

# CostDown Consulting Celebrates 10 years of Providing Consulting Services to the Trucking Industry

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*CostDown Consulting LLC was established in 2007 by owner Joe White. He provides trucking company owners and C-level executives with analysis, programs and training that reduce operating costs, improve driver retention and encourage sustainability.*

CostDown Consulting announced today that they are celebrating their 10<sup>th</sup> year in business.

“I started in the trucking industry fresh out of college,” explains Joe White of CostDown Consulting. “My entry level position was as a Teamster clerk at the Cadillac plant in Detroit. From there, my job progression included Terminal Manager, Chicago Regional Manager, Director of Operations and AVP of Planning, Process & Control. During my tenure as a Terminal Manager, I went to school at nights and got a MBA from Northern Illinois University.”

White’s work experience in the trucking industry includes both field and corporate management. In the field, he managed all terminal operational areas and had full P&L responsibility; increasing profitably at all locations managed. In the corporate arena, he directed the planning department for a \$1 Billion trucking company. Responsibilities included fleet placement and productivity of 4,000 tractors at 90 locations throughout North America, directing national load building efforts, defining driver productivity expectations, redesigning central dispatch processes, and developing and implementing critical corporate improvement projects and training.

Joe’s combination of field and corporate management experience coupled with his financial analytical ability (MBA) prompted him to start his own consulting business.

“Trucking companies want to work with consultants that understand their business from day one,” Joe explained. “Without a significant understanding of trucking operations, consultants often provide analysis based primarily on statistics and solutions that lack innovation and don’t align with daily operating requirements.”

“CostDown Consulting operates on a project basis. I believe it is the job of a professional trucking consultant to provide clients with effective, innovative solutions and workable implementation strategies. Project success is measured by bottom line results and the ability of the client company to operate at a significantly higher level of performance without continued consultant involvement.”

CostDown Consulting’s clients include small to large sized trucking companies, logistics companies, truck maintenance and body shops, state trucking associations, and equity and venture capital companies.

“I enjoy my work and get great satisfaction from helping my clients,” Joe White explained. “I offer a free assessment call prior to starting any project to make sure I understand a potential client’s need. That call helps me to understand his problems while giving the client an opportunity to assess my ability to help.”