



# H2O Trucking Inc.

Freddie Waters is an independent owner-operator, hauling a 53-foot reefer. He typically delivers fresh produce, frozen foods, and live plants along the East Coast, Midwest, and South regions. A veteran driver for more than 15 years, Freddie loves exploring the country while providing for his family.

## ✖ THE PROBLEM

Freddie left corporate America in 2007 to answer the call of the open road, in the hopes of earning more income for his family. He's learned a lot from running his own business all these years and understands the challenges of trucking, especially when expenses for fuel maintenance are at an all-time high.

*Trucking has always been hard, but it's only gotten harder in recent years. I have to get diesel to power my truck and my trailer, and costs have been so high that I stopped going to the Northeast. You have to save wherever you can and make smart financial decisions to make it in this business.*

FREDDIE WATERS, OWNER-OPERATOR

## BEFORE RELAY

- ✖ Wasted time and money paying lumpers on warehouse docks
- ✖ Paid more expensive prices per gallon during fuel stops
- ✖ Spent more money on operational costs, eating into his profit margins



## ✓ THE SOLUTION

Relay enables Freddie to be safer through contactless payments at warehouse docks, while also saving money on diesel fuel. Because he runs consistent lanes, Freddie frequents the same truck stops that accept Relay, building the cost savings into his margins for each load.

*Relay filled a void in our industry, at just the right time. I like being able to pay lumpers more efficiently and entirely through the app. For fuel, I love Relay's modern technology, but the most exciting part is seeing those savings add up.*

FREDDIE WATERS, OWNER-OPERATOR

## WITH RELAY

- ✓ Pay lumpers more efficiently using a contactless, digital system
- ✓ Saves money on every gallon when fueling up
- ✓ Receives electronic payment receipts to keep track of expenses
- ✓ Keeps more of his hard-earned money in his pocket, to better provide for his family

## RESULTS

Freddie is now a consistent user of Relay's payment app, using it to pay lumpers and fuel up. He's introduced other owner-operators to Relay, telling them he's saved hundreds of dollars on fuel costs.

*For anyone who's trying to maximize earnings, I tell them they should use the Relay app. It's helped me out a lot.*

FREDDIE WATERS, OWNER-OPERATOR

