

# 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.

Shippers are given an opportunity to meet with a diverse group of carriers as they differentiate their needs through a comprehensive profile that includes; services, equipment, airports, insurance, technology, etc... Carriers then also complete a similar profile to market themselves to Shippers. The ECA has proprietary software that matches the needs of Shippers with the capabilities of Carriers. Shippers then are asked to rank Carriers in order to meet with them face to face for 15 minutes. The ECA then analyzes all of the data and creates two days of Shipper Carrier interviews where new relationships are formed and existing relationships are strengthened.

At MarketPlace 2016 over 490 company representatives participated in over 6,000 interviews. Shippers have the first option for schedule selection, and we try to honor all Shipper interview requests during the MarketPlace.



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  
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More information at  
[www.expresscarriers.org](http://www.expresscarriers.org)

Questions? email [eca@expresscarriers.org](mailto:eca@expresscarriers.org)

## Express Carriers Association

Forging Transportation Relationships

## MarketPlace 2017

March 28-30, 2017

## SHIPPER REGISTRATION



**6000  
Interviews  
48 Hours  
One Place**

**Plan Now To Attend The  
Premier Networking Forum**

Register before 12/1/2016 for the following incentives:

- Free MarketPlace Registration For 2 Company Reps
  - Two free nights Hotel stay per company  
(Register after 12/1 & receive 1 free night)
- AND**
- Travel Reimbursement up to \$200.00 per company  
(Register after 12/1 & receive up to \$100)

Contact: Jim Bernecker

[jimm@relayexpress.com](mailto:jimm@relayexpress.com) 800-860-6288

[www.expresscarriers.org](http://www.expresscarriers.org)

## Join Your Shipper Colleagues Who Have Attended Past MarketPlace Events

All-freight Pool Distribution Services  
American Greeting Corp  
Amway Corporation  
Avon Products  
CH Robinson  
CTX, Inc.  
DHL Global Mail  
DHL Same Day  
Estes  
FedEx Smart Post  
GENCO ATC  
Genuine Parts Co  
Ingram Book Group  
HomeDirect USA, Inc.

Newgistics  
Office Max  
Panther Expedited  
Pepsi Logistics  
Shutl Inc/Ebay  
S.P. Richards  
Staples  
Sun Office Products  
UPS  
Wayfair  
World Courier  
And Many More...

## Shipper Benefits Are Abundant!

**Register before 12/1 for additional benefits: More than 160 Carriers** to choose from offering services that include: Distribution, Line haul, Warehousing, Local P/D, Routed services, Messenger-courier, and much more

**Free Registration** For Two Company Representatives, Plus Meals And Receptions.

**Two Free Nights Hotel stay per company.**

**(Register after 12/1 & receive 1 free night)**

**OR**

**Reimbursed travel expense** up to \$200 per company. **(Register after 12/1 & receive up to \$100)**

**Opportunity** To Participate In The Opening Night Reception.

**Free Admission** To The MarketPlace Expo Featuring Leading Edge Technology And Products.

**Free Hospitality Suite** To Relax In During Breaks.

**Sponsorship** Opportunities To Maximize Your Exposure.

# Testimonials

The ECA has had a direct impact on helping my team to identify and 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 improved year after year. At this point it has surpassed any other industry wide conference. I believe that it will continue to improve and add value to the entire industry. The management committee is 100% dedicated towards a meaningful and useful conference as they are fully versed on how much these conferences cost both Shippers and especially Carriers. They have listened closely over the years and have done their best to apply those ideas to make this event the premier event in our industry.

**Mike Ditizio, Ensenda**

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. Although it is an exhausting two days, the pay off has been worth it.

**Chris Barkinge, Schneider Logistics**

I thought the ECA conference was great. I met with dozens of very qualified carriers and found many that can help me now or will be able to assist me in the future, as the needs arise.

**Tom Lehmier, FedEx Supply Chain Services**

The ECA MarketPlace is great to meet new carriers to help you with that last mile. It also gives you an opportunity to meet carriers you may already do business with. It allows you face to face time much better than phones and emails. ECA has helped Stevens in cost savings and expanding the services we provide.

**Eric Lipsett, Stevens Global 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**

The ECA MarketPlace Conference is by far the most productive way to meet and network with potential Carriers from all parts of the country.

**Sean Horner, Tech Trans**

Without a doubt, this is the most productive and efficient conference in transportation and logistics

**Jim Bramlett, uShip**



## Why Shippers Attend The ECA MarketPlace

- Meet one-on-one for 15 minutes with dozens of regional Carriers over 1 1/2 days.
- Choose from over 160 regional Carriers.
- Find niche Carriers.
- Help choose which Carriers to interview based on company profiles of geographic coverage, services, and equipment.
- Shippers receive an opportunity to submit their scheduling preferences first.
- Find new Carriers who provide distribution, fulfillment, warehousing, line hauls, courier/ messenger services, routed deliveries, & much more.
- Network with fellow shippers with similar needs and operations.

## ECA Asks That Shippers...

**Participate in Shipper-Carrier functions to meet and mingle.**

**Meet Carriers who request an interview.**

**Stay until all interviews are completed and avoid early departure.**

**Attend the Shipper's Debriefing to receive free lodging night, deposit, and incentives.**