Recommend at least two strategies to create alliances between Huffman Trucking and its networked internal and external stakeholders.

Information about Huffman Trucking:

*Huffman Trucking***Cleveland, Ohio - Corporate offices and service center**

**Hubs in:   Los Angeles        St. Louis       Bayonne**

**Huffman Trucking History**

A native of Cleveland, Ohio, K. Huffman founded Huffman Trucking in 1936 with a single tractor-trailer. The growth of the company was the direct result of World War II and the increased demand for carrier services between factories in the Midwest to ports on the East Coast.

 By 1945, the fleet had increased in size to 16 tractors and 36 trailers. The business relationship forged with the U.S. Government continues today.   
  
Huffman Trucking continued to grow from internal sales and the acquisition of five Eastern regional carriers. This growth has enabled Huffman Trucking to continue to be privately held.

**Our Company**

**Our Mission** - To be a profitable, growing, adaptive company in an intensively competitive logistical services business environment. **Our Vision** - To be a model company to our stockholders, employees, customers and all stakeholders.

**Facts About Huffman Trucking**

|  |  |
| --- | --- |
| Huffman's primary **customers** include:   * U.S. Government * Automotive parts suppliers to major manufacturers * Electronic consumer products * Raw materials (polymer) for manufacturers of plastic products * Any customer requiring special accommodations, such as wine, computers, munitions, etc. | |
| Huffman has **facilities** in:   * Cleveland, OH * Los Angeles, CA * St. Louis, MO * Bayonne, NJ   Huffman **employs**:   * 925 drivers * 425 support personnel   Huffman **owns and operates**:   * 800 road tractors * 2,100 45' trailers * 260 "roll-on/roll-off" units |  |
| Huffman's rolling equipment undergoes **preventative maintenance** every 25,000 miles in the Cleveland, Ohio maintenance facility.  Huffman **has been recognized** as the 1st major freight carrier to outsource 100% of its information systems support. | |