

THE ROAD TO

# SUCCESS

WHERE THE BEST IN TRANSPORTATION GET THEIR INFORMATION

## MOVING HISTORY

Heroes Make History;  
Landstar Transports It

**“PAPA RALPH”  
WINS A BIG  
RED TRUCK**

2017 Landstar  
Deliver to Win  
Truck Giveaway

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## FROM THE CEO

Jim Gattoni  
Landstar President &  
Chief Executive Officer

**IN THIS EDITION** of *The Road to Success* magazine, we highlight the customized services that Landstar agents and owner-operators provide to our customers.

Landstar had a custom-built dolly manufactured to facilitate the move of an historic U.S. Navy torpedo. Read about that and more in the story “Moving History” on pages 22-26.

The transport of one of the world’s most powerful cranes from Germany to the United States is another such example of a Landstar agency working with a customer to successfully overcome weighty challenges. You can learn more about the massive move on page 16.

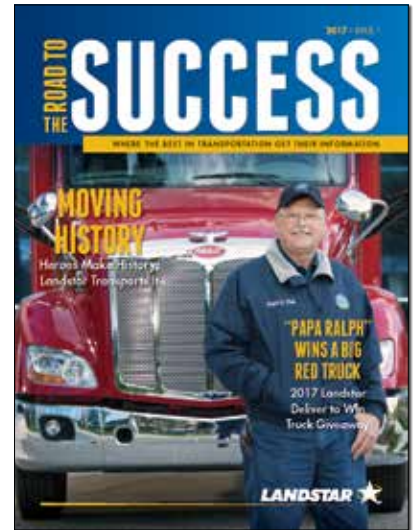
Of course, providing excellence in customer service means more than just getting freight safely from one point to another. For instance, Landstar’s cost-effective quality service provided to the Maritime RobotX Logistics Team at Florida’s Embry-Riddle Aeronautical University helped enable four additional students to attend a competition in Hawaii. Details are on page 12.

Not only is this edition filled with stories of satisfied shippers, it also includes owner-operators and agents who really appreciate the opportunities they’ve had to be part of some unique hauls.

This edition also tells the story of one particular business capacity owner (BCO) who is very thankful after winning Landstar’s first truck giveaway of 2017. Check out “Papa Ralph Wins a Big Red Truck” on page 20 for a heartwarming story about the grandson who predicted the outcome of this year’s Deliver to Win Truck Giveaway.

We hope all of these stories about the people in the Landstar family expand your understanding of the Landstar network and what it can mean to you and your business.

Jim



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*The Road to Success* magazine is published by Landstar System, Inc. *The Road to Success* is written and published for Landstar contractors, agents and employees.

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# OUR MODEL

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To find out more about Landstar and how we can put you on the road to success, visit [www.landstar.com](http://www.landstar.com)

### The Road to Success

*The Road to Success* magazine is published by Landstar System Inc., a worldwide, asset-light provider of integrated transportation management solutions delivering safe, specialized transportation services to a broad range of customers utilizing a network of more than 1,100 independent sales agents, more than 53,000 available third-party capacity owners and employees. All Landstar transportation services companies are certified to ISO 9001:2008 quality management system standards and RC14001:2013 environmental, health, safety and security management system standards. Landstar has been a SmartWay Transport Partner since April 2005. Landstar System Inc. is headquartered in Jacksonville, Florida. Its common stock trades on The NASDAQ Stock Market® under the symbol LSTR.

### The Entrepreneurial Spirit

Landstar's road to success is paved with the entrepreneurial spirit. Built on solid, long-term relationships, the company enables thousands to turn their dreams of owning their own businesses into reality. Those operating under the Landstar umbrella enjoy the strength and support of one of the industry's most stable freight transportation companies. This relationship enables independent small business owners to compete with the largest carriers in the industry.

### CEOs on Wheels

Landstar considers its business capacity owners "CEOs on Wheels." Unlike other owner-operators, Landstar business capacity owners (BCOs) receive a percentage of the revenue paid for each load they haul. With no forced dispatch, Landstar BCOs enjoy the freedom to choose their own freight and to run where they want to go, when they want to go there.

## Top 20 Fleets to Drive For

For the sixth consecutive year, Landstar is among the "Top 20 Fleets to Drive For" according to the latest survey conducted by Truckload Carriers Association (TCA) and CarriersEdge.

The nomination process began in 2016, with transportation companies evaluated in a variety of categories including professional development opportunities, career path/advancement opportunities, annual turnover rates and fleet safety record.

TCA and CarriersEdge interviewed each nominee's representatives and executives about their company's direction, policies and programs. Those comments were compared to a selection of each fleet's drivers or owner-operators surveyed and then incorporated into the fleet's final score.

"We are proud that the owner-operators leased to Landstar feel they have freedom, opportunity and the support services they need to successfully run their own businesses," said Landstar Executive Vice President of Capacity Development Rocco Davanzo. "We appreciate all that Landstar owner-operators

do to provide customers with excellence in safety and service, helping to make Landstar an industry leader."

This is the ninth year of the survey which is open to all U.S. and Canadian fleets that operate 10 or more trucks. To be considered, fleets must be nominated by either a company driver or an owner-operator.

According to the TCA, phase two of the evaluation will divide the highest scoring fleets into small and large categories, from which two overall winners will be selected. The overall winners will be announced during TCA's Annual Convention, March 26-29, 2017 in Nashville, Tennessee.

For more details, visit [www.BestFleetsToDriveFor.com](http://www.BestFleetsToDriveFor.com).★



## Transporting the World's Largest Commercial Aircraft Engine

Landstar Million Mile Safe Driver and Roadstar Mark Dillingham landed the haul of a lifetime when he took a load for General Electric (GE). The GE9X is considered the world's largest commercial aircraft engine and, according to GE, the most efficient engine with a 134-inch diameter front fan equipped for a Boeing 777X aircraft.

GE reports that the GE9X bests the world's largest engine by a full six inches. Dillingham hauled the massive engine to the Peebles Testing Operation in Ohio so GE's aviation team could start the testing process. With the engine's initial ground testing completed in the fall of 2016, the engine will now begin flight testing. Engine certification is expected by 2018.

GE not only touts the GE9X as the biggest commercial jet engine in the world, but also one that will deliver extra fuel savings, makes less noise and run cleaner than any other GE engine to date.★



## Landstar Connect Enhancements

The number of users taking advantage of Landstar's smartphone application, already in the thousands, is expected to grow as enhancements to Landstar Connect continue. Landstar Connect is the mobile freight shipment app that connects Landstar customers, capacity and agents, providing users the ability to review load details, receive shipment status updates and capture/submit documentation via a smartphone. Customers benefit from the app through reduced time on the phone obtaining shipment status updates by utilizing computer access of critical load details. Capacity providers use the app to upload paperwork to Landstar via TRANSFLO Mobile+ and send required status updates directly from the road with a smartphone.

With auto arrival and departure notification enhancements, capacity providers no longer need to manually update their location and status – the app automatically updates their arrivals and departures via smartphone for the shipping customer to view.

"The auto arrive and departure feature ensures there is no lag time for agents and their customers who need to know exactly where their freight is and when it's been received," says Eric Meyer, Landstar Transportation Logistics executive vice president of operations. "The extensive GPS load-tracking capabilities of Landstar Connect also delivers to our capacity providers the convenience of not manually needing to check-in."

The app also allows for enhanced cargo security through the activation of a geo-fence around the user's trailer. If the trailer is moved while this

## LANDSTAR Connect MOBILE APP

geo-fence is active, an alert is sent that a secure geo-fence has been broken. The Store and Forward enhancement improves communications in poor service areas. When the device is in a poor service area, Landstar Connect stores the GPS location and forwards it to the customer when service is regained ensuring there is no loss of tracking data.

### Key Features:

- Send your required status updates directly from your smartphone
- Quick overview of the load details
- Upload paperwork to Landstar via TRANSFLO Mobile+
- Auto Arrive and Auto Depart status updates
- GeoFence Lock/Unlock capability
- Submit owner-operator availability with locations
- GPS Ping Store/Forward

Watch for future announcements about even more enhancements in the near future. Landstar Connect can be downloaded from either the Google Play or Apple App Stores. ★

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# FAMILY HELPING FAMILY



## SPENCER BOYS TRANSPORTATION LENDS A HAND

**MOST COMMONLY**, a family is a group of people comprised of parents and children living together in a household. But when you ask Landstar Agent Adam Spencer about his family, he simply replies that his family also is made up of every one of the professionals who are part of the Landstar system. Spencer says he's been part of the Landstar family for the last 21 years of his life. At just 32 years old, he is now the chief operating officer of his family-run agency.

"My dad, Sam, started Spencer Boys Transportation Inc. 21 years ago and when he passed away in 2013, my brother, Alex, my mother, Diane, and I picked up where he left off. Landstar has always been my family, the agents I grew up knowing, and the BCOs we've worked with – they are my family," says Spencer.

In 2016, Spencer's commitment to family became evident as two opportunities to help others came to light. First was for a Landstar business capacity owner (BCO), the company's term for truck

owner-operator, who lost everything during Hurricane Matthew.

Landstar BCO Mathew Nickolson recalls that fateful day. "Before the storm hit, for some reason, I decided to move my truck away from the house, to a different part of our property. If I hadn't done that, we would have lost the truck too," Nickolson said.

Nickolson and his family felt Hurricane Matthew's destruction firsthand in Hemingway, South Carolina. Matthew became a Category 5 Atlantic hurricane on October 1, 2016. Hurricane Matthew caused widespread destruction and catastrophic loss of life as it traveled across the Western Atlantic. Although the storm weakened as it traveled up the U.S. coast, its wrath caused damages reported in excess of \$15 billion.

"Thankfully, we had evacuated to my in-laws' house, so no one was home when a tree fell on our house and literally split it in half. When we arrived home to check out the damage, we had to use a chain saw to cut away all the other fallen trees just to get to our property," said Nickolson.

After hearing about Nickolson's situation, Spencer immediately did what he could to help his agency's dedicated BCO.

"I set up an account for people to donate relief funds and solicited donations," said Spencer. "I have known Mathew for a long time and it was the least I could do to let others know, 'Here is one of our great BCOs and he needs help right now.'"

Spencer started the Go Fund Me account in effort to raise \$2,500 for the Nickolson family. Thanks to

*Landstar's BCO Benevolence Fund is available to provide financial assistance to business capacity owners in hardship situations. The fund was established to distribute financial assistance to qualified BCOs who do not have the assets to meet their existing financial obligations.*

*For information about the Landstar BCO Benevolence Fund, contact BCO Services at 1-800-872-9541 or email [bcofund@landstar.com](mailto:bcofund@landstar.com)*

Spencer, the goal was more than met, with \$4,752 in donations.

“The generosity makes me so glad to be where I am today with Landstar,” said Nickolson. “Without Adam’s help and the generosity of the Landstar family, we probably would have lost more than our home.”

Dozens of independent Landstar agents and BCOs, and even some complete strangers contributed to the fund to aid the Nickolsons. “It was incredible to me, people who don’t even know me, helped us,” Nickolson said.

The BCO was also grateful to discover that he qualified to receive money from the Landstar BCO Benevolence Fund. He said that he and his wife, Yvonne, have always contributed to the Benevolence Fund through raffle ticket sales during BCO Appreciation Days, but they never thought they would be the ones in need. “With the money raised through Adam and what we received from the Landstar BCO Benevolence Fund, we were able to keep up with bills. It’s a blessing. We never imagined we’d be put in this position.”



Late in 2016 another dire situation put Spencer in a position to expand his definition of family, and to help others. Spencer, also a volunteer fire fighter and paramedic, put together a donation operation to help an entire community in need after fire destroyed parts of his home state of Tennessee.

“As a firefighter, I saw things the public didn’t get to see on the news. People’s lives were destroyed by this fire. They lost everything and I wanted to get them help,” recalls Spencer.



Fire ripped through the Great Smoky Mountains during November 2016, scorching homes and businesses, and prompting thousands of people to evacuate from the resort towns of Gatlinburg and Pigeon Forge. Just 270 miles west in Tennessee, Spencer started making plans to help. He began by rallying his community of Springhill to donate goods for the fire victims, then he turned to his contacts at Landstar.

“Within 48 hours of my first call, I had the use of a trailer for transport. I called on a few BCOs and, before I knew it, Landstar BCO Mike Hermes donated his time, truck and fuel to haul the donated goods from Springhill to Gatlinburg, Tennessee,” explained Spencer.

In just a few days, the community had gathered everything from furniture, bedding and blankets, to water, canned goods and baby supplies.

“I was really surprised at the turn out, I’d never seen anything like it,” said Landstar BCO Mike Hermes. “What Adam did for the fire victims was incredible, through the power of social media, he and the members of his church were able to collect so much that the trailer was full to the brim. I was proud to be part of the effort.”

Spencer and the Springhill community packed the Landstar trailer with 15,260 pounds worth of supplies for fire victims in Gatlinburg. ★

*The fire that burned through Gatlinburg, Tennessee in November of 2016 destroyed more than 2,400 homes, businesses and other structures and caused more than \$500 million in damages, according to CNN News.*



# MINION BOAT NEEDS A RIDE

## TRANSPORTING THE “MINION RESEARCH PLATFORM”

**WHEN THE STUDENTS** of the Maritime RobotX Logistics Team at Florida’s Embry-Riddle Aeronautical University needed to get their “minion boat” to Hawaii, they couldn’t rely on despicable, little, yellow animated characters to get the job done. Instead, Landstar transported the Wave Adaptive Modular Vessel (WAM-V), a.k.a. the “Minion Research Platform.”

Embry-Riddle’s “minion boat” needed to arrive in Hawaii in time for the December 2016 Maritime RobotX Challenge – a competition hosted by the Association for Unmanned Vehicle Systems International (AUVSI), where future generations of scientists, creators and engineers compete with uniquely designed and manufactured robotic boats. The vessel being shipped for the competition took

**“WE UNDERSTOOD THAT THE UNIVERSITY TEAM HAD LITTLE KNOWLEDGE OF FREIGHT PACKAGING, AND THEY WERE PUTTING THEIR TRUST IN US...”**

Embry-Riddle’s student team nearly 18 months to create.

“Like most shippers, the students are brilliant at designing and creating their product, but their expertise does

not lie in the transportation of it. That’s where we come in,” says Jeff Hurley, Landstar vice president of LTL, expedited and international services.

After careful consideration of the specific

needs for shipping the vessel, Landstar teamed Embry-Riddle up with an experienced agent who could coordinate and offer the customer a cost-saving approach to their shipping needs.

**“THE SAVINGS LANDSTAR OFFERED, COMPARED TO OTHER BIDS, ALLOWED US TO SEND FOUR ADDITIONAL STUDENTS TO HAWAII FOR THE COMPETITION.”**

Coordinating the transport of large, heavy, high-value, and time-critical project cargo is a specialty of the Charlotte Express Center Inc., an independent Landstar agency owned and operated by Ike Tate.

“Project cargo that is high-value and high-risk takes a lot of coordination and it’s important to keep the customer informed during the entire process. Our agency’s experience with cargo like this made this transport happen seamlessly,” said Tate.

“We understood that the university team had little knowledge of freight packaging, and they were putting their trust in us to provide them with a custom approach to get their one-of-a-kind creation to its destination, without damage,” explained Landstar Manager of Air Freight Operations Ann White. To secure the customer’s trust, before shipping, Landstar took the time to educate the team at Embry-Riddle on the step-by-step process of packaging and crating the “minion vessel”

for transport.

“The advanced support Landstar provided not only helped to ensure the cargo would arrive at the competition site intact, but also reassured the customer and deepened the customer-client relationship. That’s where Landstar excels above other companies offering similar logistics services to small and medium size shippers,” explained Hurley.

Landstar also provided the school substantial savings on the shipment in a competitive bid for the job. The experience of Landstar and its agency allowed for efficiencies in shipping the vessel, which resulted in cost savings.

“The savings Landstar offered, compared to other bids, enabled us to send four additional students to Hawaii for the competition,” said Eric Coyle, Ph.D., an Embry-Riddle Associate Professor of Mechanical Engineering.

The logistics solution that Tate’s agency provided the university included transporting the “minion boat” by air to Hawaii in time for the competition, and bringing it back home to the Daytona Beach campus by the less expensive and slower mode of ocean freight transport. The agency’s plan, which included the additional custom shipping support, saved the RobotX team close to \$6,000.

“The beauty of being part of Landstar’s multi-modal network is always being able to tailor a solution for the customer,” explained Tate. “We were able to meet the needs of Embry-Riddle and transport their cargo in the most cost effective and timely way.” ★



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### OH I WISH I WAS AN...

“What’s under that tarp?” That’s the question Landstar BCO Victor Clark heard asked over and over again while hauling a certain heavy load 420 miles across the country. Clark pulled the 27-foot-long mystery load on a step deck trailer from Morton Grove, Illinois to Columbia, Missouri. Leslie Schreoder’s Landstar agency arranged to put this big meal on wheels – one of six Oscar Mayer wiener mobiles used by the food company to promote and advertise Oscar Mayer products. The classic hot dog on a bun design was created in 1936 by Oscar Mayer’s nephew, Carl G. Mayer.

# BIG MEALS ON WHEELS

CLASSIC FOOD FAVORITES ROLL DOWN THE ROAD

## SAY "CHEESE"

And what American classic kid food goes better with a 27-foot-long hot dog, than a 25,000-pound macaroni noodle?

Landstar hauled the noodle just over 500 miles, on a Conestoga step deck to keep it from getting soggy in the summer rain. But, before this haul, the enormous noodle traveled all over the United States during the 2016 baseball season as part of Kraft's "You know you love it" promotional campaign launching the new Kraft Homestyle Macaroni & Cheese. The noodle was parked in front of stadiums across the U.S., where fans were able to stop for a photo opportunity in front of the 20-foot long, 9-foot high, 4.5-foot wide noodle.



## HAVE YOU HUGGED A HAUL TODAY?

There's no better way to wash down oversized American meals on wheels than with a classic American soda, and a smile.

"This machine is all about sharing the love," says Landstar BCO Steve Hollis, who loves running this dedicated lane for Bobby Schlieske's Landstar agency Bestway Inc.

Instead of paying money to dispense a can of Coke, thirsty patrons simply wrap their arms around this signature Coca-Cola machine to get a beverage. The goal, according to the machine's creator, is to put smiles on faces around the world.

"At first people are skeptical about the machine, 'Like, you want me to hug a machine?'" says Montgomery Coca-Cola United's Betty Beasley. "But then, they just fall in love with it."

It's not that often that BCOs get the opportunity, much less the desire, to hug the freight they are hauling. "I certainly did hug it, it's really an awesome product," grinned Hollis.

The "Hug Me" machine started in 2012 and quickly became a hit in Europe. Since its inception, the promotional machine has been all over the world, and across the U.S.

Hollis, who leased on with Landstar in May 2015, has hauled one of Coca-Cola's four "Hug Me" machines through Louisiana, Georgia, Florida and Tennessee. ★

# ORCHESTRATING A MASSIVE MOVE

## HEAVY HAUL OCEAN TRANSPORT

**THE LIBEHERR LR11350** is one of the most powerful cranes in existence. With a maximum lift of 1,488 tons, boom length of 492 feet and maximum job length of 375 feet, the crane is powered by a gigantic 219-gallon fuel tank and an engine that produces 270 kilowatts of energy.

From the operator's cab, to the advanced hydraulic system, every piece of the massive machine matters. The crane's state-of-the-art self-assembly system allows fast and safe deployments, but just one missing piece can spell assembly disaster. So, when it came to shipping this giant load from the factory door in Germany, through the Port of Hamburg to the Port of Mobile, Alabama, every piece had to move together – which ultimately meant a heavy haul ocean transport. The kind of transport that the logistics experts at Landstar agency Deakins Trans-Global LLC call their specialty.

“There was no other way to do this transport than by ocean, because the crane, when it's put together is over 42 feet wide.

And unassembled there were far too

many pieces,

especially

pieces that were massive in size and weight,” explained Marie Starling, vice president of operations for Deakins Trans-Global. “The move had to be specialized, so all the pieces were transported at the same time, on the same vessel. If anything was missing, there would be problems later with the assembly.”

In total, the independent Landstar agency orchestrated the packing and transport of 90 pieces

onto one vessel, with the heaviest parts weighing 155,424 pounds.

On all moves like this, Matt Deakins and his team rely on the support of Landstar's many solutions. Aside from the specialized transport, the agency provided customs clearance and documentation for the freight, covering all the fees involved with this heavy haul move from Europe to the United States.

“In this case, our agency was able to offer full project management to the customer. Buckner Companies, a heavylift crane rental company, didn't have to source any part of the job to a second vendor,” explained Deakins. “This turn-key solution is something we are proud to offer our customers and one that few providers, other than Landstar, can customize in the same way.” ★







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**LANDSTAR BCO** Ty Grant won more than a new truck during the 2016 BCO Appreciation Days in Rockford, Illinois. He won a way to help keep himself healthy on the road, with an in-cab fitness system and portable stepper compliments of Rolling Strong.

“The in-cab system is great – the stepper and resistance bands go in my truck and I can work out my arms, chest and get in some cardio when I have time,” says Grant.

The Rolling Strong fitness system is designed to motivate drivers to get exercise while they are on a long haul, a time when many drivers say it’s too difficult to find time or places to exercise.

“I come from a family of professional truck drivers,” explains Rolling Strong CEO and Founder Bob Perry. “So, I know how important health care is for drivers. At Rolling Strong, we give men and women the opportunity to make changes in their health and make sure they get home to their families when it’s time for them to get off of the road.”

After watching his father struggle with poor health upon retirement, Perry saw a new mission for his life’s work: to help professional truck drivers succeed in health and wellness. He started “Rolling Strong” to offer drivers a resource for health and wellness on the road. The Rolling Strong Truckload Carriers Association Wellness Program provides individuals, trucking company drivers and

owner-operators with an affordable way to establish a healthy lifestyle.

“Health and wellness has always been important to me, but I see so many drivers on the road who are unhealthy,” says Grant. “Even before I received the in-cab fitness system, I worked out while I was on the road. I always walk while my trailer is being loaded and unloaded, I have a jump rope in my truck and I belong to a gym with locations around the country so I can still exercise no matter what city I am in.”

But for those who aren’t exercise and wellness self-starters, there’s help.

“Through our program, drivers have access to the CDL Coaching Line, where they get one-on-one coaching, health education and goal setting, plus biometric and health checks,” says Perry. “Our coaches strive to empower drivers with knowledge and resources to better manage their health.”

Rolling Strong’s TCA Wellness Program is being offered to Landstar BCOs through Landstar’s LCAPP program for just \$1.80/month, less than \$22/year. ★



Landstar BCO Ty Grant working out with his in-cab fitness system

# STEP UP TO A HEALTHIER LIFESTYLE

## IN-CAB FITNESS SYSTEM



# 2017 BCO APPRECIATION DAYS

JACKSONVILLE, FLORIDA



**A LITTLE BIT OF RAIN** didn't dampen the spirits of hundreds of Landstar business capacity owners (BCOs) and their families who turned out in January for the 2017 BCO Appreciation Days event in Jacksonville, Florida. The weather wasn't a problem during the two-day event this year, in part because, for the first time, most of it took place indoors at the Morocco Shrine Auditorium, on the same property where BCOs usually park their trucks during the event. Shuttle buses took the owner-operators back and forth from the auditorium to Landstar corporate headquarters nearby for breakout sessions. Discussions covered everything from hauling AA&E and heavy/oversize loads, to making good business choices and a forum on the latest technology Landstar has to offer owner-operators.

BCOs also attended safety meetings and had multiple chances to win prizes, and to interact with Landstar executives and independent Landstar agents who were invited to be part of a special agent panel discussion.

Landstar President and CEO Jim Gattoni spoke to the crowd about the company, the economy and the industry, and hosted the Landstar Deliver to Win Truck Giveaway. Keep reading to find out who won!

# “PAPA RALPH” WINS A BIG RED TRUCK

## 2017 LANDSTAR DELIVER TO WIN TRUCK GIVEAWAY

**THE WINNER** of the 2017 Landstar Deliver to Win Truck Giveaway says his 5-year-old grandson predicted it. Ralph Hall was one of five Landstar BCO names selected by a random number generator to be a finalist in Landstar’s annual truck giveaway. He knew he would be called up on stage during Landstar Appreciation Days in Jacksonville, along with four other BCO finalists, but he didn’t know for sure if his grandson’s prediction would come to pass. Before Hall and his girlfriend Carolyn Todd left home in Tiptonville, Tennessee, grandson Trenton told them that he “saw ‘Papa Ralph’ winning a big red truck.” Hall had no idea the giveaway truck was red until he saw it sitting outside of the auditorium in Jacksonville where the drawing would take place that night, January 26.

“I wasn’t really nervous until about 5 o’clock that night, when I saw the red boxes being lined up on stage, labelled A through E. I told Carolyn to call Trenton and ask him what to do,” says Hall.

Like the other finalists called to the stage, Hall reached into a giant barrel and pulled out a numbered ping pong ball. Number one. That meant he would get first pick of the lettered red boxes

waiting on stage.

“Trenton told me that, if I had a choice, I should pick box B. So I did,” recalls Hall.

Under each box was either a model truck, or the keys to a brand new 2017 Peterbilt 579 – pierce candy red.

When Landstar President and CEO Jim Gattoni instructed all of the finalists to lift their boxes, Hall says he had to take a second look.

“At first I didn’t lift the box high enough, and I saw the model truck under the box to my left and thought that guy won. But I kept lifting my box and when I raised it up, I saw the keys. That’s when I tossed the box in the air,” recalls Hall.

Carolyn Todd ran from the audience to the stage with a cell phone in her hand. The couple was talking to their grandson, Trenton, before they even made their way to the grand prize waiting in the parking lot.

“He was tickled and grinning ear to ear according to his mother,” said “Papa Ralph,” who sent the boy a brand new bike the following week as a sort of thank you. ★





### “THE BIG RED TRUCK”

The giveaway truck features a 455-HP PACCAR MX-13 engine, 10 speed Eaton Fuller transmission and ergonomic dash that was crafted for driver efficiency, increased visibility and improved driver comfort, according to Peterbilt. Hall agrees with Peterbilt’s assessment of the truck’s new sound abatement

technology: it minimizes outside noise, giving owner-operators a more peaceful ride. “It’s really quiet,” says Hall. But his favorite feature is the 80-inch tall sleeper with a premium pocket spring mattress, and a rear-wall storage cabinet.

Equipped with an enhanced fuel efficiency package, the 579

takes fuel savings to new levels. Complete with aerodynamic styling, optimized powertrain, low-rolling resistance tires and SmartTire Pressure Monitoring System, the 579 increases owner-operators’ bottom line with a 14-percent improvement in fuel efficiency over previous models, according to Peterbilt.



Landstar researched the military archive for references on handling the shipping of the periscopes, specific missiles and other artifacts.

## A HISTORY OF SERVICE

It's not often that a freight move requires the manufacture of a custom-built dolly for a suicide torpedo, a custom-designed boat tarp for a WWII German submarine, or a specialized crate for the removal of a corroded Navy shipping mine while in its concrete base.

But when that's the case, and the freight is of historical significance, you need a logistics company with deep experience in providing customized transportation solutions.

When the United States Naval History and Heritage Command needed its World War II artifacts moved from a New Jersey museum to Virginia, in just a few days' time, Landstar's government services team collaborated with one of Landstar's many independent agencies to make the Navy

mission possible. Yankee Enterprise Inc., a Landstar agency, has a history of meticulously arranging Base Realignment and Closure (BRAC) moves, including decades-old military equipment.

During the 1970s, crowds would travel to the museum to get a glimpse of the war-time relics on display and Boy Scouts could camp overnight in a U.S. WWII submarine. The main attractions located inside and on the grounds of the museum property included the USS Ling, a WWII diesel submarine; a 75-year-old German Seehund mini submarine; a Japanese manned torpedo known as a Kaiten; large missiles; and numerous deep sea diving artifacts from World War II. In 2016, the museum needed to vacate the property, which left the Navy to reclaim approximately 100 artifacts on loan to the museum and find a way to transport the historic and rather bulky items to the U.S. Defense Supply Center in Richmond, Virginia.

That's when the Landstar team entered the picture and spent dozens of hours in preparation to move the museum. Landstar's intricate plan for the museum move provided the Navy with a specific logistics management plan for specialized packing, loading and unloading, and shipping

# MOVING HISTORY

**GREAT HEROES MAKE HISTORY, GREAT BCOs TRANSPORT IT**

sequence of the freight which required the use of cranes, forklifts, slings, spreader bars and hooks. Team members packing the artifacts inside of the museum had to wear white-cotton gloves and use archival packaging materials and techniques.

In an additional part of the safety plan, Landstar outlined the requirements for the material handling equipment used and operational checklists for the operators who would be using the equipment. The plan included specifying the personal protective equipment (PPE) that operators would be required to wear on site, as well as requiring operators to complete a safety orientation and an on-site equipment checklist before operating the crane or forklifts.

“Landstar Government Services worked jointly with the Landstar agency to perform an analysis of the request for proposal (RFP) and statement of work (SOW) to complete a cost and item-by-item packing, loading and transportation plan,” explained Landstar’s Vice President of Strategic Government Accounts Steve Jones. “Once we identified experienced subcontractors, we submitted our proposal to the Army’s Surface Deployment and Distribution Command (SDDC), the Navy’s Transportation Management Office (TMO) and the Naval History and Heritage Command (NHHC).”

Upon approval, the efforts started inside the New Jersey Naval Museum in Hackensack, New Jersey, where the artifacts were studied, then gently removed from their displays to be packaged and loaded for shipping by five approved vendors specifically selected by Landstar for their expertise in packing, crating, dismantling and unloading large artifacts by crane or forklift. Moving some of the larger artifacts housed on the museum grounds, however would require a more strategic logistical plan.

“Landstar researched the military archive for references on handling the shipping of the periscopes, specific missiles and other artifacts. In order to move the Kaiten, we had a custom, wheeled dolly manufactured to support the 37,000 pounds of net weight which could not exceed the warehouse floor-bearing weight of 3,000 pounds per square foot at the NHHC restoration facility in Richmond,” explained Jones.

Landstar worked closely on site with the approved vendors to prepare the rare pieces for transport all

while under the observation by staff from the NHHC. All items, including a 30’ Talos ship-launched guided missile, needed custom crating built and loaded on site. Other artifacts needed to be delicately handled by the professionals. For example, instead of removing a severely corroded MK 16 mine from its concrete base at the museum site, a special crate, with special movement-resistant internal support, was constructed to ship the mine intact so that curator staff at the NHHC restoration center could later remove it from the concrete. Larger items, including the Seehund, Kaiten, the guided missiles, and a Vietnam-era patrol boat, river (PBR) would be loaded by crane to flatbeds, step decks and 3-axle stretch double drops, secured and tarped under the watchful eye of the NHHC staff. Additionally, retired engineers from the Vought Heritage Foundation in Grand Prairie, Texas supplied original plans and photos to ensure that the wings of a Regulus I nuclear cruise missile could be unlocked and folded for transport. All items from the museum buildings and the 43’ long periscopes were strategically placed into dry vans, all to be driven by 10 Landstar business capacity owners (BCOs), the company’s term for truck owner-operators leased to Landstar.

“This wasn’t a task for just any company,” said Aaron Flanigan, operations manager for Yankee



All items, including a 30’ Talos ship-launched guided missile, needed custom crating built and loaded on site.



This 75-year-old German Seehund mini sub was one of several large artifacts Landstar transported back to Virginia.

Enterprise Inc. “All of the Landstar pieces had to come together in a very short time frame, and under the Naval Heritage and History Command’s guidance.”

Landstar project managers Steve Jones, vice president of strategic government accounts, and Michele Brown, director of government operations, closely monitored the vendors that ensured safe and reliable handling, packing and crating of the artifacts for transport.

“The companies Landstar selected to work with were required to provide proof of their abilities and demonstrate they had the skills and equipment to handle the artifacts based on their prior experience, and all of their responsibilities and experience were documented as part of the RFP response,” said Jones.

In just four days’ time, Landstar arrived on site in New Jersey, the Navy’s property was packed and the 10 Landstar BCOs, using various trailers, were loaded with the oversized and naval historical artifacts, heading for next-day delivery in Richmond, Va. Shawn Anthony, the sales manager for the Landstar agent, was on site at the NHHC restoration facility in Richmond to monitor the unloading and placement of the artifacts. Their biggest challenge was moving the 53’ long Kaiten on its custom dolly through a 13’ dock door into a 28’ corridor for a 200 yard trip further into the warehouse.

“The planning that took place was incredible. We made sure the customer was happy every step of the way and the artifacts arrived with no damage and on time,” said Flanigan.

“Landstar’s inclusion of a safety management plan, as well as the detailed planning and communication with all parties involved paid off, ensuring that the Navy’s priceless artifacts arrived at their destination safely and securely,” said Jones.

## HAUL HELPS RESEARCHERS RE-DISCOVER HISTORY

Approximately 150 years old – that’s the age of the cannons and Civil War-era artifacts Landstar BCOs hauled from Savannah, Georgia to Texas A&M University, northwest of Houston.

The U.S. Army Corps of Engineers actually found the artifacts by mistake, when in 2015 they began a \$700 million project to deepen the Savannah River.



“Things were literally being pulled out of the water and put directly onto trucks for transport.”  
- Landstar Agent Fred Otterbein



This Civil War canon is only one of the 30,000 artifacts that was recovered from the wreckage of the sunken ironclad.

Once the dredging project started, divers found objects and artifacts that were determined to be from the CSS Georgia, a Civil War-era ironclad that sank to the bottom of the river in 1866.

“I got a call from a friend who is in the barge business and had started to move a lot of the artifacts out of the water. He said, ‘We need some trucks out here,’” recalls Landstar Agent Fred Otterbein.

Otterbein’s agency, Container Marketing Corp., quickly became involved with the project and won the bid to provide the logistical plan that would move about 20 truckloads of artifacts from the Savannah River to Texas A&M.

“We do a lot of specialized project loads, but this one was unique,” says Otterbein. “For this particular project, our agency had to coordinate all the moves with the U.S. Coast Guard. Things were literally being pulled out of the water and put directly onto trucks for transport.” In fact, Otterbein explains, because of the historical value, “Some of these artifacts had to be hauled within the estuary water from the Savannah.”

According to marine archeologists, very little is



known about the CSS Georgia. No blue prints of the ship exist and historians have limited information about its construction. The conservation research laboratory at Texas A&M University is one of the few that can work with large artifacts, like cannons, to study and preserve them.

While the opportunity to examine the ship's contents is an unusual one for archeologists and other researchers, it also was a rare opportunity for Landstar BCOs who hauled the artifacts to the lab.

"In 30 years in this industry, this was the highlight of my career," Landstar BCO Steve Corbett explained. "We put the barrel of a cannon on my truck and that thing weighed nearly 10,000 pounds."

Corbett says the cannon he hauled was removed from the Savannah River, lifted by crane and placed in a dumpster. The cannon was then wrapped in plastic and the dumpster was lifted and secured onto the bed of Corbett's low profile step-deck.

"The detail that went into getting this thing on my truck was incredible. Just the opening of the cannon barrel was nearly one foot across," says Corbett.

In total, 30,000 artifacts were recovered from the wreckage of the sunken ironclad according to the U.S. Army Corps of Engineers. Of those, 16,600 of the relics researchers chose not to keep for further examination were documented, placed in storage containers and sunk back down into the Savannah River. According to researchers, storing those artifacts in the water will help preserve them. More than 13,000 pieces weighing about 142 tons were sent to Texas A&M for research – a project that is expected to keep researchers at the university busy for the next 10 years.

*For more information on the artifacts pulled from the Savannah River head to the US Army Corps of Engineer's website: [www.sas.usace.army.mil](http://www.sas.usace.army.mil)*

## MEMORIAL MOVE

The Texas African American History Memorial sculpture is 34 feet long, 8.5 feet wide, 9.1 feet tall, and weighs 25,841 pounds. The monument, sculpted by Ed Dwight, can easily be spotted on the South Lawn in front of the Texas Capitol Building in Austin. Each section of the monument depicts the "historic struggle and triumphal experience," of the African American community in Texas.



Setting up the monument in front of the Texas Capitol Building

"We've hauled bigger freight than this, but it was an honor to move this oversized heavy load," says Damian McNamara, who manages a Landstar agency known as The Transportation Shoppe. "It is a significant piece of art for the state of Texas. And because it was such a high profile load, we knew we needed an experienced Landstar BCO to move it."

Landstar BCO Leo Vorotynuk, who leased on with Landstar in 2001, picked up the load in Richmond, California where it was created. It took a full day to tarp the monument for transport, then load it on to Vorotynuk's three-axel step deck low pro. Seven days and 1,758 miles later, Vorotynuk arrived in Austin, Texas to deliver the monument at the Texas Capitol.

"We worked closely with the customer to make sure the oversized load delivered on time. The customer had set up riggers to take the monument off the trailer in pieces. The sculptor was on site too, to make sure the monument was put together correctly when it came off the truck," says McNamara.

An unveiling ceremony for the monument was held in November 2016 at the Texas Capitol.

*To learn more about the Texas African American History Memorial head to: <https://taahmf.com/the-monument/>*



"In my truck there were flight suits and bomber jackets, old medals and coins. It was a unique, once in a lifetime opportunity."  
-Landstar BCO Michael Bauer



## A SPECIAL CONNECTION

From uniforms and weapons to historic medals, Landstar BCOs Bud Cunningham and Michael Bauer were shocked to hear about all the artifacts they were about to haul out of the United States Air Force's Airmen Memorial Museum in Suitland, Maryland.

"When I first booked this load, I didn't realize what I was going to be hauling," explained Bauer, a U.S. Navy veteran. He says he was honored to haul the World War II artifacts. "In my truck there were flight suits and bomber jackets, old medals and coins. It was a unique, once in a lifetime opportunity."

The Airmen Memorial Museum has been dedicated to collecting and preserving artifacts, photographs, diaries, personnel records, books, letters and other personal items from enlisted airmen for the past 29 years. All of those items had to be transported 1,627 miles to a storage facility at the Lackland Air Force Base in Texas, while plans are completed for a new and expanded history museum to open in San Antonio, Texas.

"We never left the trailer with this load. These were irreplaceable items, my trailer was sealed with high security. After six years in the Army, I had an appreciation for what I was hauling. You don't take chances with that kind of freight," says Cunningham.

He and Bauer booked the loads through Landstar Agent Leslie Schroeder's agency. The independent agent says every piece of history hauled from the museum was not just a national treasure, but also held special meaning for her.

"My father served in the Air Force for 20 years," says Schroeder, "Our agency was so proud to help the Air Force move these valuable pieces of our American history."

*For more information about the new Airman Heritage Museum, head to [www.myairmanmuseum.org](http://www.myairmanmuseum.org). ★*

# LSO LIFETIME ACHIEVEMENT AWARD



**SHIRLEY ANHALT** 6/8/1952 -12/19/2015

**“SHE BELIEVED SHE COULD,** so she did,” that was the motto the late Landstar Agent Shirley Anhalt lived by. It was part of the signature line in every email she sent, and the saying still hangs on the wall of the Landstar agency she ran, SJA Trucking Services Inc.

“My mom was a fighter, she was a hard worker, a go getter and she started this agency. She was an amputee, and where many people may have given up, she never did,” says Anhalt’s daughter Tammy Clark.

On November 20, 2015 Anhalt was diagnosed with liver cancer. Doctors told her the aggressive cancer couldn’t be treated and was inoperable. The diagnosis prompted Anhalt to quickly get her personal and business affairs in order, and write to her friends, colleagues and dedicated drivers with the news.

*“I know not when or what my time frame may be,” Anhalt wrote. “I am proud of the accomplishments I have made and I appreciate each mile you traveled to help the agency succeed...I am ever so blessed that you each call me Momma...I will end by saying that I love each of you, travel safe knowing that God and I will be watching over you as you continue to move freight up and down the highway. She believed she could, so she did. Love, Momma”*

“All of the BCOs called her ‘Momma.’ My mom would have been the first to tell you that Landstar BCOs made this agency successful. She believed they were the face to our customers and without their professionalism, we wouldn’t be successful,” says Clark.

Anhalt lost her short battle with liver cancer just one month later, leaving her daughter to take over the agency that Anhalt started in 2000.

“Mom started the agency after my late step-father, Adam Anhalt, encouraged her to do so. He was a BCO at the time he told her that she needed to start dispatching freight,” said Clark.

Every year Anhalt held a safety meeting in Hermitage, Pennsylvania, in support of Landstar BCOs and the company’s safety-first culture. In 2016, Anhalt’s daughter hosted the safety meeting for the first time without her mother by her side.

“There were 100 BCOs at the meeting, many of her customers and several Landstar employees attended as a way to honor the tradition of the meeting, and to pay respect to Shirley and her longevity with Landstar,” said Landstar Vice President of Safety and Compliance Mike Cobb.

During the meeting, Cobb presented Clark with the Landstar Safety Officer (LSO) Lifetime Achievement Award in the name of her late mother, Shirley Anhalt. The LSO Lifetime Achievement Award is awarded to Landstar Safety Officers who were named LSO of the Year and have had a significant impact in the Landstar safety culture. Anhalt, who was named LSO of the Year in 2005, is only the sixth LSO to receive the award since its inception 15 years ago.

“Mom would have been so proud and honored to receive this award. It was truly an honor to accept it on her behalf,” said Clark. ★

# THE ROAD VEGAN



## ONE BCO'S JOURNEY TO HEALTH

**“WHEN I WAS 19,** I weighed 177 pounds going into the U.S. Marine Corps. When I left the Marines, I weighed 204. Some years went by and all of the sudden I jumped to over 300 pounds,” Landstar BCO Ken Denzer says, adding that being overweight and unhealthy was something he wanted to put behind him.

At just 5 feet 10 inches tall, Denzer has tried both “no-carb” and “low-carb” diets to get his weight in check, but neither seemed to work. He would drop just 40 pounds, and as soon as he re-introduced carbohydrates back into his diet, he gained the weight back. Denzer remembers exactly what led him to a decision to make a different kind of diet and lifestyle change.

“I started out at 387, but I know I weighed more than 387 at some point,” Denzer explains. “I watched a movie called ‘Fat, Sick and Nearly Dead.’ In the movie, there’s a truck driver who started juicing to be healthier. He lost a lot of weight and got healthy. That caught my attention, so I started juicing.”

Denzer watched another documentary, ‘Fork Over Knives,’

which explores the possibility that people changing their diets from animal-based to plant-based foods could help eliminate and control deadly diseases. Denzer says the two films, gave him the kick he needed to head in the right direction. First, Denzer started juicing and dropped 25 pounds



**Denzer before changing his diet.**

within the first month, but it wasn’t until after a trip to see his family in Arizona that he made the final and most important life-changing decision.

“We ate meat every day, for every meal, while we were there and it made me sick. I felt so good while I was juicing that, after the

family visit, I told my wife, ‘I think I’m done with meat.’ I just stopped eating it right then. Two weeks later, I felt like a million bucks,” says Denzer.

Three years later, weighing 115 pounds less, and on a strict vegan diet, Denzer says he feels like he did when he was 25 years old.

A vegan diet is completely plant-based, meaning no meat, eggs or dairy or other animal by-products.

“I don’t count calories, all I do is eat vegan,” says Denzer. It’s a change he says that wasn’t all that difficult to make, even as a trucker. “I don’t eat at truck stops. I prep a lot of my meals while I am home before I go out on the road, and I eat a lot of produce. A cooler full of produce in my truck will last me three weeks.”

Denzer’s wife, Mary, who often travels with him in the truck and helps to dispatch loads, first told him that while she respected his choice to stop eating meat, she didn’t want to.

“After two weeks and seeing how much better I felt and that I was losing weight, Mary stopped eating meat too. It’s amazing how fast your body heals when you

make this change. Getting off processed foods and cutting out dairy worked for us. We don't even have the craving for meat anymore," says Denzer.

Since the beginning of his journey Denzer has not only lost the weight equal to another human being, but his cholesterol levels have dropped as well, and he says doctors tell him he has some of the

**"I DON'T EAT AT TRUCK STOPS. I PREP A LOT OF MY MEALS WHILE I AM HOME BEFORE I GO OUT ON THE ROAD."**

healthiest levels they've seen in a 52-year-old man.

Today, Denzer weighs 270 pounds and says he's not done dropping the pounds yet. He exercises as much as he can around his truck and plans to stick to a vegan lifestyle, knowing it will make the difference for his future and the years he'll get to spend with his children and grandchildren. ★

*Denzer who leased on to Landstar in 2009, calls himself "The Road Vegan." You can follow Denzer's journey on both YouTube, where he posts videos and recipes on "The Road Vegan" channel, and Instagram @TheRoadVegan.*



**Denzer today.**

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# ON THE ROAD

## WORD SEARCH

Locate the hidden words from

**ORCHESTRATING A MASSIVE MOVE** on page 16

A W U P G E Y Y N M G Y D B L W V G N E  
Z S G N I P P I H S M O T S U C E B N O  
Z S K N A E C O F A C T O R Y R W I C M  
D W W L N S C F R U U F G M M A G M Y G  
F S F E T N S E M U M I X A M N K D J T  
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**CHECK YOUR ANSWERS ON PAGE 37**

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## Environmental, Health, Safety & Security

Landstar's environmental, health, safety & security (EHS&S) program is the right thing to do. It enhances the value of the organization to Landstar customers and the environment we operate within through the supportive actions of its agents, employees and capacity providers.

Landstar's commitment is to:

- Reducing, and where feasible, eliminating the generation, discharge, disposal or spilling of hazardous materials.
- Train its employees on how to conduct their activities in an efficient, responsible manner, consistent with this policy.
- Meet or exceed the environmental, health, safety & security requirements of regulatory agencies and strive to meet other requirements as known to Landstar.
- Monitor its performance to determine progress toward the achievement of EHS&S program goals and objectives through appropriate measurements and internal audits.
- Conduct regular meetings of management to review performance with respect to EHS&S programs.
- Promote and communicate its EHS&S programs to Landstar customers, agents, employees and capacity providers.
- Encourage its customers, agents and capacity providers to institute sound practices consistent with these objectives.
- Work to continuously improve its management practices with respect to EHS&S.

Landstar's pledge is to be a positive influence within the transportation and logistics industry and we accept the responsibility to do so.



Revised: 05/14

## Commitment to Quality

Landstar's Commitment to Quality is the cornerstone of the planning process for its Landstar Management System. It is the basis for continuous improvement and to establishing goals and objectives that support the company's Critical Success Factors, which then flow to all Landstar departments. This commitment starts with executive leadership and flows throughout the entire Landstar organization.

Landstar expects to be recognized by its customers as the provider of superior transportation logistics services and transportation management solutions.

- Create and maintain an environment in which continuous improvement is encouraged and expected by everyone within the organization.
- Involve each Landstar employee and strive to influence the actions of its third-party capacity providers, agents and key vendors in the process.
- Conduct regular meetings of management to review performance of the company's Critical Success Factors, key initiatives and improvement opportunities.
- Identify and understand the requirements of its customers and strive to offer innovative solutions to challenges.
- Ensure that all Landstar employees fully understand the requirements of their job and the role their job plays within Landstar.
- Provide transportation services and transportation management solutions that meet or exceed the requirements of its customers.

To do anything less is unacceptable to Landstar and its customers.

Revised: 02/14



**Joe Beacom**  
Landstar Vice President  
and Chief Safety &  
Operations Officer

# IN THE SPOTLIGHT

## LEVELING THE PLAYING FIELD

**WHETHER YOU ARE** a big fan of ELDs or not, one apparent benefit seems to be that it will level the hours of service (HOS) playing field for carriers and operators across the industry. By skirting the 11-, 14- or 70-hour rule a carrier can run more miles at a lower rate, harming those who run legally. With ELDs, it will be a far more difficult environment for carriers willing to significantly bend or ignore the HOS rules.

There is a belief among many carriers that by leveling the playing field and driving carriers to comply, the industry will see overall trucker productivity drop and a favorable impact on carrier rates. Most of us don't seek additional regulation, however, if it is to exist, having it applicable to all seems equitable.

For Landstar, the field of play along the U.S. / Mexico border was recently tilted in our favor with the opening of the company's expanded logistics center in Laredo, Texas. The expansion of capabilities is consistent with our aim to provide and support solutions that our agent family can bring to customers, which ultimately produces more loading opportunities for BCOs.

The company's investment was significant and so is the value available to those who take full advantage of the new facility. It is the collaboration of agents, BCOs and employees that will make providing cross-border transportation services an uphill climb for our competitors, and give those who are a part of the Landstar system the momentum to take the lead.★

### LANDSTAR U.S./MEXICO LOGISTICS CENTER

- Opened Jan. 19, 2017
- Laredo, TX
- 31,000 square foot transload facility
- 50-acre site
- Accommodates 450 trailers
- 30-bay cross-dock
- 120-ton, stand-alone bridge crane
- Dedicated platform and heavy/specialized freight area
- Conference rooms & meeting space
- BCO business center



# DRIVE FOR FIVE

**WHEN IT COMES TO SAFE DRIVING**, Landstar believes it is important to expect the unexpected and always have "an out." Maintain sufficient space around your vehicle.

Check your blind spot mirrors, using the lean and look method every 3-5 seconds.

Choose to drive safe and legal. Protect the zones around your truck and

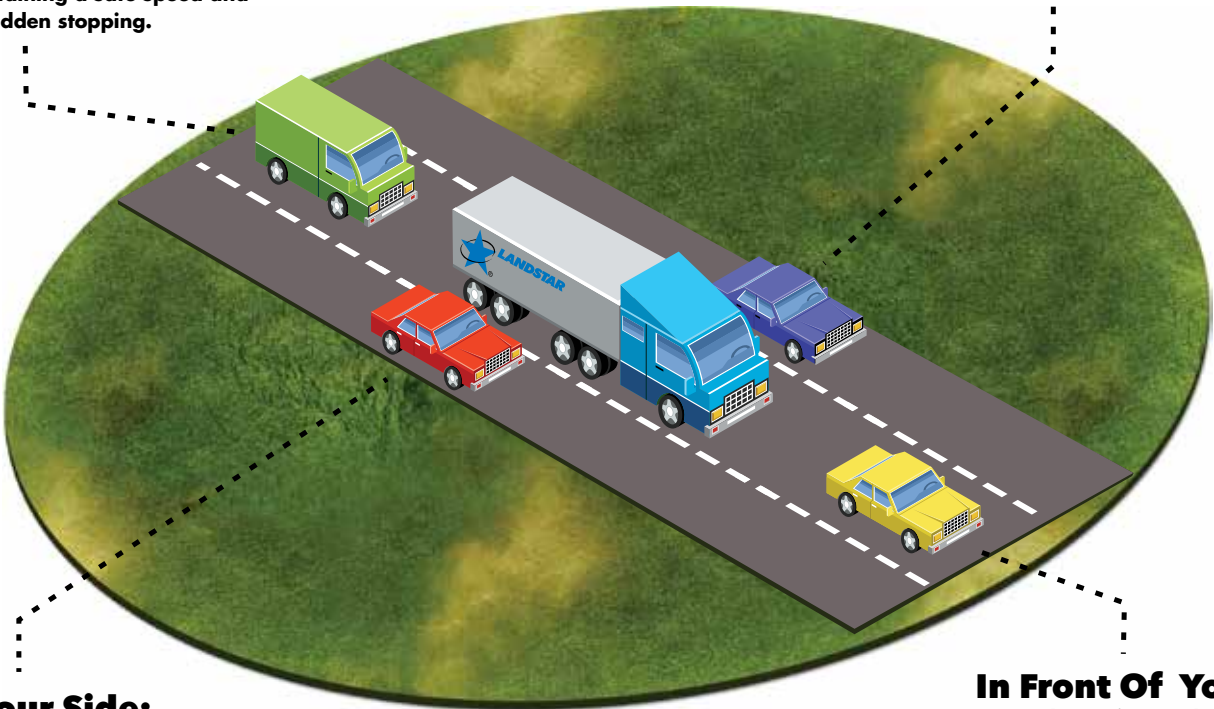
**DRIVE FOR FIVE** - yourself, the vehicle directly in front of and behind you, and to each side of you.

## Behind You:

Help prevent rear-end collisions, by maintaining a safe speed and avoid sudden stopping.

## On Your Side:

Limit changing lanes and stay in the right lane whenever possible.



## On Your Side:

To prevent sideswipe collisions when changing lanes, signal early, wait and look before making a move.

## In Front Of You:

Remember safe speed and proper following distance prevent rear-end collisions and jackknife accidents.

**Just imagine family and friends occupying those other vehicles around you.**



# SAFETY THURSDAY

YOU'RE INVITED TO PARTICIPATE!

## Landstar's monthly safety call

Each month, Landstar holds a Safety Thursday conference call and various safety events at agencies and truck stops across the country. Every faction of the Landstar family participates in the monthly safety call – including our President and CEO Jim Gattoni, BCOs, agents, employees, third-party capacity providers, state and federal DOT officials and other interested parties, like Landstar customers. Everyone is invited to participate.

Landstar's Safety Thursday conference call is always on the third Thursday of the month at 12 p.m. (noon) ET. On Safety Thursday, dial 877-717-5921.

Go to LandstarOnline to listen to replays of past Safety Thursday conference calls. You'll find the podcasts under Safety and Security – just click on Safety Call Recordings.★

# UPCOMING EVENTS

2017

## March

23-25: MATS, Louisville KY

## April

5-9: Landstar Annual Agent Convention, Orlando, FL

## May

29: Memorial Day Observed

## July

4: Independence Day

7-9: BCO All-Star Celebration, Nashville, TN

## August

24-26: GATS, Dallas, TX

## September

4: Labor Day Holiday

## November

23-24: Thanksgiving Holiday Observed

## December

25: Christmas Holiday

Note: Dates of events are subject to change. Visit [www.landstar.com/corporate-information](http://www.landstar.com/corporate-information) for up-to-the-minute information.

## ON THE ROAD PUZZLE ANSWERS - from page 31

A W U P G E Y N M G Y D B L W V G N E  
 Z S G N I P P I H S M O T S U C E B N O  
 Z S K N A E C O F A C T O R Y R W I C M  
 D W W L N S C F R U U F G M M A G M Y G  
 F S F E T N S E M U M I X A M N K D J T  
 T C U S T O M E R S E L N E E E X H B T  
 Z I L S B I N S M D Q Y I D D S J E D T  
 K T M E A T J X C B C V T B H U U F O C  
 U S Y V A A D G Y T L A I C E P S A U M  
 V I E T P R O J E C T E N G X H X S E O  
 Q G I I T E A O L T E H D J X Y E T T V  
 I O T R O P S N A R T R O P P U S R K E  
 N L V W R O S G C I L U A R D Y H A R S  
 K Y T H G I E R F E L C M M S L U P X R  
 P C Z O P N M C A M K C A I M U K A V Y  
 R E Z W C W B A K I F S B L P V J W V X  
 J S I Y O B L A N D S T A R S C Z W K A  
 O I Q U I F Y G P I Z L L V D Q C J A P  
 P X T S O F M U V R D H A A J B N Q B S  
 N U I F S R V E N D O R M E P B Q K I Q

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## A WHALE OF A HAUL



**“IT WAS THE STRANGEST THING** I’ve hauled in the last 40 years, I can tell you that,” Landstar BCO Robert Nobert chuckled as he went through every detail he could remember about the heavy haul load. “They had to build a bracing for the bottom of the thing, because I told them, ‘If I have to stop suddenly and that’s not secure, someone’s car is going to be kissing a whale.’”

That’s right. A whale.

Nobert, with his wife and team driver Suzanne, hauled a giant replica of a humpback whale 991 miles in November 2016 from Advanced Taxidermy and Wildlife in Caledon, Ontario, Canada to the Bass Pro Shop in Springfield, Missouri.

“The fins on the whale were 8 feet wide, so they had to be shipped separately after we took the whale,” said Nobert.

A real humpback can weigh up to 79,000 pounds, spanning nearly 52 feet. The replica was a little smaller, as far as whales go, measuring 40 feet long and weighing in at 2,500 pounds.

“We’ve arranged hauls for all kinds of flat bed, heavy haul and oversized items for this customer, but this was our first whale,” explained Haul All Transport’s Alain Lacasse.

Lacasse and his wife Kathy, who operate their business under Landstar Agent Sheri Christy, specialize in heavy haul and overdimensional freight.

“The service we offer our customers is exceptional and that’s why this customer chose us for this load. They needed the whale to be transported with no claims and no damage, as it is extremely delicate,” explained Lacasse. “We knew a tarp might damage the whale, so the replica was first wrapped carefully in plastic, then tape and straps were used to secure it to the framing that was built specifically for this load on the Nobert’s 51-foot step deck.”

It took four days and a lot of strategic planning to transport the whale south to its final destination.

“We had to arrive at night, because they didn’t want the public or the media to see the whale when it went into the building. So we camped out until dark. Around midnight after the store closed, they lifted the whale by crane off my truck and moved it into the building,” Nobert said, noting that the crews moving the whale had to remove some of the insulation from the door frame to fit the whale through the opening.

The humpback whale is just one of many large marine life and animal replicas scheduled for display inside the Bass Pro Shop’s Wonders of Life museum and aquarium. The museum is scheduled to open in 2017 and will exhibit a collection of taxidermy animals, including sheep, wolves, musk ox, a polar bear and of course the humpback whale.

*For more information about the museum head to <http://wondersofwildlife.org/> ★*

A man wearing a black cap, sunglasses, and a grey polo shirt is driving a truck. He is smiling and looking out the window. The interior of the truck is visible, including the steering wheel and dashboard.

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