- 🚛 And More!



# The only anti-lock brake system you'll ever need

and MORE

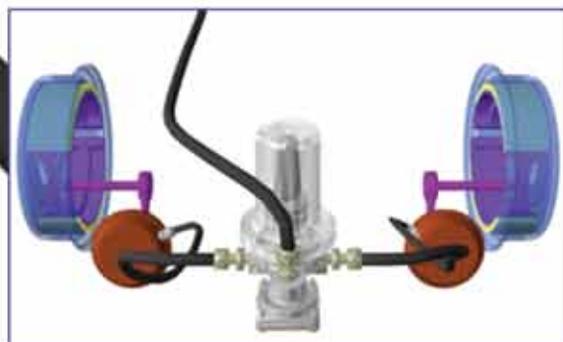


## The MSQR-5000<sup>®</sup>

**A pneumatic solution to a pneumatic problem!**

The MSQR-5000<sup>®</sup> is a revolutionary, inexpensive, non-computerized pneumatic closed-loop anti-lock braking system for vehicles with air brakes.

The MSQR-5000<sup>®</sup> is a combination differential pressure regulator/quick release valve that is installed at each braking axle into the service air lines centered between the brake chambers.



Exceeds FMVSS 571.121 standards. Complies with trailer warning light requirements.

Decreases stopping distance | Prevents single-wheel lockup and jackknifing  
Reduces wear and tear on brake system components | Promotes even tire wear

## IMtechnologies<sup>™</sup>

Mt. Pleasant, MI 48804 | [imtechnologiesusa.com](http://imtechnologiesusa.com) | 989-775-8880

# Airtab<sup>®</sup>

MORE THAN A FUEL SAVER!

DRAG HOLDING YOU BACK?



**AIRTAB.COM HAS THE ANSWER!**

**Airtabs™** are designed to work on: straight trucks, semi trailers, semi tractors, box vans, RV's & buses.

Female drivers say:

I will tell you all this... for the small investment that these little triangles are, they are worth the money! The reason they are is because they do work. In the cross wind you do not fight the wheel throughout the day. In the rain you do not get the spray on the mirrors or up the side of the trailers which can cause visibility to be poor. These two reasons alone make them worth it. Without fighting the wheel you are less tired which makes you a safer driver. The visibility situation goes without saying that they improve safety in the wet weather.

Gina and She-La

I have the Airtabs and I love them. My truck no longer sways in the breeze and I couldn't believe the handling improvement in the severe cross wind I was in. I drove in a cross wind all day and usually my arms would hurt so bad by the end of the day. Not this day though; I actually had to check the trees and flags to see if the wind had calmed down. You will just have to try them to see for yourself. Yesterday and today I had a chance to try them out in the rain. I can actually see the cars in my mirrors even if they don't have their headlights on, the spray is cut way down. I cannot believe the difference with the Airtabs on my truck and I'm kinda sorry I waited so long to put them on. Oh and one more thing on the level with a head wind my boost gauge is down 3 to 4 lbs and I am pulling the hills even better.

Jackie W.

## Airtabs will:

- Add stability to your vehicle especially in crosswinds!
- Improve your mirror visibility in wet weather!
- Pay for themselves in 4-6 months just in fuel savings!



**Airtab<sup>®</sup>**  
1-866-758-4100

[www.airtab.com](http://www.airtab.com)  
[www.buyairtab.com](http://www.buyairtab.com)



# Committed to Providing Opportunities For **WOMEN** in Trucking



Professional Opportunities for Owner Operators, Company Drivers  
and Administrative Staff Across North America

### What we offer:

- ✓ Above Average Pay Packages
- ✓ Minimal Start Up Cost for Owner Operators
- ✓ Good Traffic Lanes
- ✓ Good Home Time
- ✓ Professional Environment
- ✓ Development Training

### Owner Operators & Company Driver Requirements:

- × CDL-A
- × Good MVR & PSP
- × Tank & Hazmat Preferred - Will Train
- × 1 yr. Tractor Trailer Experience or Graduate from a Trimac approved School

To discuss opportunities, please call:  
USA **888-409-2890** or Canada **866-487-4622**  
or apply online **www.trimac.com**





# inside redefining the road

Spring 2014

## Redefining the Road

### Published for: Women In Trucking Association

PO Box 400

Plover, WI 54467-0400

Phone: 1-888-464-9482

ellen@womenintrucking.org

www.womenintrucking.org

### Printed by:

#### Matrix Group Publishing Inc.

5190 Neil Road, Suite 430

Reno, NV 89502

Toll-free: (866) 999-1299

Toll-free fax: (866) 244-2544

sales@matrixgroupinc.net

www.matrixgroupinc.net

### President & CEO

Jack Andress

### Chief Operating Officer

Jessica Potter

jpotter@matrixgroupinc.net

### Publishers

Joe Strazzullo

Peter Schulz

### Editor-in-Chief

Shannon Savory

ssavory@matrixgroupinc.net

### Editor

Alexandra Walld

awalld@matrixgroupinc.net

### Finance/Administration

Shoshana Weinberg, Pat Andress, Nathan Redekop,

Lloyd Weinberg

accounting@matrixgroupinc.net

### Director of Marketing & Circulation

Shoshana Weinberg

### Sales Manager

Neil Gottfred

### Team Leader

Brian MacIntyre

### Matrix Group Publishing Inc.

#### Account Executives

Albert Brydges, Angela Proudfoot, Bill Burges, Bonnie Petrovsky, Chris Smith, Colleen Bell, Crystal Burke, Denise Lavergne, Frank Kenyeres, Frank McLean, Jeff Cash, Jim Hamilton, John Price, Joyce Cunningham, Lindsay Melson, Mark McClain, Matthew Paxton, Miles Meagher, Rick Kuzie, Rob Choi, Steve Gaebel, Tommy Fittante

### Layout & Design

Travis Bevan

### Advertising Design

James Robinson

©2014 Matrix Group Publishing Inc. All rights reserved. Contents may not be reproduced by any means, in whole or in part, without the prior written permission of the publisher. The opinions expressed in this publication are not necessarily those of Matrix Group Publishing Inc. Printed in Canada.



## Messages

- 07 Greetings from the President of Women In Trucking—Ellen Voie

## Cover Story

- 11 The Salute to Women Behind the Wheel Celebrates Five Years

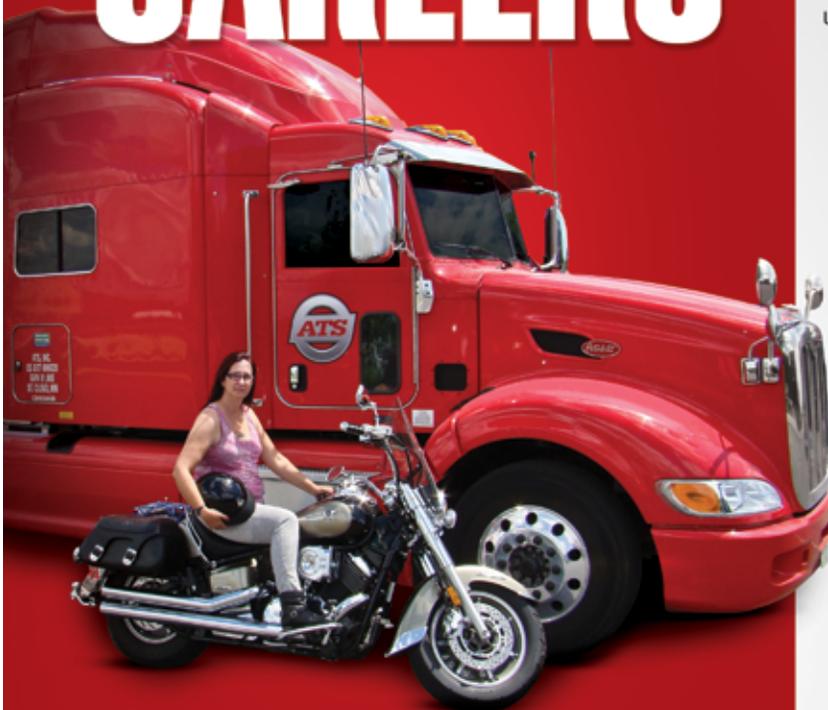
## Feature Stories

- 14 Social Media: The Good, the Bad, the Ugly  
16 WBE Benefits: The Value of Diversifying Your Suppliers  
21 Meet our Members of the Month!

## News

- 29 Upcoming Events  
30 WIT's Corporate Members  
32 And the Recruiting Ad Finalists Are...  
34 Buyer's Guide

FROM VAN TO FLATBED TO HEAVY HAUL  
**ATS GROWS CAREERS**



**“THIS IS THE BEST COMPANY I’VE WORKED FOR** and the most enjoyable. I did in a month at Anderson what I couldn’t do in a year at my other company: buy my dream motorcycle! Right now I’m making more money than 75% of the drivers I know. It’s a very good job for women if you’re a good, safe driver. Everyone is very respectful and they have a great system of advancement. I could have never afforded to go on the Alaskan cruise I went on last year, if I didn’t have the good income and flexibility that comes from being an ATS owner operator.” - Karen Smart, 3 ½ year with ATS



866-673-7596  
 ATSwita.com

Please visit our social media sites.



**THE ONLY ONE YEAR LEASE PURCHASE PROGRAM**

LEASE PURCHASE DRIVERS AVERAGE

**\$65,000**  
 NET TAKE-HOME PAY

UP TO **\$2,500** | **\$4,000**  
 SIGN ON BONUS | ALWAYS COMPLETION BONUS

**VAN**

UP **\$3,000** Sign On Bonus  
 TO Call for Details

**REGIONAL & OTR**

**COMPANY DRIVERS EARN**

**\$.42** Per Mile  
 Loaded and Empty

**INDEPENDENT CONTRACTORS EARN**

**\$1.24** Regional • On All Miles  
 Plus 100% of Fuel Surcharge

**\$1.14** Van Padwrap • On All Miles  
 Plus 100% of Fuel Surcharge

**FLATBED**

UP **\$5,000** Sign On Bonus  
 TO Call for Details

**COMPANY DRIVERS EARN**

UP **\$.48** Per Mile  
 TO Loaded and Empty

**INDEPENDENT CONTRACTORS EARN**

**\$1.80** Flatbed/Specialized Long Haul  
 Average Per Mile for All Miles (including Fuel Surcharge)

**\$1,125** Average Per Week for Brewton Express **BREWTON EXPRESS**  
 (A Division of ATS Specialized)

Step Up to Hauling Flatbed/Specialized Freight  
 No Prior Flatbed Experience Required

**HEAVY HAUL**

UP **\$10,000** Sign On Bonus  
 TO Call for Details

**\$325k+** Can be Earned by Heavy Haul Owner Operators

**\$85k+** Can be Earned by Heavy Haul Company Drivers

**\$.50 PER MILE** Starting Base Rate for Company Drivers  
 Loaded and Empty • PLUS Over-Dimensional Pay

Greetings from the President of  
Women In Trucking

*Ellen Voie*



**Ellen Voie, CAE**  
**Founder, President & CEO**  
**Women In Trucking Association, Inc.**  
**Women In Trucking Scholarship**  
**Foundation**

## The Year in Review

The “Influential Women in Trucking” award is in its fourth year. This initiative, sponsored by Navistar, Inc., was created to honor an individual who has been influential on a national level. Regardless of her role, the winner of this award is someone whose name is recognizable as a “game changer” to promote women in the trucking industry. This year’s recipient will be recognized at the Truckload Carriers Association Conference held on March 25 in Grapevine, Texas.

Since the first meeting of the Women In Trucking Board of Directors held in March 2007, the leadership team has changed greatly. Our first board was comprised of all women, which made sense at the time because we were looking for women with influence who could help us grow the organization. Since then, we have balanced our board with diversity and now include men and women who represent the industry. From private fleets, to truck and trailer manufacturers, associations, regulatory information providers, and professional drivers, the board represents you—our members.

We have some exciting news to share about the coming year and some of the activities we will provide. Watch for “Safety Professional of the Year” and “Women in Logistics” awards. Both of these awards will honor a woman who has been successful in her field and is an inspiration to others.

Plans are underway to host a conference in 2015. We asked you, our members, for feedback on whether we should hold our own event and the response was overwhelming. Respondents are looking for information on how to promote more women within the organization to recruiting female drivers, equipment design, Women Business Enterprises, and much more. Our conference will focus on making the trucking industry more balanced in terms of gender for those who design the trucks, own the trucks, fix the trucks, dispatch the trucks, and drive the trucks. We welcome all of you to come and learn. Watch our website, [www.womenin-trucking.org](http://www.womenin-trucking.org), and e-newsletters for more information.

Our mission includes educating and mentoring women within the trucking industry, as well as those who might not have considered a career in transportation. We are working on a series of “A Day in the Life” videos that will show a professional driver, a safety professional, a dispatcher, and others, so that potential employees can see what the job entails and what skills are needed to apply.

**THIS MONTH MARKS** our seventh year as Women In Trucking Association. There are so many exciting events in March.

The annual “Salute to Women Behind the Wheel” is in its fifth year and growing in popularity each time. From our initial attempt to break the world’s record, to our current focus on the female drivers who have been in the industry for many years, the goal is to honor all of the women on the road. You are the pioneers, the role models for those who will follow you as a professional driver. More information about the Salute to Women Behind the Wheel can be found in this issue (see page 11).

---

...the goal is to honor all of the women on the road. You are the pioneers, the role models for those who will follow you as a professional driver.

---

# **TRIBE TRANSPORTATION**

*"A Native American Woman Owned Business"*



[WWW.TRIBETRANS.COM](http://WWW.TRIBETRANS.COM)

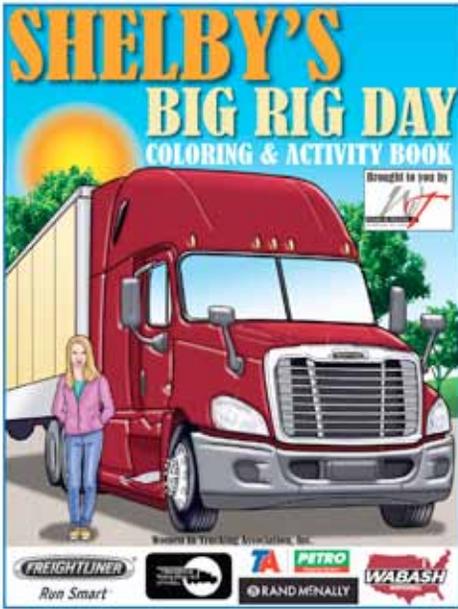
**(877) 628-6285**

- ❖ Deep Frozen
- ❖ Refrigerated
- ❖ Dry
- ❖ Expedited
- ❖ Team Service
- ❖ Power Only
- ❖ Alcohol Permitted
- ❖ Dedicated Fleet
- ❖ Fleet Management
- ❖ Canadian Authority
- ❖ Full Truckload



*"We are **TRIBE STRONG**"*





We want to reach young women and girls who are unaware of the importance of supply chain management. We recently completed a children's activity book, which depicts a young girl accompanying her mom on "take your child to work" day. It's filled with activities and puzzles for young boys and girls, but its purpose

is to make girls think about a possible career opportunity in the trucking industry. "Shelby's Big Rig Day" is available in the WIT Mall ([www.womenintruck.org](http://www.womenintruck.org)) at an introductory price of \$1.

If you've ever been a Girl Scout or a Boy Scout, you are familiar with the idea of earning a badge after completing a project or participating in a program. If you were a Boy Scout, you had the opportunity to earn a badge in transportation. Girls do not have this same opportunity, so we are working with the Girl Scouts of America to design a badge so that all young girls can be exposed to careers in transportation.

These are a few of our goals for the coming year. There are many more projects we would like to complete, but we only have a limited number of staff and resources. We need your help to grow the organization so that we can offer more ways to balance the gender inequality in transportation.

Encourage others to become members of the Women In Trucking Association. We are here to serve you and we are excited about the coming years. 🚛

## Created With You in Mind!

The Women In Trucking Association has been created for you, both men and women, who are either involved in the industry, or have a career interest in being a part of one of the largest networks of professionals in North America. Nearly one out of fourteen workers are already employed in jobs that support the transportation industry, but the need for drivers and other trucking professionals continues to increase.

For more information about WIT, go to [www.womenintruck.org](http://www.womenintruck.org).



## Patriot Lift is the Global Market Leader in Landing Gear Automation, a Revolutionary Innovation for Tractor Trailers, Eliminating Hand Cranking



Significantly Improve Safety, Productivity and Equipment Damage. Achieve Equal Employment Opportunity. Employee Morale Improvement is PRICELESS

**10% DISCOUNT GOOD THRU SEPTEMBER 30, 2014**  
Refer to promotion code **SAFETY-4** when ordering



Observe Video and Presentation on our website



Tel: (340) 772-5438

[www.patriotlift.com](http://www.patriotlift.com)

[info@onlift.com](mailto:info@onlift.com)



# HAPPY EASTER



## SAME DAY CASH FOR INVOICES

**DISPATCH  
SERVICE**

**LOAD  
BOARD**

**LOW FLAT  
RATES**

**95%  
TO YOU**

**FUEL  
ADVANCES**

**FREE CREDIT  
CHECKS**

**NO  
RESERVES**

# The *Salute to Women* Behind the Wheel Celebrates Five Years

By Ellen Voie, Founder and President/CEO, WIT



*The 2013 Salute to Women Behind the Wheel. Photo by Paul Hartley, AddMedia.*

Five years ago, we kicked off the first annual "Salute to Women Behind the Wheel." Our goal is to honor the women who travel the highways as a career. Whether you drive an 18-wheeler or a bus full of children (or tourists), we want to honor the women who have professional licenses and earn a living while driving. Whether you have been driving for weeks, months, years, or decades, we want you to know

we appreciate you and welcome you into our ranks.

Originally, we attempted to break the world's record for the largest gathering of female drivers, but that didn't happen. We then decided to honor female drivers for their safe operation. Now, we recognize the female attendees for their years of service or their new entry into the industry. Ultimately, we just want to ensure that

everyone has a great time and feels recognized for their career choice as a woman in a male-dominated environment.

#### **The 5th Annual Salute to Women Behind the Wheel**

**Date:** Saturday, March 29, 2014

**Location:** South Wing, Rooms C201-C204 (2nd Floor), Mid-America Trucking Show, Louisville, KY

**Time:** 11:00 a.m.

"Daimler Trucks North America is a strong supporter of women in trucking and all that they do to keep America running every day. As a way to show our appreciation for the women and the men who spend hours on the road, we've introduced our Truck Bucks rewards program. Truck Bucks is a great opportunity for us to reward our customers for the parts and services that they purchase every day. This rewards program will allow us to get closer to our best customers and help us to facilitate change and innovation driven by their needs for a better aftermarket experience overall."

**- Ray Addison, Daimler Trucks North America**

For those who are new to the industry, we want to be a resource for you to encourage and support you as you become more proficient as a driver. For those who have been behind the wheel for a few years, we need you to help us educate, mentor, and encourage your "newbie"

peers so they become as capable and successful as our experienced drivers. We hope you will connect with others, find common interests, and continue these friendships beyond the Salute.

Join us Saturday, March 29 at the Kentucky Exposition Center in Louisville, KY.

You can register for the Salute at WIT's booth, 40557, in the North Wing Lobby.

This year, at our fifth celebration, we are having a special birthday cake to share with all attendees. Of course, we will have our signature foundations...both milk and dark chocolate. Terry Wooley will once again be performing before the event, so make sure to bring your dancing shoes!

Our speaker for the event is Rebecca Brewster, President and COO of the American Transportation Research Institute, who is also the 2013 recipient of the "Influential Woman in Trucking" award sponsored by Navistar.

We're going to bring Rebecca to Louisville, KY from her home in Atlanta as a passenger in tractor-trailers driven by our members. She will stop at Nashville TA/Petro along the way and have lunch with the drivers who have dropped her off

## Thank you to the 2014 Salute to Women Behind the Wheel sponsors!

### GOLD SPONSORS:



### BRONZE SPONSORS:



### COPPER SPONSORS:



### NICKEL SPONSORS:



and will be taking her to the Mid-America Trucking Show.

This year, we are pleased to have the support of Walmart and Daimler Trucks North America as Gold level event sponsors. Our Bronze sponsors are Arrow Truck Sales, FedEx Freight, Republic Services, Ryder, Trimac, and Volvo North America. Our Copper sponsors are Airtab®, J. J. Keller & Associates, Inc., TravelCenters of America / Petro Stopping Centers, and Waste Management. Our Nickel sponsors include Brenny Transportation, Inc., J.B. Hunt, Landstar, Meadow Lark, Rand McNally, and Transportation Data Source. Attendees will be able to visit with many of these companies and learn more about them at sponsor exhibits prior to the celebration.

"Empowering women in the transportation and logistics industry is important to us as we work to better understand and serve our customers. Walmart is committed to building and maintaining a diverse workforce throughout our company. We support Women In Trucking with our time and resources to help the organization raise awareness and remove obstacles facing women in the transportation industry."

**- Jeff Hammonds, Walmart**

Don't miss this year's Salute to Women Behind the Wheel. We want to honor all female professional drivers. Be sure to thank our sponsors who have provided the food, entertainment, and fun for you! If you want more information about the event, visit [www.Salute2Women.com](http://www.Salute2Women.com). Our members will receive email updates about the celebration, so if you're not a current member, please sign up or renew online at [www.womenintrucking.org](http://www.womenintrucking.org).

The Salute to Women Behind the Wheel is about you, female professional drivers. We hold this event to honor and thank you for your service to the trucking industry. Like always, we are looking forward to meeting you there! 🚛

**PROFESSIONAL FEMALE DRIVERS**

We Salute You & Cordially Invite You ...  
**Salute to Women Behind the Wheel**  
Women In Trucking Association recognizes the years of service of professional female drivers. There will be refreshments, prizes, music, and a photo of all women drivers.

**DATE:** Saturday, March 29, 2014  
**LOCATION:** Mid-America Trucking Show, Louisville, KY

Must register for the Salute to Women Behind the Wheel prior to the event at the Women In Trucking booth #40557 in the North Wing Lobby.

**GOLD SPONSORS**

Walmart Transportation

TRUCK BUCKS

Women In Trucking Association  
**SALUTE TO WOMEN**  
Behind the Wheel  
[www.womenintrucking.org](http://www.womenintrucking.org)



**DRIVE  
THE  
SOUTHEAST**

**GET HOME EVERY  
7 DAYS WITH  
EXCELLENT PAY!**

\$1000 Orientation Pay (Lump Sum)  
Safety Bonus & Seniority Pay  
Excellent CSA Scores – If safety is important to you, we want you on our team!  
Excellent, comfortable APU installed equipment

Now hiring in AL, FL, GA, SC,  
& select areas of NC and TN.

**DAVIS**

DAVIS EXPRESS  
STARKE, FL.

[www.drivedavisexpress.com](http://www.drivedavisexpress.com)  
**855-778-4935**

# Social Media: The Good, the Bad, the Ugly

By Jen Burkhardt, Associate Coach, TranStrategy Partners



According to Wikipedia, social media is defined as “interaction among people in which they create, share and/or exchange information and ideas in virtual communities and networks.”

The interaction piece of this definition is key. We often hold social media up as some sort of new fangled way of communicating but it is just technology that facilitates interaction among people. Interaction is what humans do best. People are communicating and interacting in the same ways they always have; what has changed is the mechanism for engaging in this behavior. Just like with the telephone and telegraph, we invented a new mechanism.

As an example, take your friend on Facebook, you know, the one who likes to post that they are bored or that they are doing laundry? It's not Facebook creating this sharing behavior. Back in

the day, if you had jumped on a phone call with this individual, you would have heard the same sad, boring story. Facebook just enables this individual to share this mundane detail a heck of a lot easier. Instead of making 100 phone calls, 45 characters are typed and BOOM, 100 friends now know instantly.

This ability to broadcast instantly to a bazillion people creates fear in some and over-sharing in others. The good and bad behavior that you see, it was always there. It is just a lot more transparent now. Whether you are communicating for business or for personal use, the world is listening and commenting. Whether you are all in on social media, gently dipping your toe in the water, or don't want any part of it, here are some pros and cons to communicating via social media.

## The bad

Time. Social media is very time consuming. These days, just to keep up on all of the emerging technology can be a full-time job, never mind thinking up something to say and then saying it with frequency and gusto.

If you are running a business, social media is a marathon, not a sprint. A week's worth of diligence isn't going to net you 1,000 new Twitter followers. You have to be creative. You have to be willing to stick it out. You have to be comfortable with your competition seeing your message, and you have to be comfortable with others possibly stealing your content.

Social media has hosted the birth of the sharing economy. If you aren't comfortable with people re-purposing your information or opinions, if you aren't open to debate or criticism, social media will make you miserable.

---

Whether you are all in on social media, gently dipping your toe in the water, or don't want any part of it . . . Whether you are communicating for business or for personal use, the world is listening and commenting.

---

## The ugly

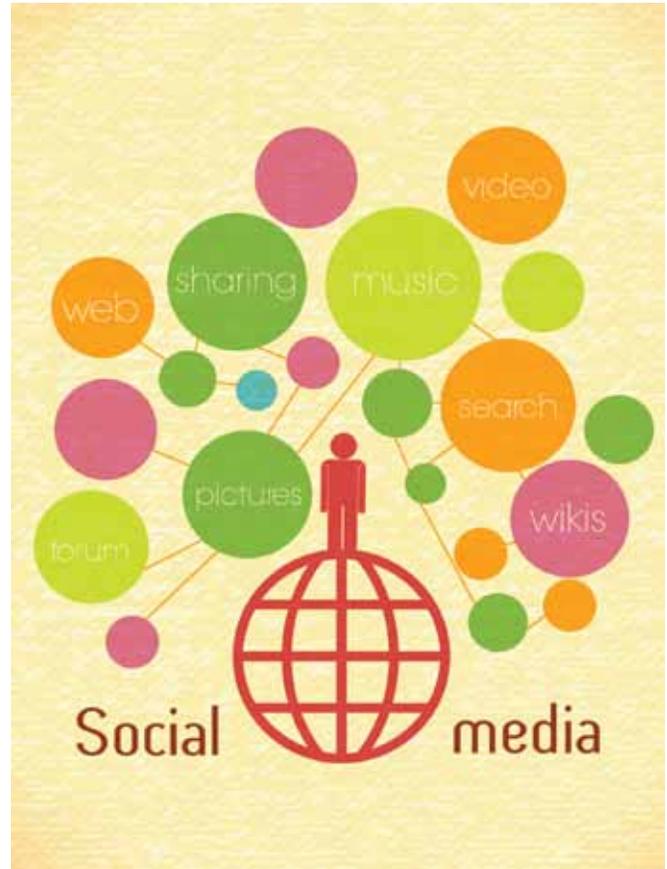
Hackers. Spam. Identity theft. You know the routine. Don't click on links that look suspicious, don't make your passwords "123456," don't respond to solicitations that seem odd or too good to be true, and never give out your credit card or social security numbers.

For all the good that social media creates with quick access to news, information, world events, networking, etc., there is a small percentage of people out there trying to do you wrong. Social media is no different than walking down a dark street in a questionable neighborhood. You have to be aware of your environment and take logical steps to safeguard yourself. Always keep a key between your fingers and be ready run like the wind.

Trolls. You know that friend or family member in your life who likes to cause trouble and stir up people emotionally? Guess what? They are on social media doing the same thing! They are called internet trolls. Wikipedia defines them as "a person who sows discord on the internet by posting inflammatory, extraneous, or off-topic messages in an online community." Beware of trolls. Avoid the rocks, mountains, caves, and bridges where they dwell. Walk into their territory prepared to answer riddles and do battle.

## The good

Never in human history have we had the ability to connect, interact and share with the world at the click of a button. That is empowering and inspiring. That is the stuff that world change is born of. Social media allows you to reach out and interact with



people that would have been unreachable 10 years ago. This gives us the unlimited power to make new friends and leads, ask questions, and learn new things.

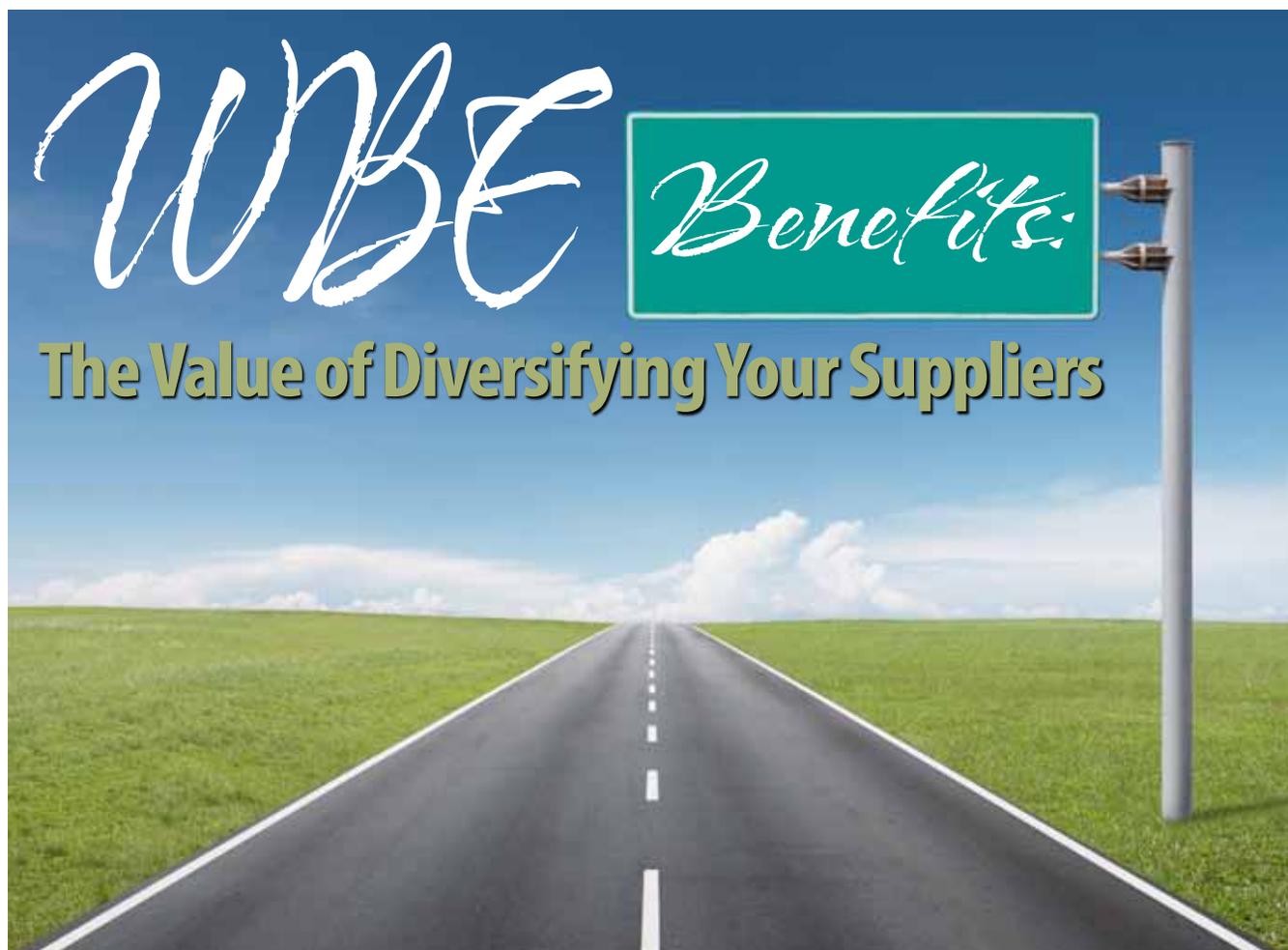
Cost-effectiveness. You can't get much cheaper than free. If you are willing to invest the time, social media gives you a free marketing channel for your personal or professional brand.

Street cred. We use people we trust in our personal and professional networks to vouch for or validate new people who come into our circles. People create social proof in what they say, how they act and the deeds they do. Validating and looking for social proof in others is tribal and wired into our lizard brains. Whenever we interact with strangers, we are trying to emotionally and logically process that individual and decide if they are trustworthy.

Having a social media presence can help prove or validate your trustworthiness. Folks can see who you are talking to and what you are talking about. They can decide if that resonates with them and if they like what you or your brand or business is about. We learn about each other through the stories we tell, and social media is the ultimate storytelling machine.

Check out Women In Trucking's social media links for Facebook, LinkedIn, Twitter and YouTube on our website's home page, [www.womenintruck.org](http://www.womenintruck.org). 🚚





By Paul Adair

A Women Business Enterprise (WBE) can be a powerful tool that can be used for emerging opportunities in the public and private sector. Obtaining WBE certification will allow a woman-owned business to take a bigger piece of what can be perceived to be a male-dominated marketplace and can also lend additional credibility to their companies.

In many cases, WBE certification is often required by larger customers simply in order to do business with them. Federal, state, and local governments are, in particular, receptive to WBE-certified companies to fill their purchasing needs in order to meet legislated diversity benchmarks.

WBE certification allows contractors to identify, qualify, and report the extent to which they use woman-owned businesses as suppliers. As such, WBE certification can result in opportunities for your business that may not have been available otherwise, and can better develop relationships with larger companies and the public sector for future considerations.

MegaCorp Logistics, LLC of Wilmington, NC, is a next-generation full truckload transportation management firm with a drive to create and implement cost-saving ideas and freight management services to help both clients and carriers achieve their business goals. MegaCorp Logistics believes that by providing opportunities to the smaller, and perhaps underused suppliers, the company will

be able to incorporate quality people who would appreciate the opportunity, striving to bring added-value to MegaCorp Logistic's supply chain.

Becoming WBE-certified through the Women's Business Enterprise National Council (WBENC) was seen by the company as a natural extension in using diversity initiatives to provide an additional entryway into the competitive supply chains throughout the United States and Canada.

"Our CEO, Denise Legg, kept hearing that being a WBE might offer greater opportunities; that doors might be opened more readily to companies with bids that have diversity initiatives, offering a more level playing field, and bring a quality and substance to projects and companies with our services," says Janie Klare, Director of Supplier Diversity-Business Development for MegaCorp Logistics.

"Becoming a WBENC-certified company has clearly helped open many doors today that otherwise wouldn't be open to us. I like to say that our certification is like having one of Willy Wonka's golden tickets. It helps us jump the hurdles a little easier, moves us up in conversations, and clearly differentiates us from so many others who are knocking on the same doors. Our services, trademarked business model, and company vision are more powerful today because of our WBE status."



*MegaCorp Logistics, LLC became WBE-certified as an extension in using diversity initiatives to provide an additional entryway into the competitive supply chains throughout the United States and Canada.*

There are many benefits available to those certified as a WBE. Primarily, certification provides access to a current database of member corporations, governmental agencies, and other WBEs. Companies will be able to use the widely recognized WBE signage on their marketing materials in order to designate certification status. Additionally, being WBE-certified allows for opportunities to participate in national and affiliate events and tradeshow, as well as the opportunity to join national and local WBE leadership forums to serve as a voice for other WBEs.

“MegaCorp Logistics has benefitted greatly from our WBENC certification. We participate in the national shows, are included in correspondence with our regional partners, and are made aware of ‘meet and greet’ meetings to sit and talk with key procurement officers and buyers of our services,” says Klare. “The network of ‘friends’ looking to support other WBEs is amazing, satisfying, and gratifying. Women work hard to help each other in business in making connections.”

---

“I like to say that our certification is like having one of Willy Wonka’s golden tickets. It helps us jump the hurdles a little easier, moves us up in conversations, and clearly differentiates us from so many others who are knocking on the same doors.”

---

To become certified as a WBE, the business must prove that it is at least 51 percent woman-owned, with management and daily operation controlled by one or more of the women owners. The verification of the above points are done through the application process administered by an outside organization, such as the WBENC. Once the veracity of the application is established, the company has met the minimum requirements for certification.

However, even with the many benefits provided through WBE certification, being certified in and of itself does not necessarily guarantee a company more contracts. Like any other approach to marketing, once you find yourself in the WBE database, your company will still need to advertise your WBE status to the new customer base.

While WBE certification might not be for everyone, it is something to consider if your company is looking to take the next step and differentiate itself from the competition. Although WBE status does not promise success on its own, it does provide the opportunity for a company to become more successful.

“I would strongly recommend that anyone thinking about becoming a WBE check out [wbenc.org](http://wbenc.org) to learn about the process,” says Klare. “Take the time and make your company into something more special, offering something unique in the marketplace. Doing so will help ensure that good things will come to you and your business much faster. I always wear my ‘WBENC-certified smile’ into every conversation that I share with prospective and current customers.” 🚚

---

*For a complete list of WBE Companies, flip to page 26 of this magazine.*



**Valley Queen Cheese Factory, Inc. is looking for quality Milk Haulers. If you have a CDL, 2 years of professional driving experience, and a safe driving record, we want to talk to you!**

- **Great Pay and Benefits**  
Earn over \$50,000 per year, health insurance, 401k, profit sharing & more!
- **No Over-the-Road Hauling**  
Every shift begins and ends at our plant in Milbank, South Dakota.
- **Drive New Equipment**  
Our tractors are in great condition!

**Valley Queen Cheese Factory, Inc.  
200 East Railway Avenue  
Milbank, South Dakota 57252  
605-432-4563 [www.vqcheese.com](http://www.vqcheese.com)**

# SERVICE EFFICIENCY



*Once Again,*

TA and Petro have been recognized as the truck stop chains that give drivers and fleets more of what they want and need in their Annual Driver Survey. Ever since we opened for business over 40 years ago, we've been providing the best service on the road. Each of our locations is designed to deliver maximum customer efficiency – from fast fueling and easy-to-manuever parking lots to the best

## Best Truck Stop Experience

Preferred 5 to 1 over competition.

## Quickest Fueling Time

Preferred 2 to 1 over competition.

## Best Travel Store

Preferred nearly 4 to 1 over competition.

## Most Comprehensive Services

Preferred 5 to 1 over competition.

## Fueling Lanes Easiest to Maneuver

Preferred 3 to 1 over competition.

## Best Trucker Merchandise

Preferred nearly 5 to 1 over competition.

## Best Employees

Preferred 2 to 1 over competition.

## Largest Parking Lots

Preferred 5 to 1 over competition.

## Best Electronic Devices

Preferred 3 to 1 over competition.

## Employees Understand Truckers

Preferred 3 to 1 over competition.

## Easiest to Maneuver Lots

Preferred nearly 5 to 1 over competition.

## Best Restaurant Experience

Preferred nearly 5 to 1 over competition.

## Employees Respect Drivers

Preferred nearly 3 to 1 over competition.

## Cleanest Showers

Preferred 2 to 1 over competition.

## Best Restaurant Food

Preferred 5 to 1 over competition.

## Who Gives Back to Trucking Community

Preferred 2 to 1 over competition.

## Best Shower Amenities

Preferred nearly 3 to 1 over competition.

## Best Restaurant Service

Preferred nearly 5 to 1 over competition.

## Most Trustworthy Brand

Preferred 3 to 1 over competition.

## Cleanest Restrooms

Preferred 2 to 1 over competition.

## Best Breakfast

Preferred nearly 4 to 1 over competition.

# BY TRUST. RESPECT.



technicians and most complete maintenance shops, we provide everything a driver or fleet needs in one convenient stop. And our employees are trained to understand our customer's needs. It's no wonder we're the most trusted brand in the truck stop industry.

## Best Restaurant Coffee

Preferred 2 to 1 over competition.

## Best Buffets

Preferred 7 to 1 over competition.

## Offers Healthiest Menus

Preferred 4 to 1 over competition.

## Best Maintenance Shops

Preferred 3 to 1 over competition.

## Most Complete Shops on the Interstate

Preferred 5 to 1 over competition.

## Best Roadside Assistance

Preferred nearly 3 to 1 over competition.

## Most Competent Technicians

Preferred nearly 6 to 1 over competition.

## Friendliest Write-Up Staff

Preferred nearly 4 to 1 over competition.

## Most Trusted to Perform Job Right

Preferred 5 to 1 over competition.

## Best Driver Lounges/ Movie Rooms

Preferred nearly 3 to 1 over competition.

## Best Rewards Program

Preferred nearly 2 to 1 over competition.

## Best Smart Phone App

Preferred 2 to 1 over competition.

## Best Fitness Facilities

Preferred nearly 5 to 1 over competition.

## Best Laundry Facilities

Preferred 3 to 1 over competition.



TA  
LISTED  
NYSE

Results based on TA/Petro survey of Overdrive readers. Ratios depict driver preference for TA/Petro versus next closest brand.

Visit [tatravelcenters.com](http://tatravelcenters.com) and [petrotruckstops.com](http://petrotruckstops.com) or find us on



# BALCH LOGISTICS, LLC

Auto Transport Solutions  
*Excellence Delivered!*



7710-T Cherry Park Drive #428  
Houston, TX 77095  
281-859-4400 877-859-4401

Sue@BalchLogistics.com  
www.balchlogistics.com

Proud Members of WIT

# NATIONAL SAFETY MARK W-10



Serving the Transportation Industry

## I.R.S. TRUCK & TRAILER REPAIR INC.

344 FRUITLAND ROAD  
STONEY CREEK, ON L8E 5M8  
PH: 905-643-8200  
EMAIL: bobd@irstruck.com



Bay Motor  
Transport Inc.

*Become a part of the Bay Motor Transport  
driver family. Our principles are to treat our  
drivers with respect, honor values, promote  
safety and offer flexibility.*

*Visit our website for more information or to  
apply at [www.baymotor.com](http://www.baymotor.com)  
or call 920-983-3400 ext 783*

Driven to Serve

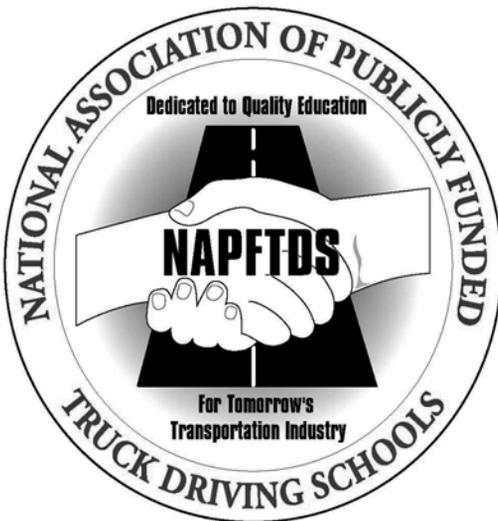
**45<sup>th</sup>**  
Anniversary  
Since 1969

Des Moines Truck Brokers, Inc. (DMTB) is Iowa's 1st and most nationally recognized 3PL. With 45 years of experience and numerous awards, including the 2013 National Association of Small Trucking Companies Broker of the Year Award, our customers expect the very best. Take advantage of our large nationwide carrier base for competitive pricing next time you have a load to move.

**DMTB**  
Des Moines  
TRUCK BROKERS

Regional Name,  
National Reputation

1-800-247-2514 [www.dmtb.com](http://www.dmtb.com)



Representing over 100 Truck Driver Training Schools

Across the nation— educating over 20,000 drivers annually the

National Association of Publicly Funded Truck Driving Schools

Proudly supports Women in Trucking

[www.napftds.org](http://www.napftds.org)

The Road Ahead  
Leads To

Call Nate  
Today!

**MinStar**  
TRANSPORT

651-361-8381  
[recruiting@minstartransport.com](mailto:recruiting@minstartransport.com)

[www.minstartransport.com](http://www.minstartransport.com)



## Royal's Truck & Diesel Repair Inc.

DIESEL & GAS ENGINE REPAIR  
PICKUPS • 4 x 4's • FARM EQUIPMENT  
AUTO'S • TRUCKS & SEMI'S

2280 NW 11th Street • Ontario OR • Exit 374  
541-889-7002 • 800-391-6671 • Fax: 541-889-6507

# Meet WIT's *Members* of the Month

The Women In Trucking Association is proud to honor a different "Member of Month" 12 times each year, featuring someone who reflects our mission. Along with a certificate, each recipient receives a \$50 gift card from Target Media Partners

Trucking Division. If you are a WIT member and would like to submit your story, send it to [mystory@womenintrucking.org](mailto:mystory@womenintrucking.org). And now, meet this past year's Members of the Month!

## JANUARY 2013



### Marge Bailey

**WORKS FOR:** DriverFinder Network, Founder & CEO, webmaster, general tech support, job seeker advisor, Adwords management  
**BEEN INVOLVED WITH THE INDUSTRY FOR:** Over 30 years

**IS A WOMAN DRIVER BECAUSE:** "It has been a long road, with fond memories, including good and not so good times, but my love for the industry and its hard working people is a part of the fiber of my being. The trucking community is my extended family."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "I'm excited about the milestones reached every year for women in trucking through WIT. I became a founding board member of the first official non-profit organization dedicated to women behind the wheel."

On the last Wednesday of each month, you can tune in to the FreeWheelin' Talk Radio Show on SiriusXM channel 128 to hear Marge and Ellen Voie (Founder & CEO, WIT) talk trucking.

## FEBRUARY 2013



### Star Traywick Nance

**DRIVES FOR:** Hiway 2 Heaven Transport, Owner

**BEEN DRIVING FOR:** Nearly 40 years and has owned Hiway 2 Heaven Transport for 10 years

**IS A WOMAN DRIVER BECAUSE:** "My dad was in the oilfields, and I hated being in an office, so when he bought a couple of trucks, I told him that I wanted to learn how to drive."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "They do a lot for women and try to make things better in the industry. I just think there needs to be solo women in the industry because a lot of women don't realize that they can do this job by themselves. If they go out there, they would realize it doesn't matter who you are or what your sex is—you can make it in this industry."

## MARCH 2013



### Idella M. Hansen

**DRIVES FOR:** IBI Secure Transport and works as a security guard for IBI Secure Transport. Idella is also safety director at Biggers Trucking Inc.

**BEEN DRIVING FOR:** About 47 years

**IS A WOMAN DRIVER BECAUSE:** "I have a driving need to be independent and self-sufficient; it seems to be second nature to me. I am passionate about many things in the industry. I'm on the board of Operation Roger and am a volunteer at Truckers Charity. I'm also on the board of another group that mentors women coming into the industry and guides them when they encounter problems."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "I feel that WIT does a good job of promoting women in all phases of the transportation industry. I found WIT online when they first started and became a member—they are responsible for many of the friendships I have developed and my involvement in many other groups."

---

"I love my job as a woman truck driver—there's nothing like it . . . And I get a kick when people watch me climb in my truck 'cause they say they would have never thought I was a truck driver."

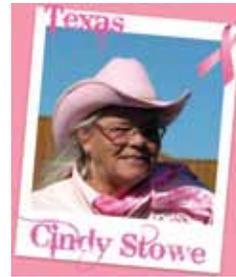
—Mona VanDuyn

---

“...driving a truck is not beyond a woman’s capabilities . . . I love watching burly men do a double-take as I park a Peterbilt right next to them.”

—Amanda Goodrich

**APRIL 2013**



**Cindy Stowe**

**DRIVES FOR:** FFE Transportation for 20 years; retired 2 years ago from driving.

**BEEN DRIVING FOR:** 20 years

**IS A WOMAN DRIVER BECAUSE:** “I originally became a driver for the money. And also because someone said I couldn’t do it. Twenty years later, I think I proved them wrong.”

**VALUES HER WIT MEMBERSHIP BECAUSE:** “WIT has become the prominent voice for women truckers, addressing issues that men are not faced with in their trucking careers. I fully support their efforts in their endeavors.”

**MAY 2013**



**Stephanie Klang**

**DRIVES FOR:** Conway Truckload, long distance driver (lower 48 states); America’s Road Team Captain (2013/2014)

**BEEN DRIVING FOR:** Over 26 years long haul

**IS A WOMAN DRIVER BECAUSE:** “I love travelling and working alone. I also get an immediate sense of satisfaction when every load is completed safely and on time!”

**VALUES HER WIT MEMBERSHIP BECAUSE:** “I believe we can lead by example; that we can show other women there are more career choices and economic opportunities.”



**MELISSA FORT**

Prime Student Driver Graduate  
Driver Team since 2012  
Reefer Division

**IT'S TIME  
to achieve your dream.**

Prime team driver Melissa Fort has made every second count by training for a new career through the Prime Student Driver program. As a graduate, Melissa is now running coast-to-coast team freight with her husband Kevin in Prime’s refrigerated division. Recently chosen as the 2013 Female Driver of the Year by the Healthy Trucking Association, Melissa is proud to be part of an organization that puts her health, safety and success first. Join Prime today and see what happens when you make every second count.



**Prime offers you:**

- Steady miles and excellent pay
- Late-model trucks with advanced safety technology
- Unmatched driver amenities at Prime’s headquarters
- Industry leading health initiatives
- Innovative award & recognition programs
- 401(k) Success Sharing Plan
- Paid vacation
- And much more

**EVERYSECONDCOUNTS**



**Driveforprime.com**  
**800-248-7725**



---

## JUNE 2013



### Mona VanDuyn

**DRIVES FOR:** NRW Inc. hauling produce and also hauls racecars for the Martin/Wantye racing team. Mona also writes for *18 Wheels & Heels* magazine for women truckers, and looks forward to working with the team at Truckers Against Trafficking.

**BEEN DRIVING FOR:** Over 20 years as an OTR company driver and as owner of Crimson Rose Express.

**IS A WOMAN DRIVER BECAUSE:** "I would never have thought I would be an over-the-road driver 20 years ago. I love my job as a woman truck driver—there's nothing like it. I enjoy traveling and the beauty in everything I see. And I get a kick when people watch me climb in my truck 'cause they say they would have never thought I was a truck driver."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "I was excited to hear that Ellen started Women In Trucking. WIT started strong and continues to get better every day. I am honored to be a part of WIT; we, as women drivers, need to know we have powerful women working to make our jobs better. I want to thank every woman in the trucking industry for their courage and hard work."

---

---

"I have a driving  
need to be  
independent and  
self sufficient..."

—Idella M. Hansen

---

---

## JULY 2013



### Mary "Candy" Bass

**DRIVES FOR:** Transport Designs, Inc.

**BEEN DRIVING FOR:** 40 years

**IS A WOMAN DRIVER BECAUSE:** "In 1974, I was an apartment manager in Houston, TX. My husband came home and told me he wanted to go back to driving a truck. I said okay, but that he wasn't leaving me behind; he would have to take me with him. You have to enjoy what you are doing. Driving is rewarding because of what I see on my travels—Mount Rushmore, the Grand Canyon, and many truck shows. I get up every morning with a smile on my face, and although I may have a bad day, I bounce back. It has been a great ride. I've worked for some really good companies. No, it has not been perfect, but a positive attitude gets you farther."

**VALUES HER WIT MEMBERSHIP BECAUSE:**

"Today, there are more women in trucking. Many are drivers who I meet with at various events; others I see at truck stops or chat with on the phone. I enjoy being a member of Women In Trucking and I support their vision."

---

## AUGUST 2013



### Diane Kasulis

**DRIVES FOR:** Star Fleet Trucking, Goshen, IN

**BEEN DRIVING FOR:** 1 year

**IS A WOMAN DRIVER BECAUSE:** "My husband wanted me to drive with him; I used to drive a school bus. The selling point for me was that in trucking, the cargo sits in its seat and doesn't shoot spit balls at you."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "They have been extremely supportive and helpful. I published my first book and am an author on the road, which makes trying to market yourself tough, so letting me tell my story was helpful. I look forward to reading their magazine, *Redefining the Road*, as well—lots of good information for this industry!"

---

## "MONEY TO MAKE YOUR COMPANY GROW"



### ACCOUNTS RECEIVABLE FINANCING

- FAST APPROVALS
- FAST FUNDING
- NO MINIMUM VOLUME
- LOW RATES
- HIGH ADVANCES

TURN YOUR RECEIVABLES INTO CASH

**DSA**  **FACTORS**

SPECIALIZING IN THE TRUCKING INDUSTRY

FOR MORE INFORMATION CONTACT: **HOWARD TOLSKY**

**773-248-9000**

**WWW.DSAFACTORS.COM**

---

## SEPTEMBER 2013



### Rhonda Muñoz

**WORKS FOR:** Ryder System, Inc., Safety and Loss Prevention Manager

**BEEN WORKING IN THE INDUSTRY FOR:** Nearly 10 years

**IS A WOMAN DRIVER BECAUSE:** "From a very young age, I always wanted to drive a truck. I always wanted to do things that a 'stereotypical girl' would never do, like riding skateboards and dirt bikes or taking part in competitive sports. At 23, I decided to make my dream come true and become a woman truck driver. I absolutely loved driving a truck cross-country. The excitement was never really knowing where I was going next; I even started training other women to safely drive a truck. I truly enjoy working in this industry and doing my best to make a difference."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "It is an awesome organization that addresses issues women face while working in the transportation industry. I pride myself in being part of WIT."

---

---

## OCTOBER 2013



### Amanda Goodrich

**WORKS FOR:** Point Marketing, Owner

**BEEN DRIVING FOR:** 3 years

**IS A WOMAN DRIVER BECAUSE:** "My husband and I have been in marketing for several years. The next step was to take our productions on the road and that meant obtaining a CDL. We love engaging and creating a demand, and we love the adventures on the road!"

**VALUES HER WIT MEMBERSHIP BECAUSE:** "Women In Trucking allows women to see that driving a truck is not beyond a woman's capabilities. In reality, women are well-suited to be behind the wheel of an 18-wheeler. Women In Trucking encourages others to give it a try; to see if they like hauling America's cargo. Surprisingly, there are few woman drivers out there, and I know WIT will help boost this minority. I love watching burly men do a double-take as I park a Peterbilt right next to them."

---

---

## NOVEMBER 2013



### Susan Webb

**WORKS FOR:** The Wisconsin Motor Carriers Association as the Safety Programs Coordinator, administering safety programs for the association and the Wisconsin Council of Safety Supervisors, putting together a monthly newsletter for the WCSS, and coordinating 10 monthly meetings for the group.

**BEEN WORKING IN THE INDUSTRY FOR:** 25 years

**IS A WOMAN WORKING IN THE INDUSTRY BECAUSE:** "I got lucky when I was looking for a job. I knew nothing about the trucking industry when I got this job, but I love it. The people are great and there is always something new to learn about."

**VALUES HER WIT MEMBERSHIP BECAUSE:** "This industry needs to be promoted to women. I don't think most women understand the importance of trucking to our economy and all of the jobs that are available. Women have so much to offer to this industry. WIT listens to the female voice in the industry and lets it be heard."

---



**Primary Safety Service, LLC**  
(979) 865-9445  
DRUG & ALCOHOL SCREENING • DOT COMPLIANCE  
OSHA COMPLIANCE • SAFETY MANAGEMENT

At Primary Safety Service LLC, we track all driver safety from the point of hire, drug and alcohol, to month maintenance on drive and equipment.

**Let Us Qualify Your Safe Drivers Today!**

---

"I used to drive a school bus. The selling point for me was that in trucking, the cargo sits in its seat and doesn't shoot spit balls at you."

**—Diane Kasulis**

---



**Sheryl Lanier**

**DRIVES FOR:** Transport America, Professional Over the Road Driver. Sheryl also held a position on the Driver Council for over a year, and serves as a liaison between drivers and management.

**BEEN DRIVING FOR:** 6 years

**IS A WOMAN DRIVER BECAUSE:** “When I turned 50 years old, my two children had left the nest. They began their careers and started their own families, and that chapter of my life was over. Looking out of my eighth floor office overlooking the city and watching the pedestrians below scurrying in and out of brick-faced buildings made me realize I needed fresh air. Blue jeans, cowboy boots, and a cowgirl hat replaced the 9:00 to 5:00 look, and I found a large trucking company out of Utah that trained and put me right to work. I studied hard and was among the top three in a class of 19 men. I began with Transport America three years ago and it was a perfect match. Traveling across miles and miles every day, every week and every month has become my true passion.”

**VALUES HER WIT MEMBERSHIP BECAUSE:** “The day starts and ends with my fellow drivers. I so admire meeting women with 20, 30, or more years of driving experience over the road. You are phenomenal! I came into this career midway through my life, but I’m here and I plan on staying for the long haul. Life over-the-road has been the best thing for the second 50 years of my life. I am so blessed to be in great health at age 57, and I am looking forward to several more years behind the wheel before I have to stop. Being a female over-the-road trucker is phenomenal and can be summed up in three words: Women In Trucking! I am a member of Women In Trucking and I always try to attend truck shows—I especially love the Louisville truck show—and attend the Saturday Salute to Women Behind the Wheel. I still have my fingers crossed that one day we will make a mark in the Guinness Book of World Records for the largest number of women at one time with a CDL.”

# Becoming an Owner-Operator

By Ellen Voie, President/CEO, Women In Trucking Association

Many professional drivers dream about owning their own tractor. For many, it’s a way to have more control over their schedule, but for others it’s more about the pride of ownership. Either way, the difference between moving from company driver to owner-operator involves more than a name change on the vehicle title.

An owner-operator is no longer a professional driver as much as he or she is a business owner. Instead of making a phone call to your carrier when your tire is flat, you make a phone call to a repair shop, and that involves a credit card number. In fact, nearly everything you do as an owner-operator requires a credit card or a healthy checking account.

The challenge is managing more than your schedule; you now need to manage the business side of the operation. Joe Robinson, author of *Work to Live*, identified a list of characteristics shared by the most successful entrepreneurs. Using a University of Maryland study by J. Robert Baum and Edwin Locke, the researchers found seven traits successful business owners share.

Tenacity, or determination and persistence, is vital for anyone who decides to take the financial risk of owning a truck. There will be setbacks and obstacles that get in the way of your progress, so focus on the long-term goal is vital. A mechanical breakdown or personal setback will make you question whether you can survive the challenge, but tenacity will keep you going.

The second trait is passion. Without “an intense desire or enthusiasm” for your business, you will fail. If your goal is merely to make money, you might accomplish that in other ways. Most owner-operators have passion for the lifestyle or they wouldn’t invest money into a big truck.

The authors use the phrase, “tolerance of ambiguity” to describe the characteristic toward risk-taking, or an acceptance of potential failure. Ask any business owner what keeps him or her up at night and they’ll give you a list of fears. From paying bills to making a career mistake, the uncertainty over future success keeps many people from taking a risk as an owner-operator.

Without a vision, an entrepreneur wouldn’t see a better future as a business owner. Identifying an opportunity means looking forward and turning chance into reality. Maybe it’s a great deal on a truck that made you start thinking about leasing to a carrier instead of just driving for them. Every trucking company started with someone who had a vision when they bought that first truck.

An entrepreneur must have self-confidence and believe he or she can and will succeed. Knowing you are going to provide a service that is desired and needed should give you security. If you lack belief in yourself, you won’t succeed.

The sixth characteristic is flexibility. You must react quickly and respond to changes in your business. If you depend on one customer and lose that contract, you’ll need a back-up plan. Being flexible means you will be more adept at dealing with change.

The final trait needed to be successful as a business owner is the tendency to break rules. This doesn’t mean running over the speed limit or lying on your tax return; it means that a tendency to take risks will help you move beyond your peers’ comfort zone. That’s what makes a good entrepreneur—the ability to defy conventional wisdom.

If you’re thinking about becoming an owner-operator and are concerned about whether you have it in you, consider these traits of successful business owners before you take the first step. If you feel confident that you can be flexible and self-confident in making your vision a reality, go for it!

# Women Business Enterprise Companies

**Advantage Brokerage Corporation**  
(970) 214-2280

**Airodyne Industries, Inc.**  
(248) 548-3336  
www.airodyne.com  
Certifications: WBENC, WIT, AF

**All-State Express**  
(877) 742-5875

**All American Logistics, LLC**  
(866) 577-3311

**Barton Endeavors, LLC dba Barton Logistics**  
(888) 689-2939

**Bennett International Group**  
(800) 866-5500

**Brenny Transportation, Inc. / Brenny Specialized, Inc.**  
(320) 363-6999  
www.brennytransportation.com  
Certifications: WBE, DBE, WIT, FB, HH, IMR, LMF, MC, NVO, TB, WB

**C. Hayne Herndon & Co., Inc.**  
(863) 422-3115

**CB Transportation**  
(864) 254-8004  
www.cbtransportation.com

Certifications: WBENC, SmartWay, WIT, FB, FMS, FS, IMR, LMF, MC, TB

**Cobalt Transport Service, Inc.**  
(707) 257-2122

**ESJ Carrier Corporation**  
(513) 728-7388

**Fuel Savvy, LLC**  
(856) 317-0040

**Georgia Tank Lines, LLC**  
(770) 455-4282

**Iron Mountain Specialized, Inc.**  
(304) 630-2560

**Meadow Lark Agency**  
(406) 237-0804  
www.meadowlarkco.com  
Certifications: SmartWay, WIT, CSC, FB, HH, ITC, LMF, MC, TB

**MegaCorp Logistics**  
(910) 332-0820

**Nationwide Transportation & Logistics Services, Inc.**  
(913) 888-1685  
www.nationwidetransportation.com  
Certifications: WBENC, WIT, FB

**Normandin Transportation Services Inc.**  
(800) 886-5539

**Reckart Logistics, Inc.**  
(800) 393-1034

**Rihm Kenworth**  
(800) 988-8235

**T&K Logistics, Inc.**  
(877) 492-7364

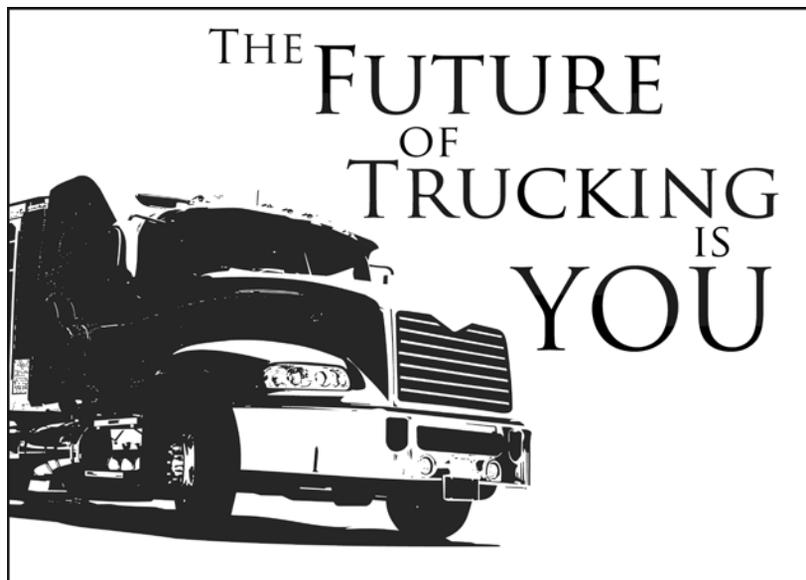
To be included in this directory, contact Leigh at leigh@womenintrucking.org.

## Abbreviations used in the WBE list:

WIT – Women In Trucking Member  
WBE – Woman Business Enterprise  
WBENC – Women's Business Enterprise National Council  
DBE – Disadvantaged Business Enterprise  
AF – Aerodynamic Fairings  
CSC – Carrier Supply Companies  
FB – Freight Brokers  
FMS – Freight Matching Services  
FS – Freight Services  
HH – Heavy Hauling  
IMR – Intermodal Rail  
ITC – International Transportation Companies  
LMF – Logistics Management Firms  
MC – Motor Carriers  
NVO – NVOCC / Ocean Trans. Intermediaries  
TB – Transportation Brokers  
WB – Warehouse Brokers

## The Benefits of WBEs

To read all about the benefits of becoming a Woman's Business Enterprise (WBE) or using WBE companies for your operations, flip to page 16 of this magazine.



Cline Wood has been providing insurance and risk management products and services to trucking companies and owner-operators since 1984. As a member and proud supporter of Women In Trucking, we value the contributions made by all the women and men that support trucking including our own Cline Wood associates, our customers and our business partners. You are the bright future of Trucking!

(888) 451-3900 | clinewood.com

**CLINEWOOD**

CUSTOMIZED  
INSURANCE  
PROTECTION



Find  
your fit.



1-800-626-9940  
www.jbhunt.jobs

**Please support  
the advertisers  
who help make  
this publication  
possible!**



# SOLVE YOUR CASH FLOW PROBLEMS

## HERE'S HOW:

**You simply send your freight bills to  
Transportation Funding Group.**

We purchase them from you and pay you today. This gives you the cash you need to operate your business more smoothly and more predictably. No more struggling and juggling.

We work only with trucking companies (since 1995) so you can be confident that TFG understands the issues you face in your business.

Call 1-800-705-3863 for the details today and for a no-obligation conversation about how TFG can help you. Ask for Paul.

**Low Rates No Minimums No Upfront Fees One-Time Discounts**

**get rates  
AS LOW AS  
2.50%**  
with high advance rates

You sign a monthly contract with no minimums and no termination fees or penalties. You have access to free online credit information to help you make credit decisions.

Matheson Inc. is looking for experienced Class A Drivers who are self-motivated and career-minded.

"Are you tired of being a 'number' and ready to join a company that recognizes you as an individual?"

Do you feel undervalued and rarely appreciated?

Do you want to be part of a team of highly-skilled professionals?

If you answered 'YES' to these questions and meet the following requirements, we want you to be a part of our family!"

Matheson Inc. is looking for experienced Class A Drivers who are passionate about driving, and are self-motivated and career-minded.

**Requirements:**

- Class A License
- Minimum 2 years' experience
- Must pass USPS background check
- Clean MVR
- Mountain driving & chaining experience a plus!



Apply Today at [www.mathesoninc.com](http://www.mathesoninc.com) or e-mail [jameslewis@mathesoninc.com](mailto:jameslewis@mathesoninc.com)



The National Association  
Of Small Trucking Companies

**800.264.8580**  
www.nastc.com



is dedicated to serving the insurance needs of trucking operations of all sizes. Our aim is to build a long-term relationship with your company by delivering the security you need, coupled with specialized services that help you reduce risks.

**800.264.8580**  
www.nastcinsurance.com



**MYSTC**  
software

Managing  
Your  
Small  
Trucking  
Company

MYSTC is not just 'Dispatch' software or 'Accounting' software - it is a fully functioning Management tool created to help you and your staff manage the profitability of your business.

**800.264.8580**  
www.nastek.com



It's about  
**safety**



"Our equipment is always taken care of."

Branda Jones

Driver since 1990,  
Tyson Team Member  
since 2004

**Wear the badge.  
Get the benefits.  
Make a difference.**

With Tyson Foods,  
you'll be eligible for a  
great benefits package:

- Health, life, vision, dental, and prescription coverage
- \$56,000 average driver salary
- 401(k) and Stock Purchase Plan
- Paid holidays and vacations
- Quarterly safety bonuses

**Call 1-800-933-6442.**

**Apply at [drive.tyson.com](http://drive.tyson.com).**

**Ask one of our drivers today!**

An Equal Opportunity Employer, M/F/D/V  
© 2013 Tyson Foods, Inc. Tyson is a registered trademark of Tyson Foods, Inc. 00140107-0007

## KMS | 4 THE TRUCKER

- Company Start-up • Authority
- DOT Compliance • HVUT 2290
- Bookkeeping • Tax Preparation

Keystone Management Services, LLC



678-793-2061 • [www.4TheTrucker.com](http://www.4TheTrucker.com)



*"Team driving is a perfect fit for us – we always get the miles we need but also benefit from the home time."*

Joe and Sharon Nader  
Team Drivers

## WHY TEAM AT SCHNEIDER

Average age of tractor is 8 months

Up to \$.42/mile

5,000-6,000 miles per week

Average length of haul is 1,100 miles

Flexible work schedule options

Team drivers are among the highest compensated in Schneider's fleet, with many earning over \$70,000 per year

Priority dispatch and maintenance

70% drop-and-hook

99% no-touch freight

Automatic or standard transmissions - you decide

24-hour access to company facilities with free and safe parking, complimentary Wi-Fi and showers, laundry facilities and cafeteria services

\$6,000 tuition reimbursement available to recent truck driving school graduates

Paid vacation

Paid orientation/training/vacation

Medical, dental and vision insurance

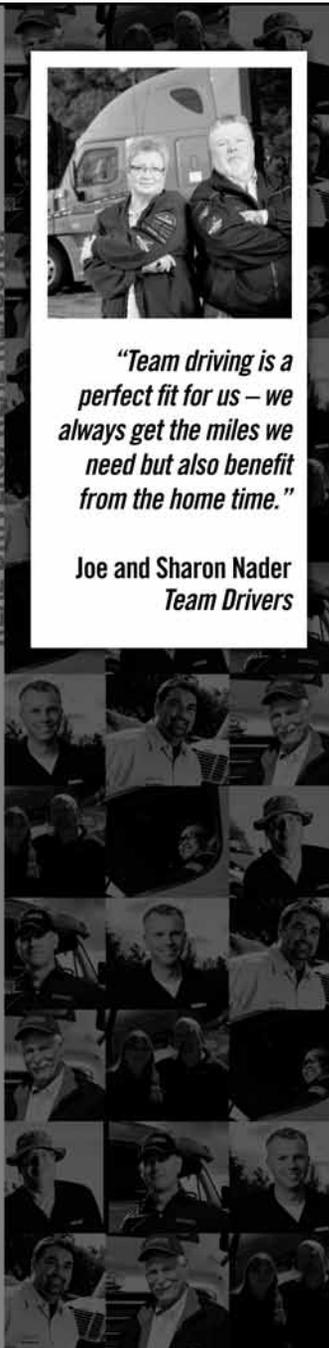
401(k) savings plan with company match

**SCHNEIDER**

[SCHNEIDERJOBS.COM/REASON](http://SCHNEIDERJOBS.COM/REASON)

800-44-PRIDE

REAL DRIVERS. REAL REASONS.



# Upcoming Events 2014

Visit the Women in Trucking Association website ([www.womenintruck.org](http://www.womenintruck.org)) for more information on events.

## MARCH

### March 23-26

TCA Annual Convention  
Gaylord Texan  
Grapevine, TX

### March 25

2014 Influential Woman in Trucking Award  
TCA Annual Convention  
Dallas, TX

### March 27-29

Mid-America Trucking Show  
Louisville, KY  
Visit WIT's Booth 40557 in the North Wing Lobby

### March 29

Salute to Women Behind the Wheel at the  
Mid-America Trucking Show  
Louisville, KY

## APRIL

### April 10-12

Truck World 2014  
International Centre  
Toronto, ON, Canada

### April 13-15

The National Private Truck Council (NPTC)  
2014 Education Management Conference &  
Exhibition  
Cincinnati, OH

### April 13-16

NASSTRAC Shippers Conference &  
Transportation Expo  
Orlando, FL

### April 14-16

5<sup>th</sup> International Conference on Women's  
Issues In Transportation  
Paris, France

## MAY

### May 19-21

2014 ALK Transportation Technology Summit  
Princeton, NJ

## JULY

### July 10-12

Walcott Truckers Jamboree  
Walcott, IA

### July 25-26

Expedite Expo  
Wilmington, OH

## AUGUST

### August 8-9

Waupun Truck-N-Show  
Waupun, WI

### August 12-16

ATA National Truck Driving Championships  
Pittsburgh, PA

### August 15-17

Eau Claire Big Rig Truck Show  
Eau Claire, WI

### August 21-23

Great American Trucking Show (GATS)  
Dallas, TX

## SEPTEMBER

### September 11-13

NAST Richard Crane Memorial Truck Show  
St. Ignace, MI

### September 14-16

McLeod Users Conference  
Westin Kierland Resort & Spa  
Scottsdale, AZ

### September 14-20

National Truck Driver Appreciation Week

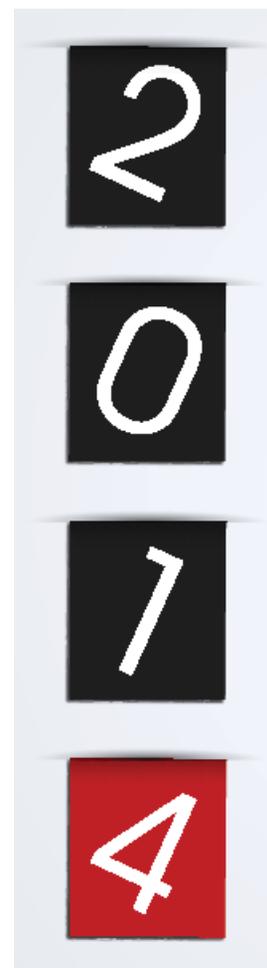
### September 21-24

2014 TransForum User Conference  
Nashville, TN

## OCTOBER

### October 4-7

ATA Management Conference & Exhibition  
San Diego, CA



Women In Trucking radio segments on Road Dog Truckin' Radio on SiriusXM Satellite Radio channel 128.

- 1:00 p.m. Eastern, the last Wednesday of every month: Marge Bailey & Ellen Voie with Meredith Ochs and Chris T. on Freewheelin'. We welcome your call! Dial (888) Road-dog for comments or questions. Replayed weeknights, 10:00 p.m. Eastern.
- 8:00 a.m. Eastern, the third Monday of every month: Ellen Voie with Dave Nemo. Learn about the Dave Nemo Show at [www.davenemo.com](http://www.davenemo.com).

**Hydraulic Cargo Load Bars**

- 93 Lbs. - Lightest & Strongest Available
- Hydraulics Tested Over 30,000 Uses
- No Trailer Damage
- Will Not Freeze Up
- Safe & Easy To Use

**Save-A-Load® Z-Bar**  
Lifetime Warranty on Hydraulics

Save-A-Load® Cargo Bars will last longer, hold better and will not damage your trailers.

SAVE-A-LOAD®  
Hydraulic Cargo Strapping Bars

[www.saveaload.com](http://www.saveaload.com) 800-728-5623  
"Proud to Support the Women In Trucking Association"

# Support Our Partners & Corporate Members

## Gold Partners



## Silver Partner



160 Driving Academy	Carrier Performance Check	Fix-A-Ticket, Inc.	LadyTruckDriver.com
A Better Back	CarriersEdge	Flatbed Express Inc.	Landstar
AAA School of Trucking, Inc.	CB Transportation	Fleet Group, Inc.	Lara Abrams Communications, LLC
ABF Freight System, Inc.	CDTA (California Drug Testing Associates)	Fox Valley Technical College	Layover.com
ACUITTY	Celadon Trucking	Freightliner of Grand Rapids	Linamar Transportation, Inc.
Admiral Merchants Motor Freight, Inc.	Central Tech Transportation & Safety Education	Freightliner Trucks	Logistics Quarterly
Advantage Brokerage Corporation	Century College	Freightopolis	MacKay & Company
AIPBA	Chalich Trucking, Inc.	Fuel Savvy, LLC	MacKinnon Transport, Inc.
Airodyne Industries, Inc.	Clark State Community College	Georgia Tank Lines, LLC	Marathon Petroleum Company, LLC
Airtab®, LLC	Clean-Release, LLC	Go By Truck	Marcello & Kivisto, LLC
Alexander & Alexander, Inc.	Cline Wood Customized Insurance	Grammer Industries	Master Wash
Alisam Transportation Solutions, LLC	Cobalt Transport Service, Inc.	Great American Insurance Company	McGriff, Seibels & Williams of Oregon
ALK Technologies	College of Southern Maryland	Great Dane Trailers	McLeod Software
All American Logistics, LLC	Commercial Vehicle Group	Great Lakes Truck Driving School	Meadow Lark Companies
All-State Express	Commercial Vehicle Safety Alliance (CVSA)	Great West Casualty Company	MegaCorp Logistics
American Logistics Aid Network (ALAN)	ContainerPort	Greatwide Truckload Management Group1201	Megatrx, Inc.
American Transportation Research Institute	Con-way, Inc.	Hahn Transportation, Inc.	MindShare Strategies, Inc.
American Truck Historical Society	Contractors Hot Line	Healthy Trucking Association of America	Minnesota Trucking Association
Ameritas	Cory 1st Choice Home Delivery	Heniff Transportation Systems, LLC	MinuteClinic, CVS Caremark
AMS Earth Movers, Inc.	Country Supply, Inc.	Hightail Logistics, LLC & Hightail Carrier, LLC	Mountain Transport Institute, Ltd.
Apex Capital Corp.	Covenant Transport	HNI Risk Services, Inc.	Movin' Out
Arrow Truck Sales	Crop Production Services, Inc.	Hotels 4 Truckers	NAL Insurance
ASR Solutions, LLC	CRST International, Inc.	Houg Special Services	National Association of Publicly Funded Truck Driving Schools
Atrius Partners, LLC	CSA Advisors, LLC	Hyundai Translead	National Association of Small Trucking Companies (NASTC)
Averitt Express	Cuyahoga Community College	IdleAIR	National Bankers Trust
Badger Utility, Inc.	D.C. Book Company	IM-SAFE	National Fleet Services, LLC
Baker College of Cadillac	D.J. Knoll Transport Ltd.	Indiana Motor Truck Association	National Tractor Trailer School
Balch Logistics, LLC	D&D Transportation Services Inc.	International Society of Recruiting and Retention Professionals	National Truck League
Barton Endeavors, Inc., DBA Barton Logistics	DAT Solutions	International Trucking School, Inc. (Michigan)	National Women Business Owners Corp.
Ben Freight Trucking	Davis Express, Inc.	International Trucking School, Inc. (Ohio)	Nationwide Transportation and Logistics Services, Inc.
Bendix Commercial Vehicle Systems, LLC	DevelopMED	Internet Truckstop	Navistar, Inc.
Bennett International Group	Dixon Insurance	Interstate Distributor Co.	NDTA (National Defense Transportation Association)
Bestway Express, Inc.	DOTAuthority.com, Inc.	Interstate Truck Driving School	Newport Business Media
Big G Express	DPF Cleaning Specialists Ltd.	Inview Media	Normandin Transportation Services, Inc.
BlackBox GPS	DriveCam – RAIR Technologies	Iron Mountain Specialized, Inc.	North Central Kansas Technical College
Bolt Express	DriverIQ	J. J. Keller & Associates, Inc.	Northampton Community College
Bose Corp.	DriverSource, Inc.	J.B. Hunt Transport, Inc.	NuSet Lock
BRAVO for Women Trucking Driving School	DriveWyze, Inc.	JBS Carriers Inc	NZ Trucking Association
Brenny Transportation, Inc. / Brenny Specialized, Inc.	Driving Ambition, Inc.	John Veriha Trucking, Inc.	Ohio Trucking Association
C. Hayne Herndon & Co., Inc.	DTX	K-Limited Carrier, Ltd.	Old Dominion Freight Line, Inc.
C.A.T. Canadian American Transport	DuPont	Kansas Motor Carrier Association	Olin Chlor Alkali
C.H. Robinson	Eaton	KEE Human Resources	Olive-Harvey College
C.R. England	ESJ Carrier Corp.	Kingsway Transportation Services	ONBOARD OIL Technologies
CalArk Trucking Company	EsparParts.com	Kraft Foods	Ontario Truck Training Academy
California Construction Trucking Association	Eye3Data	KRTS Transportation Specialists, Inc.	Orchard Financial, LLC
CareersInGear.com	Fairway Transit, Inc.		
	FedEx Custom Critical		
	FedEx Freight		
	FirstLine Funding Group		

Over The Road-Canada  
 Owner Operator DIRECT  
 Owner-Operator's Business Association of  
 Canada (OBAC)  
 P&S Investment Company, Inc.  
 Packard Logistics, Inc.  
 Paramount Freight Systems  
 Patriot Lift Co., LLC  
 PeopleNet  
 Photo Card Specialists, Inc.  
 Pilot Flying J  
 Pinellas Technical Education Center  
 Pinnacle Truck Driver Training  
 PITT OHIO  
 Plantronics  
 Precision Pulmonary Diagnostics  
 Prelipp Consulting, Inc.  
 Prime Inc.  
 Prime Transport Solutions LTD  
 Progressive Products, Inc.  
 Progressive Truck Driving School  
 Rand McNally  
 Randall-Reilly Publishing Co., LLC  
 Reckart Logistics, Inc.  
 Red Arrow Logistics  
 Republic Services  
 Retread Tire Association  
 Riggs & Recruits  
 Rihm Kenworth

Roehl Transport, Inc.  
 Rolling Strong  
 Royal's Truck and Diesel Repair, Inc.  
 RWI Transportation, LLC  
 Ryder System, Inc.  
 S K Long Enterprises, LLC  
 S&E Productions, LLC  
 Safety Compliance Professionals  
 Sammons Trucking  
 Schneider National  
 Sentry Insurance  
 Service First Distribution  
 Shell Rotella®, a Pennzoil Quaker State  
 Company  
 Simplot Transportation  
 Smith & Solomon Training Solutions  
 Southeastern Freight Lines  
 Southern State Community College Truck  
 Driving Academy  
 St. Christopher Truckers Development &  
 Relief Fund  
 Star Scientific, Inc.  
 Strategic Programs, Inc.  
 Suburban Truck Driver Training School  
 SYLECTUS  
 T&K Logistics, Inc.  
 Target Media Partners Trucking Division  
 Taxation Solutions  
 Tennant Truck Lines, Inc.

Tennessee Trucking Association  
 Texas Motor Transportation Association  
 The ATW (A Truckers Wife) Foundation  
 The Face  
 The Penray Companies, Inc.  
 The Trucker  
 The Truckers Choice  
 ThinkTrade, Inc.  
 Tire Retread & Repair Information Bureau  
 TMW Systems, Inc.  
 Toronto Truck Driving School  
 Track My Truck Online  
 Transport America  
 Transport Topics  
 Transport Women Australia, Ltd.  
 Transportation Intermediaries Association  
 Transportation Marketing & Sales  
 Association  
 TranStrategy Partners, Inc.  
 TravelCenters of America/Petro Stopping  
 Centers  
 Tri Star Freight System, Inc.  
 Tribe Transportation  
 Trimac  
 Truck Drivers News  
 TruckDriver.com  
 Trucker Charity, Inc.  
 Trucker Marketing  
 Trucker Therapy

Truck Writers, Inc.  
 Truckercise  
 Trucking HR Canada  
 Trucking Industry Defense  
 Association  
 Truckload Carriers Association  
 TrueNorth Companies, LLC  
 Tyson Foods, Inc.  
 United Parcel Service  
 UPS State Government Affairs  
 US Foods  
 US Xpress, Inc.  
 USENBURN International, Inc.  
 Volvo Trucks North America  
 Voyager Express, Inc.  
 Wabash National  
 Walmart Transportation  
 Waste Management  
 Watkins & Shepard Trucking, Inc.  
 Werner Enterprises, Inc.  
 Western Freightways, LLC  
 Wisconsin Motor Carriers Association  
 WorkAmerica  
 Wright Media / Woman Trucker App  
 Wyoming Trucking Association  
 XPO Logistics  
 YRC Worldwide – YRC Freight  
 Z Transport & Logistics, LLC

Driving was in Casey's blood.  
 Stephanie was just named to America's Road Team.

Con-way put them on the road to success.

Casey's mother was a driver and she was looking to carry on the tradition. Stephanie started driving at 21 and was just named one of America's safest drivers. They both appreciate working with a company where hard work is rewarded. Everyone says "we treat our drivers like family," but for us it's more than just talk. We mean it. Because of this, we have the best driver loyalty, and the numbers to prove it.

Call a recruiting specialist at 866-815-8468 or find out why they stay True to Blue at [www.true2blue.com/wit](http://www.true2blue.com/wit).

**Con-way**  
 TRUCKLOAD

# And the *Recruiting Ad* Finalists *Are...*

In June 2013, Women In Trucking Association (WIT) launched its first “Recruiting Ad Contest,” sponsored by Arrow Truck Sales. The contest highlights carriers whose advertisements focus on attracting women to join their companies.

“Women look for different information in a recruiting ad than men,” says Ellen Voie, WIT’s President and CEO. This contest honors carriers who recognize these differences and choose to speak to women in the industry.

All transportation companies or ad agencies on behalf of the company were invited to submit their print ad. We were pleased with the submissions for the contest. A task force from Women In Trucking and Arrow Truck Sales selected the top three recruitment

ads. They said it was very difficult to narrow the selection to just three. However, they selected very different ads that represented professionalism, family, and fun.

Prime (Driveforprime.com), Republic Services (RepublicServices.com/careers), and Walmart (www.drive4walmart.com) were named as the three finalists in the contest. Voters indicated that they were pleased with these finalists. The women were well-represented in the ads. The “real women” type make them relevant and relatable.

The Prime ad showcased an independent contractor for Prime Inc. who designed her own truck. The ad also mentions that she travels with her dog. Research conducted by the University of Wisconsin-Stout indicated that a pet policy is one of the factors that

## The Three Recruiting Ad Finalists, Sponsored by Arrow Truck Sales



**ANN WEATHERBEE**  
At Prime since 2002  
Independent Contractor  
Reefer Division

**IT'S TIME**  
to show what you're made of.

As an independent contractor with Prime Inc., Ann has made every second count toward building a driving business that fits her perfectly. From designing her own truck that makes others smile to sharing the miles with her dog, Bear, Ann enjoys the freedom to express herself at Prime. Join North America's most successful refrigerated, flatbed, tanker and logistics company, and see what happens when you make every second count.

**Prime associates enjoy:**

- Guarantee Revenue Program for Independent Contractors
- Excellent freight network
- Late-model trucks with advanced safety technology
- Industry leading health initiatives
- Best leasing program in the business — No money down, no credit check

**EVERYSECOND COUNTS**

Driveforprime.com  
888-667-8069

**PRIME Inc.**  
driven by the best

In charge of her family,  
in charge of her career.



A woman's work is never done.

Own your career as a driver with Republic Services. Competitive pay, comprehensive benefits—and time for family, friends and the things that matter to you.

We're hiring.  
RepublicServices.com/careers

**REPUBLIC SERVICES**

Republic Services is an alcohol and drug-free workplace. EEO M/F/D/V

# ARROW TRUCK SALES



women look for in a carrier. Women prefer to travel with their pets as they provide greater security on the road.

Republic Services' ad represented mothers who choose to also have a career. The ad celebrates both women and family. The Republic ad is a testament that you can be a truck driver and still have time for a family and life outside of work.

Walmart submitted an ad that demonstrated professionalism. Voters said that they appreciate the acknowledgement that driving is more than just delivering loads. The ad contained a message of ethics and celebrating diversity. It definitely gives a positive image to the trucking industry.

Women In Trucking members had an opportunity to vote for their favorite of the three finalists. The members had to possess a

"...we felt the ads our committee selected celebrated the career ambitions of women in trucking in a very positive and personal way. We look forward to the announcement of our contest winner at the Mid-America Trucking Show this March!"

valid commercial license for their vote to be accepted. Members were only allowed to vote once.

The winner will be announced at the "Salute To Women Behind The Wheel" event in Louisville, KY at the Mid-America Trucking Show. The winner will receive bragging rights, a plaque, and exposure in the Women In Trucking magazine *Redefining the Road*.

"Arrow Truck Sales has enjoyed sponsoring this year's Women In Trucking recruitment ad contest, as well as being involved in the finalist selection process. After reviewing a number of very creative ads, narrowing the list down to just three was not easy. However, we felt the ads our committee selected celebrated the career ambitions of women in trucking in a very positive and personal way. We look forward to the announcement of our contest winner at the Mid-America Trucking Show this March!" says Lane Bartram, Marketing Manager at Arrow Truck Sales.

This contest raises awareness of the lack of women in the industry. Members of Women In Trucking Association stated that they felt this contest promotes women in the transportation industry. This could not have happened without the support of Arrow Truck Sales as a sponsor. Arrow Truck Sales, Inc. (www.arrowtruck.com) is the best source of pre-owned medium and heavy duty trucks in North America. Arrow Truck Sales, Inc. is a member of the Volvo Group of Companies. 🚛

**What if driving a truck was about so much more than delivering products?**

**Walmart Transportation is Proud to be a Gold Partner of Women in Trucking!**

As one of the largest private fleets in the world, Walmart drivers deliver more than products to our stores. They are the lifeline of our operations and the means by which our Every Day Low Prices reach our customers and communities. They are responsible for ensuring that our mission gets carried out as intended. And they put a human handprint on every operation while reducing our carbon footprint.

Challenge yourself and advance your career with one of the biggest transportation operations. Every one of our careers aims to innovate locally, globally, ethically, sustainably and with everything possible to save people money and help them live better.

Walmart believes diversity allows each associate to reach their full potential, becoming a more powerful, smarter and productive work force.

Want to learn more about how we're **Making Better Possible?** Check out our Professional Truck Driver opportunities at Walmart, view the minimum qualifications and apply online at [www.drive4walmart.com](http://www.drive4walmart.com).

Walmart is an equal opportunity employer.

Your search makes us **Walmart** Sams Club

Walmart Careers **MAKING BETTER POSSIBLE** [www.drive4walmart.com](http://www.drive4walmart.com)

**GET YOUR MONEY SAME DAY!**

Quick Freight Factors (QFF) is created in order to increase the cash flow for better working capital for any new or existing business. QFF is widely open to the diversification of business for eg - Transportation, textile, manufacturers and rapidly growing entrepreneurial business.

QFF gives the ability for any new or existing company to try new ideas or expand the business, which most of us wants to do, by having good cash flow.

QFF - You know exactly what you are getting!!!

**QUICK FREIGHT FACTORS**  
 Phone - (O) 201-275-2520 (M) 201-281-3168  
 Fax - 301-881-8179  
 E-mail - [info@quickfreightfactors.com](mailto:info@quickfreightfactors.com)

**Contact us**

<b>3PL / Property Broker</b>	<b>Freight Bill Factoring, Quick Money</b>	<b>Transport Companies (Continued)</b>
Des Moines Truck Brokers Inc.....20	Quick Freight Factors .....33	Scheider National .....28
<b>Aerodynamic Devices</b>	<b>Freight Factoring, Funding Solutions</b>	Con-Way Truckload .....31
Airtab, LLC.....3	Century Finance .....IBC	TRIMAC.....4
<b>Anti-Locking Brake Systems</b>	<b>Full Facility OEM</b>	Walmart.....OBC
ABS Inc.....IFC	IRS Truck & Trailer Repair Inc.....20	Western Freightways, LLC .....34
<b>Association, Insurance Services, Fleet Software</b>	<b>Full Service Truck Stops</b>	<b>Transportation and Safety Education</b>
National Association of Small Trucking Companies.....27	TravelCenters of America / Petro Stopping Centers.....18, 19	Central Tech / NAPFTDS.....20
<b>Authority, Compliance and Financial Services</b>	<b>Insurance and Risk Management</b>	<b>Transportation Broker</b>
Keystone Management Services, LLC.....28	Cline Wood Agency.....26	Prime Inc.....22
<b>Auto Transport</b>	<b>Landing Gear Automation</b>	<b>Tribe Transportation</b>
Balch Logistics, LLC.....20	Patriot Lift Company, LLC.....9	Tribe Transport.....8
<b>Compliance, Safety and Regulatory Services</b>	<b>Maximize Your Talent With Us</b>	<b>Truck Load Bar Supplier</b>
Primary Safety Services, LLC.....24	Valley Queen Cheese Factory Inc.....17	Save-A-Load Inc.....29
<b>Corporate Fleet Company</b>	<b>Recruiter, Transport Company</b>	<b>Truck, Trailer and A/C Repair</b>
Tyson Foods Inc.....28	ATS (Anderson Trucking Services Inc.).....6	Royal's Truck & Diesel Repair Inc.....20
<b>Factoring Services</b>	J.B. Hunt.....27	
DSA Factors.....23	MinStar Transport.....20	
Transportation Funding Group Inc.....27	<b>Recruiting</b>	
<b>Factoring Services (Financial)</b>	Matheson Trucking Inc.....27	
TBS Factoring Service.....10	<b>Transport Companies</b>	
	Bay Motor Transport Inc.....20	
	Davis Express Inc.....13	

To advertise in  
the next issue of  
*Redefining the Road,*  
call (866) 999-1299.

**WESTERN FREIGHTWAYS**  
LLC  
1-866-993-7876  
Denver, CO

Ask about our Rider and Pet Policies

Must be at least 23 years of age  
One Year tractor trailer driving experience  
Current CDL Class A  
Hazmat and Tanker endorsements are required within 60 days of hire.

Logos: SmartWay Transport Partner, Responsible Care, U.S. ARMY RESERVE EMPLOYER PARTICIPATION

Professional Opportunities for Independent Contractors,  
OTR Solo & Team Company Drivers

www.westernfreightways.com

# Century Finance



**SINKING!!!**

**Call: 888-684-7195**

**Need Cash Today? Factoring It's Easy!**

**[www.centuryfinance.com](http://www.centuryfinance.com)**



## What if driving a truck was about so much more than delivering products?

### Walmart Transportation is Proud to be a Gold Partner of Women In Trucking!

As one of the largest private fleets in the world, Walmart drivers deliver more than products to our stores. They are the lifeline of our operations and the means by which our Every Day Low Prices reach our customers and communities. They are responsible for ensuring that our mission gets carried out as intended. And they put a human handprint on every operation while reducing our carbon footprint.

Challenge yourself and advance your career with one of the biggest transportation operations. Every one of our careers aims to innovate locally, globally, ethically, sustainably and with everything possible to save people money and help them live better.

Walmart believes diversity allows each associate to reach their full potential, becoming a more powerful, smarter and productive workforce.

Want to learn more about how we're **Making Better Possible**? Check out our Professional Truck Driver opportunities at Walmart, view the minimum qualifications and apply online at [www.drive4walmart.com](http://www.drive4walmart.com).

Walmart is an equal opportunity employer.



Walmart Careers  
MAKINGBETTERPOSSIBLE

[www.drive4walmart.com](http://www.drive4walmart.com)