

MarketPlace 2017

Attend the industry's premier event to expand your company's business opportunities and help increase your bottom line. ECA MarketPlace is a unique conference.

Vendors are given an opportunity to fill out company profiles that all carrier attendees review and then indicate which vendors they wish to meet with.

Carriers complete a profile to market themselves to Shippers and have the opportunity to review shipper profiles and then rate them as who they want to meet with. The ECA has proprietary software that matches the needs of Shippers with the capabilities of Carriers.

The ECA then analyzes all of the data and creates two days of Shipper Carrier and Vendor Carrier 15 minute interviews where new relationships are formed and existing relationships are strengthened.

At MarketPlace 2016 over 490 company representatives participated in over 6,000 interviews.



MARCH 28 - 30, 2017
InterContinental, TX

SAVE THE DATE

EXPRESS CARRIERS ASSOCIATION 2017 MarketPlace

PLAN NOW TO ATTEND: The Premier Event for
Your Business to Secure Selling Opportunities

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March 28-30, 2017
InterContinental
Dallas, TX

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More information at
www.expresscarriers.org

Questions? email eca@expresscarriers.org



Express Carriers Association

Forging Transportation Relationships

MarketPlace 2017

March 28-30, 2017

6000 Interviews 48 Hours One Place

Plan Now To Attend The Premier Networking Forum

- Connect with 100s of Companies in the Fast-Paced Shipping Industry
- Showcase Your Company's Strengths
- Forge Long-Term Business Relationships
- Expand Visibility, While Extending Your Resources
- Over 25 hours of networking opportunities, including over 14 hours of vendor hours
- Sign Up Now, and Ensure Success in 2017!

Contact: Fiona Morgan
fiona@expresscarriers.org
(703) 361-1058
www.expresscarriers.org

Why Carriers Join ECA & Attend the MarketPlace

- To meet for 15 minutes for one-on-one scheduled interviews with Shippers and Vendors.
- Additional Benefits that improve their business
- Informational
- Access to Potential new Business Partners

One-on-One Interviews

- 2 solid days of Interviews
- 4,500 one-on-one interviews scheduled and conducted
- Opportunities to meet with Potential Business Partners

There is no other conference that packs so much into such a small period of time

Networking

- Gather Trade Ideas
- Pick up Trade Leads
- Add to your own carrier network
- Outsource Opportunities
- Schedule Meetings with Carrier Members
- Evening Events to network with additional companies



Educational Sessions

- Our Educational Sessions cover:
- Industry Trends
- Marketing Techniques
- Legal Issues
- Government Regulations

The educational sessions are valuable to the future of your business

Testimonials

The ECA has had a direct impact on helping my team to identify any on-board quality carriers into the DP-DHL family. The 2+ days of 15 minute speed dating sessions is both effective and efficient in helping to gather information and build a rapport with potential strategic partners. Year after year, the conference gets better, making it a can't miss event on the DP-DHL calendar.

Tim Dougherty, DHL – Transportation

The ECA has proved to be an extremely valuable organization for us. Our team has been able to connect with a large amount of regional carriers to fulfill the complex needs of our customers. Each year, the MarketPlace event serves as a time to connect with existing providers, as well as to meet face to face with a large number of new carriers. We continue to do business with many of the carriers that we met several years ago at this event, and look forward to the opportunity of meeting new ones.

Chris Barkinge, Schneider Logistics

The ECA MarketPlace was a great opportunity to meet carriers in specific regions of interest. Definitely worth the trip and time!

Thomas Gomez, The FruitGuys

As a vendor, this is the best format I've ever seen for an industry event like this.

Andy Tyriver, Elite EXTRA

The ECA Marketplace annual event has enabled CourierNet, Inc. to establish relationships with regional & national organizations that may not have culminated otherwise. Also, this event has given us the exposure we need for continued growth in the southeast and has further promoted our CourierNet brand.

Charlie Howell, CourierNet

I have attended the ECA four years now as a carrier. Every year I have met new shippers and every year I have gained new business as a direct result of attending the ECA MarketPlace. My company has generated a minimum of \$100,000 in new annual repedative revenue each year from the new shippers we met at the ECA. To date the shippers we have met at the ECA now generate over \$2M in annual revenue for my company. The ECA is well organized event and an exceptional value; an excellent opportunity to meet shippers and generate new business.

Frank Powell, USPack Logistics

The ECA has given us "little guys" the opportunity we need to build a successful niche in the industry. We have developed many long-term business relationships and accumulated numerous contacts! Thank you, ECA - see you next year!!

Kristina Rowley, Rowley & Sons



Why Shippers Attend The ECA MarketPlace

- To meet with dozens of regional Carriers for one-on-one 15 minute interviews.
- To Find niche Carriers.
- To Discover Viable Supply Chain Alternatives.

Why Vendors Attend the ECA MarketPlace...

- It's the only conference that has scheduled interviews with Carriers.
- The vendor hall is open 14+ hours over the two day conference
- It showcases Your company's strengths.
- It helps to forge long-term business relationships.

