



CostDown Consulting
Joe White – Professional Profile



Company

Visit website: CostDown Consulting

CostDown Consulting provides Analysis, Programs and Training that Reduce the Cost of Trucking	
SERVICES (LINKED TO WEBPAGE)	OVERVIEW
DRIVER RETENTION	Assigned accountability, communications, longevity programs, solutions by driver profile, Driver Manager retention coaching & a 'whole-company' retention approach
EXECUTIVE PERFORMANCE MANAGEMENT PROGRAM	Align job descriptions, performance goals and bonus awards with highest profit value opportunity and current company objectives & campaigns. Develop best practices.
'OPS' TEAM PERFORMANCE MANAGEMENT PROGRAM	Work observations and interviews to identify cost control opportunities, develop best practices, variable cost control training, KPIs and shared-savings bonus program.
DRIVER PERFORMANCE	Focus on productivity & cost control (idling, out-of-route miles, etc...). Pay-for-performance schedules, manager training on coaching driver performance.

Industry Professional Experience

15 Years	Ryder Systems	General Manager of Chicago Region Terminals
7 Years	Allied Automotive Group	AVP Planning, Process & Control
2007-present	CostDown Consulting	Owner/CEO

Education /Publications / Videos / Seminars

- MBA – Northern Illinois University, BA Communications – Michigan State University
- Presented 'Developing an Effective Driver Retention Program' at three ATA Conferences
- Quoted as Industry Expert in Transport Topics, Heavy Duty Trucking, Journal of Commerce
- Articles published in Transport Topics, Journal of Commerce, Traffic World:
 Sample Articles: **Driver Retention** **Driver Manager Training** **Operations Audits**
- Wrote and presented 'Driving the Costs out of Trucking' video series for Big Truck TV

Sample Videos:



Driver Retention



Operations Audit



Performance Management

Client References (Company names linked to their websites)

Premier Transportation
 Mike Medici – CEO
 404.675.1950

G&P Trucking
 Clifton Parker – President
 803.791.5500

Volume Transportation
 Joe Coleman – Owner/CEO
 770.313.5626

Big G Express
 Randy Vernon - President
 800.684.9140

Walpole Inc.
 Keith Walpole – Owner
 800.741.6500

Wooster Motor Ways
 Paul Williams – Owner/President
 330.264.9557

CostDown Consulting Reduces the Cost of Trucking. Ask our clients! They are our greatest advocates.