

**FLEET MANAGEMENT**

# Overnite Founder J. Harwood Cochrane Dies

July 28, 2016 • Staff •



<http://www.legacy.com/obituaries/richmond-va/obituary.aspx?n=j-harwood-0>, who founded LTL carrier Overnite Transportation Co. during the Depression, died at age 103 on



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The native Virginian's first job was driving a horse-drawn wagon that delivered milk for a dairy. At age 21, Cochrane traded in his Ford car for a Chevy tractor and trailer ([http://www.richmond.com/business/local/article\\_d74e160e-187e-504f-be37-b051e6ed5024.html](http://www.richmond.com/business/local/article_d74e160e-187e-504f-be37-b051e6ed5024.html)) and, with one of his brothers, started hauling freight from Richmond to Baltimore, Philadelphia, and New York. He started Overnite in 1935 and remained at the helm of the highly successful LTL carrier for over 50 years.

Under Cochrane's leadership, Overnite not only survived trucking deregulation in the '80s, it thrived. By 1982, the carrier was offering coast-to-coast service. Cochrane sold Overnite to rail giant Union Pacific in 1986 for \$1.2 billion-- the largest amount ever paid for a trucking company. He stayed on as chairman and CEO for several years before retiring.

But he got right back into trucking in 1991, at age 79, by launching Highway Express. The truckload carrier also did well, albeit on a smaller scale than Overnite had, and Cochrane sold it to Celadon Group in 2003.

He was well known not just for helping build the trucking industry from the ground up. Along with his wife, Louise, Cochrane was a noted philanthropist who contributed millions to arts-based and community organizations, schools, churches, museums, and the Red Cross. Louise Cochrane died in December at age 99. They had been married for 81 years.

Cochrane is survived by daughter Judith Carr Cochrane Gilman-Hines (Spencer), son James Harwood Cochrane, Jr., and eight grandchildren. He was also predeceased by two daughters, Suzanne Hope Cochrane Austell Martin and Treena Louise Cochrane.

Visitation will be held July 29 from 2 to 4 p.m. and 6 to 9 p.m. at Woody Funeral Home, 1771 N. Parham Road, Richmond, Va., 23229, Tel: 804-288-3013. His funeral will be held in Richmond on July 30 at 11 a.m. at Tabernacle Baptist Church.

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### **L.A. Fire Damages I-10, Reopening Date Unknown (</10210338/engineers-continue-to-evaluate-i-10-repairs-in-california-state-seeking-federal-help>)**

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A weekend fire beneath Interstate 10 in Los Angeles damaged the roadway structure, closing the highway indefinitely. State leaders are seeking federal help for repairs.

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### **What Happens if a Freight Broker Can't Pay its Motor Carrier Bills? (</10210240/what-happens-if-a-freight-broker-cant-pay-its-motor-carrier-bills>)**

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You're a small motor carrier, and you've been trying unsuccessfully to get payment from a freight broker for months. What can you do?

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### **WIT Names J.B. Hunt's Simpson 2023 Influential Woman in Trucking (</10209803/wit-selects-shelley-simpson-as-2023-influential-woman-in-trucking>)**

(</10209803/wit-selects-shelley-simpson-as-2023-influential-woman-in-trucking>)

Shelley Simpson, president of J.B. Hunt Transport Services, was honored as the 2023 Influential Woman in Trucking by the Women In Trucking Association.

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### **CargoNet: \$31 Million in Shipments Stolen in Q3 (</10209992/cargonet-31-million-in-shipments-stolen-in-q3>)**

(</10209992/cargonet-31-million-in-shipments-stolen-in-q3>)

CargoNet said there were 692 recorded theft events during the third quarter of 2023 and thieves stole more than \$31 million in shipments. The company warns that strategic cargo theft by using stolen identities of brokers and motor carriers continues to increase.

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### **Broker Lays Off Most Staff, Leaving Carriers with Unpaid Loads (</10209921/broker-lays-off-most-staff-leaving-carriers-with-unpaid-loads>)**

(</10209921/broker-lays-off-most-staff-leaving-carriers-with-unpaid-loads>)

Motor carriers that have been having trouble getting paid by Elite Transit Solutions may have more struggles to get what they're owed, with reports of sudden layoffs at the 3PL and an apparent pending cancellation of its broker surety bond.

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## Consortium Publishes API Freight Scheduling Standards (</10209847/consortium-publishes-api-freight-scheduling-standards>)

(/10209847/consortium-publishes-api-freight-scheduling-standards)

The consortium said its new Technical Standard for developing scheduling APIs for transportation management systems can make it easier to book and manage appointments; optimize processes for carriers, shippers and receivers; and drive operational efficiencies.

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## 5 Ways Fleet Managers Can Benefit from Advanced Geospatial Tech and Real-Time Data (</10209352/5-ways-fleet-managers-can-benefit-from-advanced-geospatial-tech-and-real-time-da>)

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Winter is upon us, and that means freezing temps, snow, ice, and dangerous driving conditions. From automated weather alerts to real-time road views, learn how advanced geospatial tech and real-time data are changing the weather-tracking game for fleet managers.

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## J.B. Hunt, BNSF Launch Quantum Premium Intermodal Service (</10209808/j-b-hunt-bnsf-launch-quantum-premium-intermodal-service>)

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J.B. Hunt and BNSF said Quantum customers can anticipate up to 95% on-time delivery service approximately a day faster than traditional intermodal service.

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## **Trucking to Benefit from New Biden Administration Port Investments (/10209792/trucking-to-benefit-from-new-biden-administration-port-investments)**

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The Department of Transportation's Maritime Administration announced more than \$653 million to fund 41 port improvement projects, some of which will improve congestion and flow-through for the drayage trucks serving those ports.

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## **Bobit and Nexus Communication Aim to Better Serve the Fleet and Mobility Sector** [\(/10209764/two-global-fleet-events-bobit-business-media-nexus-communication-aim-to-better-s\)](/10209764/two-global-fleet-events-bobit-business-media-nexus-communication-aim-to-better-s)

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Nexus Communication and Bobit Business Media have agreed on a clarification regarding their respective "Global Fleet" events.

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## **Idealease to Offer International eMV Electric Trucks** [\(/10209635/idealease-to-offer-international-emv-electric-trucks\)](/10209635/idealease-to-offer-international-emv-electric-trucks)

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At a customer event in Atlanta, Idealease outlined its plans to offer International electric trucks to fleets around the country.

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## **TMC Offers Fleet-Focused Cybersecurity Training** [\(/10209508/tmc-offering-fleet-focused-cybersecurity-training\)](/10209508/tmc-offering-fleet-focused-cybersecurity-training)

(/10209508/tmc-offering-fleet-focused-cybersecurity-training)

American Trucking Associations' Technology & Maintenance Council, through a partnership, is offering discounted online cybersecurity training with an emphasis on commercial vehicles.

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## **Mack, UAW Still Not in Agreement** [\(/10209399/mack-and-uaw-still-not-in-agreement\)](/10209399/mack-and-uaw-still-not-in-agreement)

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Even as the United Auto Workers strike against Detroit automakers appears to be resolved, the union has still not come to an agreement with Mack Trucks on the terms of a new five-year bargaining agreement.

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VIDEO (/VIDEOS) |

## **Why it's a Good Time for Trucking Fleets to do a 'Tune-up' [Video]** [\(/10209408/why-its-a-good-time-for-trucking-fleets-to-do-a-tune-up-video\)](/10209408/why-its-a-good-time-for-trucking-fleets-to-do-a-tune-up-video)

(/10209408/why-its-a-good-time-for-trucking-fleets-to-do-a-tune-up-video)

What can trucking fleets do now to transform their operations and be ready to take advantage of the next freight upturn? HDT's Deborah Lockridge recently talked to Tom McLeod about why this is the right time for a tune-up on this episode of HDT Talks Trucking.

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## **UPS Battles to Overcome EV Infrastructure Issues in California** [\(/10209396/ups-battles-to-overcome-infrastructure-issues-in-california\)](/10209396/ups-battles-to-overcome-infrastructure-issues-in-california)

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The UPS distribution center in Compton, California, has highlighted the unforeseen infrastructure issues that can occur when transitioning a facility to battery-electric trucks.





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