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News And Products For The Expedited Freight Industry

Welcome To The Expedite Expo!

Welcome to the 2006 Expedite Expo! This year the Expo moves indoors to a new location at the fabulous Roberts Center alongside I-71 in Wilmington, OH. It has been our privilege to be a key sponsor of this event since it's inception. This year's event promises to be bigger and better than ever, with more exhibitors, more entertainment, more prizes, and more fun than ever before! Attendees can look forward to meeting the Boyz from the Chrome Shop Mafia, and taking a look at one of the trucks they modified on their popular television show. This year marks the inauguration of the Expedite Driver's Choice Award to be given to the most popular truck in the show. Additionally, attendees will be treated to some great Bluegrass and Blues on Friday evening after the show closes.



But, most importantly, the Expedite Expo continues to be the best place to learn about what's going on in Expediting. Meet with the movers and shakers in the industry, and view new and innovative products serving the Expediting marketplace. Again this year, we will be co-sponsoring a charity golf outing benefiting Trucker Buddy. This event takes place on Thursday, July 20. Contact Jon Mosier if you want to play.

This year, we will be displaying two of our flagship Expediting Trucks, the 960 Express Cruiser, and the 8500 Command Cruiser. These products continue to impress expediting operators with their engineering, design, style, comfort, and performance. We will be in Booth 125, just inside the entrance to the main show floor. Stop by and visit with Jon and Brandi, and take a look at our trucks!

Welcome To Our Newsletter

We hope that you find the information inside useful and productive and we ask for your suggestions as we continue to send this publication out to you from time to time.

This publication is produced by employees of Freightliner of Knoxville.



Freightliner of Knoxville Introduces

New Expediting Truck - The CL112 Command Cruiser

The expediting industry is very diverse, and needs equipment that meets a wide variety of requirements. Most truck suppliers expect their customers to adapt their needs to a cookie cutter, one size fits all expediting truck. Here at Freightliner of Knoxville, we offer a wide variety of expediting products, designed to accommodate most applications. With that in mind, we proudly introduce the new CL112 Command Cruiser. Based on Freightliner's popular Columbia platform, this truck is designed specifically to meet the needs of today's hard running, high mileage expediting contractor.



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Meet The Mannings - James, Judy and Jade!



James Manning had been driving a truck OTR for about 20 years before meeting and marrying Judy. After moving from North Carolina to Louisiana, James talked Judy into learning how to drive a big rig. When she got her CDL, they were able to begin living out their dream of being able to run together as a team, and see the country. Working for a Louisiana based company, they pulled tankers, dry vans and flatbeds all over the lower 48 states. After a couple of years, Judy stayed off the road for several years to care for her parents, who were in failing health.

When Judy returned to the road, they began to explore the expediting business. She called Con-Way Now, and "the rest is history." Con-Way leased them on as a team driving their tractor-trailer in October 2004. James and Judy decided that they wanted to take life a little easier, so they purchased their new 2006 Sterling 960 Express Cruiser from Brandi Whitfield in November of 2005. Their new truck is equipped with a huge 96" Sleeper, and is loaded with amenities that make life on the road much more enjoyable.

James says "What makes trucking fun is a good truck, a good company to work for, and a great partner! We are grateful to Con-Way Now, and to Brandi for helping us to realize our dream."

And, of course, the real boss of this whole team is the couple's female Boston Terrier, Princess Jade!

EPA 2007 Emissions Update

As we pass the mid-point of 2006, it appears that new truck sales for this year will break all previous records. The new emissions requirements for 2007 have motivated many buyers to move their buying schedules forward into 2006 in order to avoid the expensive modifications that will be in place January 2007. These modifications will add about \$6000 to the price of a medium duty truck, and about \$8400 (includes FET) to the price of a Class 8 Truck. As of the end of June, virtually all North American medium and heavy truck production has been sold out for the remainder of the year. That means that a customer can no longer custom order a new truck from scratch, and have it manufactured without the new emissions requirements.

Fortunately there is still time to buy premium spec'd stock trucks with the current emission system. Freightliner of Knoxville has nearly 50 new expediting trucks on the ground, or on order to be built before the end of the year. We have a good selection of both Class 7 and Class 8 trucks, with a variety of sleeper and cargo body configurations. If you have special requirements for your sleeper or van body, it's still possible to make some changes to a truck being built in the fourth quarter, provided we can make those changes soon.

Our key advice to you is to make your buying decisions as soon as possible. The longer you wait, the fewer available options you will have as we approach the end of the year. If you want to know more about this situation, call Jon Mosier or Brandi Whitfield today at 1-800-443-2324.



Jon Mosier and
Brandi Whitfield

"New CL112 Command Cruiser" continued from page 1

The heart of this truck is the increasingly popular Mercedes MBE4000 Heavy Duty Diesel Engine. This engine has proven to be exceptionally reliable, providing excellent performance, and remarkable fuel economy. Coupled to an Eaton Ultrashift transmission, this duo is extremely pleasing and easy to drive!

The factory 70" Sleeper is equipped with the New Driver's Lounge seating option, with folding lower and upper bunks. We also specify a fridge, microwave, shore power, and inverter. The van body is a 24' x 102" Mickey Body with full expediting specs.

This vehicle has proven to be an excellent choice for certain applications requiring the long life cycle of a heavy duty vehicle, combined with the performance, economy, and light weight of the Mercedes Benz engine. For more information on the CL112 Command Cruiser, call Jon or Brandi (Our Expediting Experts) today!

Is That The Truck You Really Need? By Jon Mosier

One thing has become apparent over the years of building and selling expedited trucks: ensure the customer and the company they are leased to get the truck they need.

When working with a customer, I have found it beneficial for the customer to know exactly what they are getting for the price. At Freightliner of Knoxville, our trucks include everything an owner/operator needs. We intend for you to be able to go directly to work from our dealership after taking delivery of your truck. This holds true for first time buyers as well as the fleet owner buying a number of trucks.

Another question that arises is, "Do I really need a new truck?" Your situation will dictate whether or not a new truck is necessary. It may be that your situation means you start with a quality used truck before moving up to a new truck.

Here are four recommendations that will help when you purchase a truck:

- 1. Work with a reputable dealer.** Few dealers specialize in expedited trucks and it is very easy to end up with major problems if the salesperson handling your truck order is not aware of both the carrier's requirement and the unique specifications expected in Expediting.
- 2. Be prepared to travel and look at all of the different trucks each dealer builds.** Not all trucks are built the same. Take the time to look at everything you can. Remember, you will be driving and living in this truck for the next 4 to 5 years! If you are not happy with your new truck in the beginning, you will probably hate it after 6 months.
- 3. Confirm what the purchase price includes.** At the closing table, several thousand dollars of extras can be added on to the price of your truck and that you thought were included. Just because the truck you saw pictured online had tool boxes does not mean they are included in the price. Does the price include the fire extinguisher, safety triangles, load bars, straps, DOT inspection and weight ticket?
- 4. If you don't feel comfortable, you are probably at the wrong place!** Freightliner of Knoxville has a staff dedicated to meeting the needs of all expeditors, whether it is your first purchase or your most recent purchase. We want you to know that our trucks will meet your needs at the best price possible. We can sell you a truck that will keep you on the road for years to come whether it's a nice used truck or a customized new truck. Stop by and talk with Jon or Brandi to help get you started on the road to success or visit us on the web at www.theexpeditingexperts.com.



New Website Goes Online

Freightliner of Knoxville has unveiled a new website dedicated exclusively to the Expedited Trucking industry at www.TheExpeditingExperts.com!

This new site provides a wealth of information. You can find:

- **Our product lineup:** View the different products that we offer, along with specifications and descriptions.
- **Our staff:** Read biographies of Jon and Brandi, and learn what makes them the Expediting Experts!
- **Upcoming events:** Trade shows, workshops, seminars, etc.
- **Industry news and information:** Learn about things such as upcoming emission requirements, new technology, etc.
- **New and used inventory:** See pictures and descriptions of all of our new and used trucks for sale.
- **Photo gallery of our customers:** See who's bought a new truck lately!
- **View our American Expediting newsletter online**
- **Contact us via email with your comments and requests**

We hope that this new website will be useful and informative to you. Please tell us what you think of it.



Carrier Profile: Con-way Expedite & Brokerage

In mid April the shareholders of CNF Inc. approved management's proposal to change the company's name to Con-way Inc. As part of this rebranding initiative the divisions formerly known as Con-Way NOW and Con-Way Full Load were renamed Con-way Expedite & Brokerage.

Although they have changed the way they answer the phones, and the decals on their trucks will start changing later in the year, their staff has not changed the way they conduct business with their Professional Business Owners or PBO's (Owner Operators). They still have a truck purchase program to help PBO's purchase the right truck for their needs. They still have a fuel discount program to help PBO's cope with rising fuel costs. And, they still have 24 hour dispatch; 365 days of the year because they realize a PBO's business doesn't shut down at 5 pm or over a holiday weekend. They still care! Con-way wants to be a resource to their PBO's because they truly want all of their PBO's to be successful in running their business.

While this change has represented a new chapter in the history of Con-way and a new look in the market place, ask their customers, employees and owner operators what has changed and they will probably tell you, "Not much." That's because their customer-first thinking, innovative solutions and advanced technology have already made Con-way Expedite & Brokerage one of the expedite industry's most recognized and trusted brands.

Getting Started In A Good Used Truck

Are you ready to take the plunge, and buy your own truck? For many new contractors, buying a good used truck is the best way to get started in the expediting business. This is especially true if you are getting started on a tight budget, or have a few speed bumps on your credit report. If a used truck is what makes sense for you, we invite you to call Freightliner of Knoxville! We are one of America's largest suppliers of used expediting trucks!



At any given time, you can find a good selection of high quality, well maintained used expediter trucks in our inventory. As I write this, we currently have eight trucks in stock, ranging from the popular Sprinter Cargo Van, all the way up to the big Class 8 Tandem Conversions. Year models range from 2001 to 2005. Most trucks in our stock have low to average mileage, and all trucks have been serviced, inspected, cleaned, detailed and have a current DOT certificate.

To hear more about our top quality used trucks, call Jon Mosier or Brandi Whitfield, our Expediting Specialists at Freightliner of Knoxville!



www.theexpeditingexperts.com

1.800.241.0138

Freightliner of Knoxville is a Privately-Owned Truck Dealership representing Freightliner, LLC Selling and Supporting Freightliner, Sterling, Western Star and Sprinter Trucks, all part of the Freightliner Family of Commercial Vehicles.

Founded in 1990, it is our mission to grow our business by providing high quality new and used vehicles, parts and service support to our customers at reasonable prices. Additional services include a full service body shop, complete finance and insurance services, extended warranties and scheduled maintenance services. We represent the full line of Freightliner, LLC products, but specialize in products for the Expedited Freight Market.

1413 Everett Road
Knoxville, TN 37932
1.800.241.0138
Fax 865.824.2420

