

Take it from a driver who knows: Success comes to those who work for it

Longtime owner-operator Clemon E. Scott believes, "You can't take any shortcuts when it comes to maintaining your truck"

The best source for tips on how to be a successful owner-operator are drivers who have garnered financial stability, a proven track record of success, and experienced all the highs and lows that come with being a professional driver.

Recently, we caught up with Clemon E. Scott, Jr., a longtime successful owner-operator and owner of Scott Transportation Inc. in Myrtle Beach, S.C.

Q: How long have you been driving and what do you enjoy most about being an owner-operator?

- **Scott:** Can I just say I have been driving a long time? (laugh). OK, I have been on the road for more than 20 years and have owned my own business for the past eight years. Probably the thing I like most is that I am, for the most part, my own boss. My success comes from my efforts. It's not like working for a company, where other people can significantly impact what you achieve.

Q: What kind of truck do you have; what do you specialize in hauling?

- **S:** I have a 1997 Kenworth with a Caterpillar engine. I specialize in just-in-time deliveries and haul heavy loads long distances. I mostly transport military equipment.

Q: What would you say are the things that have made you successful?

- **S:** Well, I work hard, keep my word and I am always on time. Being an outgoing person has also helped me build and maintain relationships with customers. From a business perspective,

though, I carefully watch what I spend, my costs per mile, and am diligent about maintenance. I never settle for anything but the best when it comes to maintaining my truck and that's why I have used Mobil Delvac heavy-duty engine oils and Mobil synthetic gear oils for the past eight years. I also have to thank my wife Delores and daughter Valerie, because they are so supportive of me.

Q: In your 20 years of driving professionally, what's the most memorable thing that's ever happened to you?

- **S:** In the mid-80s, I was in Maine sleeping in the truck after a lot of driving. Just when I'm starting to really doze off, I hear a loud (screaching) sound like I have never heard before. Boom — the cab started shaking pretty hard. Then, I look out of the front and see this huge moose looking at me. Somehow it got the left side of his rack or antlers, whatever you call those things on the top of its head, caught in the front of the truck while snooping around. Thinking about that always makes me laugh.

Q: What advice would you give to young drivers who want to become successful owner-operators?

- **S:** One, you must realize there will be some real sacrifices. You're away from your family a lot, which is hard, and financially, it can be difficult when starting out. Two, you can't take any shortcuts, especially when it comes to maintaining your truck. It will always catch up to you. Find what works and stay with it. For me, I always service my trucks at the same intervals and always use Mobil Delvac heavy-duty engine oils. They have never let me down.



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