

ONE HORN WONDER



One Horn jumps 25 spots in WPO rankings.

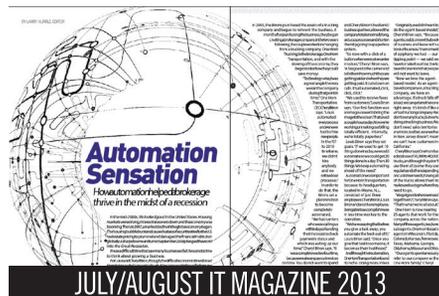
One Horn Transportation, a Wayne, N.J., trucking and logistics service, has once again been honored by The Women Presidents' Organization as one of the top 50 Fastest Growing Women Owned/Led companies in North America. The company was featured in the July-August edition of "IT Magazine" in 2013, when One Horn Transportation was included on the list at No. 49. This year, One Horn Transportation moves up 25 spots on the list, at No. 24 of the top 50 fastest growing companies. It is the third consecutive year One Horn Transportation has been included on the list. The company was listed at No. 46 in its first year on the list in 2012.

Cheryl Biron, President and CEO of One Horn Transportation, said the company's freight agent growth strategy continues to generate significant growth, leading to the company being recognized.

"We are very excited our freight agent strategy has enabled One Horn to move up in the ranking while building a company that empowers our freight agents and employees to pursue their dreams in life," Biron said.

One Horn Transportation has just entered its 10th year in business and its reinvention in 2010 from a trucking company owning tractor-trailers to a freight agent-based transportation brokerage has allowed the company to continue on its strong growth trajectory. Freight agents come to One Horn with a book of business and perform the sales function as well as subcontracting their customers' loads to outside trucking companies. One Horn provides all the financing, proprietary software and back office services, leveraging the strengths of

its founders, two corporate executives who decided corporate life was not for them, Louis and Cheryl Biron.



"We wanted to create an environment where people would love to come to work and be able to achieve success and personal happiness," Cheryl Biron said. "Our freight agents grow their business, One Horn grows, and we all succeed."

One Horn Transportation continues to look for new ways to innovate, evolve and reinvent its business for continued growth. For the last year, Cheryl Biron has been maintaining a blog on the One Horn web site (www.onehorn.com/agents) to share ideas that helped reinvent and grow One Horn Transportation over the years, as well as ways freight agents can improve their operation efficiency and personal effectiveness. Cheryl and Louis Biron have also been regular contributors to "IT Magazine" in its last five editions.

The strong business foundation that enables One Horn Transportation's freight agents to grow sales is called "Stratebo," a proprietary transportation management software package written by Louis Biron.

"In creating Stratebo (which stands for Strategic Back Office systems), I wanted our company to have the most efficient

back office system so that our agents could handle more loads per day with maximum efficiency," Louis Biron, who is also COO of the company, said. "Operating efficiencies are key to enabling One Horn to grow with minimal fixed costs as Stratebo has enabled One Horn to grow without adding people pushing paper in the back office, and since I wrote it, there are no licensing fees involved." ■

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