

## **NILE R. FRASE**

### **PROFESSIONAL EXPERIENCE**

#### **T&N TRANSPORT**

*Portland, TN*

05/13 –

##### **DIRECTOR OF OPERATIONS**

Supervision of all local, dedicated and OTR fleet. Increased fleet size 110% power units, took charge of all areas of driver services involving dispatch, load planning, customer service and recruiting. Managed small office staff of three. Development of strategies to maximize company equipment usage, reduce driver turnover and track all billable driver and equipment detention charges.

#### **M&W TRANSPORTATION**

*Nashville, TN*

09/08 – 10/12

##### **LOAD PLANNER AND DRIVER MANAGER**

Regional manager of the Ohio Valley and Midwest regions in the OTR van division. Solicit established customer base for increased volumes of freight and to ensure that customers receive service beyond their expectations by constant monitoring of trucks for on-time pickup and delivery with maximum equipment utilization. Supervision of 50 national freight drivers both in the long haul and dedicated logistics divisions that insure that customers receive service beyond their expectations by constant monitoring of trucks for on-time pickup and delivery with maximum equipment utilization. Manage drivers by assuring safe and legal dispatches with face-to-face, Qualcomm satellite communications and by phone.

#### **ROBERTSON COUNTY SHERIFF'S OFFICE**

*Springfield, TN*

12/06 - 04/08

##### **RESERVE DEPUTY SHERIFF**

Served as reserve deputy sheriff that participated in the operations aimed at the detection and arrest of misdemeanor and felony offenders, traffic violators, investigate traffic accidents, and patrolled assigned areas to maintain law & order.

#### **WESTERN EXPRESS, INC.**

*Nashville, TN*

07/03 – 09/08

##### **REGIONAL MANAGER AND INTERMODAL MANAGER**

Regional manager of the Ohio Valley and Midwest regions in the OTR van division. Solicit established customer base for increased volumes of freight and to ensure that customers receive service beyond their expectations by constant monitoring of trucks for on-time pickup and delivery with maximum equipment utilization. Manager of Intermodal operations with three rail lines. Extensive problem-solving resolution relating to customers, drivers, driver managers, rail issues and equipment. Development of strategies to maximize company equipment usage, reduce driver turnover and track all billable driver and equipment detention charges.

#### **UPS SUPPLY CHAIN SOLUTIONS - SUPPORT CONTRACT SERVICES**

*London, KY*

09/02 – 07/03

##### **OPERATIONS SUPERVISOR**

Responsible for meeting or exceeding the company's net operating profit for key dedicated account. Keeping all expenses within budget, while finding ways to streamline and consolidate cost for the customer. Responsible for the profitability, cost control and service of a multi-million-dollar logistics operation. Duties included monthly financials, contract management, operations management, union and labor relations, accounts payable, accounts receivable, customer relations, equipment maintenance, customer invoicing, vendor relations, driver relations, report compiling and driver recruiting.

#### **TRILEX EXPRESS, INC.**

*Corbin, Kentucky*

11/99 – 07/02

*COMPANY CLOSED IN BANKRUPTCY*

##### **FLEET SERVICES MANAGER /TRANSPORTATION ANALYST**

Formulate policies, programs, and procedures for transportation operations that maximize driver/equipment utilization. Analyze costs and implement cost controls. Collect and analyze information on varied aspects, monitoring trends, developing automated reporting and presenting results to senior management. Plan and implement truck-dispatching software along with direct operation and maintenance of satellite communication systems, resolve tech

problems with Qualcomm and TMW Systems. Compile and analyze statistical data from OmniTRACS and SensorTRACS for peek MPG performance utilization. Conduct continuous analysis of fuel management and implement a quality fuel purchase program and negotiate fuel vendor contracts. Leadership of five driver managers and 165 drivers. Extensive problem-solving resolution relating to drivers, driver managers and equipment. Insure that safe and proper maintenance of equipment is adhered to and other maintenance related activities. Extensive problem resolution and counseling drivers on safety and policy issues. Development of strategies to maximize company equipment usage and reduce driver turnover along with insuring that safety and proper maintenance of equipment is adhered to and other related activities. Contract manager for owner operator contracts along with tag and permit contact for fleet of power units and trailers.

**PROLINE CARRIERS, LLC.** 02/97 – 11/99

*Nashville, Tennessee & Front Royal, VA*

**TERMINAL/ACCOUNT MANAGER**

Responsible for all aspects of the largest dedicated contract account with over sixty drivers including accountability for total performance, develop policies, programs and procedures for efficient operation of transportation systems and terminal operations. Set schedules, routes and assigns drivers and trucks. Recruit and monitor progression of inexperienced drivers and terminal employees. Enforces compliance with administrative policies, procedures, safety rules, and government regulations. Monitor time off and pay, evaluate operations, mileage, and equipment, make recommendations and established programs to minimize turnover, while developing a customer relationship that is profitable and ensures retention. Extensive experience with Innovative dispatching software and Qualcomm. Direct supervision for a five-member maintenance shop and monitoring equipment maintenance performed for over seventy domiciled trucks.

**FLEET MANAGER**

Supervision of 50 national freight drivers both in the long haul and dedicated logistics divisions that insure that customers receive service beyond their expectations by constant monitoring of trucks for on-time pickup and delivery with maximum equipment utilization. Manage drivers by assuring safe and legal dispatches with face-to-face, Qualcomm satellite communications and by phone. Extensive experience with Expert Fuel and Innovative software. Managed the distribution of new tractors to the national fleet and Proline Dedicated Logistics fleet.

**BUILDERS TRANSPORT, INC.**

*Camden, South Carolina*

03/94 – 02/97

**DRIVER MANAGER and DRIVER DEVELOPMENT MANAGER**

Supervision of 45 over-the-road drivers and driver development department. Maximized load and equipment planning for all 48 states and Canada for the driver development dispatchers and drivers. Implemented entire driver development department from concept idea, which consisted of raw driving school graduates to be trained to become acceptable, safe and profitable first seat drivers. Extensive experience with Innovative software and Qualcomm systems. Position required very close contact with V.P. of van operations and network of terminal managers.

**DRIVER and DRIVER TRAINER**

Ensured on-time pickup and delivery of freight safely for both the van and dedicated fleet divisions within the U.S. and Canada along with day-to-day customer contacts. Driver trainer for new driving school graduates.

**BARBOURVILLE POLICE DEPARTMENT**

*Barbourville, Kentucky*

10/90 – 02/94

**POLICE OFFICER and DISPATCHER**

Served as police officer and police/fire dispatcher that participated in the operations aimed at the detection and arrest of misdemeanor and felony offenders, traffic violators, investigate traffic accidents, and patrolled assigned areas to maintain law & order.

## **SUMMARY OF QUALIFICATIONS**

Strong understanding of DOT regulations, Haz-Mat regulations, hours of service issues, route planning and traffic regulations.

Solid training and experience with steadily increasing responsibility with long haul and dedicated logistic fleets.

Inside/out knowledge of Innovative software, TMW Powersuite software, ALK Fleet Commander, PC Miler, Xata and Qualcomm OmniTRACS & SensorTRACS.

Proven ability to effectively trouble-shoot on a wide variety of situations within the transportation and distribution industries - able to readily recognize and resolve problems in an incisive and expedient manner. Strong operational management background with demonstrated success in building and maintaining strong working relationships with drivers, staff and customers.

Recommend and implement improvement opportunities that increase productivity, increase efficiencies and reduce costs.

Experienced in both non-union and union working environments.

## **EDUCATIONAL BACKGROUND**

Union College  
Barbourville, Kentucky  
Political Science  
1989-1992

University of Tennessee Municipal Technical Advisory Service  
Goodlettsville, TN  
Certification Planning and Zoning Board of Zoning Appeals  
2018

Robertson County Sheriff's Office  
Springfield, TN  
Certification seminars and in-service training in law enforcement  
2006-2008

TMW Systems  
Cleveland, Ohio  
Systems Administration and MS Access reporting  
March 2000

Mann Consultants  
Elizabethtown, Kentucky  
Alcohol and Substance Abuse awareness training.  
December 1999

Innovative Computing Corporation  
Oklahoma City, Oklahoma  
Certification and seminars in Basic Dispatch, Driver Acquisition and Risk Management.  
April 1995

Transport Training Group  
White Pine, Tennessee  
CDL training and testing, including HAZ-MAT and DOT regulations  
February 1994

Kentucky Department of Criminal Justice Training Center  
Richmond, Kentucky  
Certification, seminars and in-service training in law enforcement.  
1991-1993

Kentucky Tech.  
Barbourville, Kentucky  
Study in Computer Aided Drafting (Auto CAD)  
1991-1992

University of Southern Indiana  
Evansville, Indiana  
Undergraduate study in Political Science  
1988-1989

Dale Carnegie Course  
Evansville, Indiana  
1988