



2020 was a chaotic year not only in our personal lives but also in the country's supply chain, to say the least. People were furloughed, some companies closed their doors, others had a huge reduction in force, and pilots and CDL drivers were forced to retire early. Forecasting a tremendous opportunity, CEO Carlos Llanes knew that it was the best time to strike, while the country and its supply chain had its largest gap in recent history.

Leaving a Fortune 500 company as a senior executive was an unheard-of risk that hardly anyone took in the first year of the pandemic, especially with so much unknown and having to start from scratch. That risk turned out to be well worth it, as Carlos, his wife Martha Llanes, Chief Administrative Officer, and Chief Commercial Officer Tim Perkins embarked on a journey to do something incredible---to build Spartan Carrier Group from the ground up in Fort Worth, Texas. In the first 100 days, 20 additional senior managers left the same Fortune 500 company to take the path that Carlos, with his leadership and vision, paved.

With zero funding from private equity, venture capitalists, angel investors, or anywhere else, Spartan Carrier Group needed to create revenue to be able to start saving for trucks and trailers so it was decided that the best way to do that was to offer supply chain services such as CDL recruiting, 3PL services, diesel mobile maintenance, procurement, and marketing to other trucking companies since Spartan Carrier Group was fully staffed with talented individuals with the necessary skills and expertise.

Fast forward to May 2022; after nearly two years of hard work, saving every penny possible for the assets needed, Carlos felt his team was ready to take a shot at landing the largest automotive manufacturer in the world, the Fortune 10 company, Toyota.

With Carlos and his team's knowledge of running dedicated, full truckload operations, and immense growth over less than two years, Toyota wanted to see if Spartan Carrier Group was up for a challenge. An offer for a contract was on the horizon, which would make Spartan Carrier Group only the 12th carrier since 1986 to have a direct contract with Toyota and the first ever to have an MC less than 10 years old.

Of course, Spartan Carrier Group was up to the challenge--and delivered. After months of vetting, negotiations, and countless long nights of strategizing, July 2022 marked the award of a direct contract.

Now having over 10 terminals plus other satellite locations, 200+ employees, 100 tractors, and 200 trailers, and with numbers only growing, Spartan Carrier Group is quickly becoming a well-known brand in the transportation community! Stay tuned for what happens next to this exciting organization and come see them here at CSCMP Edge in Orlando as an exhibitor--there's no telling what else this great company will achieve.