

# National Drayage hires consultant to tap new markets for container freight business

BY ANDY ASHBY

While many companies are shrinking during the recession, Memphis-based National Drayage Services LLC is looking for places to expand.

**National Drayage Services LLC**  
 Intermodal transportation services  
 HQ: Memphis  
**President:** Christopher Moore  
**Address:** 3150 Lenox Park Blvd., Suite 312  
**Phone:** (901) 312-2250  
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The intermodal transportation services company has hired national trucking and transportation consulting firm Ahern & Associates, Ltd. with plans to open up to 10 new agent locations by the end of 2010.

National Drayage is a non-asset based motor carrier specializing in international containerized freight.

The company provides cash flow, state and U.S. transportation department compliance, operating systems, accounts receivable management, insurance and other services for intermodal trucking agents.

"These agents are similar to franchise operations whereby they own or rent their own facilities, pay payroll for their personnel and other operating expenses," NDS president Christopher Moore says. "But NDS pays the drivers directly and the agents get paid a commission for their sales each week."

The company started with a location in Savannah, Ga., in 2008.

It added Charleston, S.C., in November



**Ahern**

**Ahern & Associates, Ltd.**  
 Transportation management consulting  
 HQ: Phoenix  
**President:** Andy Ahern  
**Employees:** 29  
**Phone:** (602) 242-1030  
**Web site:** www.Ahern-Ltd.com

2008 and Charlotte, N.C., in May 2009.

NDS is working to secure contracts with agents in Memphis, Dallas, Jacksonville, Fla., and across the Southeast, as well as such port cities as New York and Los Angeles.

"We're going to be looking for the right fit, those who match our model and standards," Moore says. "The intent for NDS is to be nationwide."

Andy Ahern, chief executive officer with Ahern & Associates, says that generally, the trucking industry's freight revenue is down 20%-22% for truck-load carriers.

"It's the worst I've seen the trucking industry in the in 40 years I've been in it," he says.

NDS has a good chance at growing because it helps smaller operations. 60% of trucking companies have 1-99 trucks, according to Ahern.

"It allows them to grow their business because they now have additional equipment to load into and additional traffic patterns to follow," he says. "For a small guy, if he wants to stay in business, one of the options is to go into an agent or a partnership program."