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ESSA, The Empire State Shipper's Association



The Empire State Shipper's Association is celebrating 60 years in business this month. ESSA was founded in July of 1946 by a small group of traffic managers. The goal was to pool resources for better freight rates from

railroad and trucking companies. That same concept keeps ESSA trucking today, but it's grown to include a freight terminal and two companies ESSA Logistics and ESSA Transport. The two new divisions have increased revenues by more than 60 percent to \$7 million last year. Surplus revenue is invested back to the member companies in the form of credit for future shipping expenses.

Over 300 businesses are part of the cooperative making it the country's only transportation company that's member owned with its own trucking company. ESSA is also one of the oldest shipper's associations in the country. General Manager John Soos says that makes for a unique and successful business model. "We're the only company structured like this in the country and our intent is to take the business model to various markets throughout the country." He says ESSA is also looking for ways to expand its warehouse operation off William Street in Buffalo.