

CROSSLIN TRUCKING DRIVES GROWTH AND SAFETY FORWARD WITH FOLEY

Crosslin Trucking, a third-generation family-owned carrier based in Tennessee, specializes in hauling building and construction materials throughout the region. Known for their reliable service, the company recently set its sights on expanding from local hauling to over-the-road freight operations.

To support that growth, Tim Chelette—2024 TCA Professional Driver of the Year—stepped out from behind the wheel and into a new leadership role as Safety Manager. With more than two decades of award-winning experience on the road, Tim brought a deep understanding of compliance and safety to Crosslin's next chapter.

With Foley's platform, Crosslin now manages MVRs, background checks, and hiring workflows in one connected system—helping Tim onboard drivers faster, stay organized, and confidently step into this new chapter of expansion.



SOLUTIONS

- **Hiring & Onboarding**
 - Driver file creation, MVR monitoring, and background checks
- **Compliance & Safety**
 - FMCSA DOT Drug & Alcohol program, Clearinghouse management, and Occupational Health tracking
- **Audit Readiness**
 - Centralized digital driver files and real-time compliance visibility

“I hadn't worked in an office in 23 years. Foley made it easy. I click a couple of buttons and it's all right there.

Tim Chelette, Safety Manager,
Crosslin Trucking

INDUSTRY

Construction &
Building Materials
Hauling

FLEET SIZE

- 22 Local Trucks
- 20 OTR Trucks by 2026

GOAL

Build a scalable safety program and onboarding process to support rapid expansion under a new DOT number.



CHALLENGES

Building a Compliance Program from the Ground Up

When Crosslin Trucking established its own DOT number, the company entered a new regulatory landscape. Suddenly, every driver record, MVR, and drug test had to meet federal FMCSA requirements. As the newly appointed safety lead, Tim Chelette needed a way to build structure fast — and Foley provided the digital foundation to do it.

“I can get back to a driver the next day and have them in orientation by Monday. Before Foley, that could take a couple of weeks.

Tim Chelette, Safety Manager,
Crosslin Trucking

Bridging the Gap Between the Road and the Office

After 23 years of professional driving, Tim brought deep operational experience but limited recent exposure to modern compliance tools. Foley's intuitive design and responsive support team helped him transition seamlessly into his safety management role, making it easy to create driver files, run screenings, and monitor compliance in one platform.

Preparing for Growth — and the First DOT Audit

With plans to double its fleet by the end of 2025, Crosslin needed scalable systems that could grow as fast as its trucks hit the road. As a newly authorized carrier, the company also knew that a **New Entrant Safety Audit** was coming — every new DOT number must complete one within the first year.



For Tim, that isn't a reason to worry — it's motivation to be ready. Foley's connected compliance programs — from MVR monitoring to DOT Drug & Alcohol testing and Clearinghouse tracking — give him real-time visibility and confidence that every file will be audit-ready the moment inspectors call.

“A little nervous? Sure. But I know that whatever I need, Foley's there to help me,” Tim said. **“That makes all the difference.”**

SOLUTION

With Foley's connected platform, Crosslin Trucking manages every stage of the driver lifecycle — from pre-employment screening to ongoing compliance — in one place. Automated MVR monitoring, DOT Drug & Alcohol testing, Clearinghouse management, and Occupational Health tracking give Tim real-time visibility into every driver file.

For a newly authorized DOT carrier building its safety program from scratch, that clarity has been invaluable. Instead of juggling multiple vendors or spreadsheets, Tim can log in and instantly see which files are complete, what's pending, and where action is needed.

RESULTS WITH FOLEY

Outcome	Before Foley	With Foley
Hiring turnaround	Over two weeks	A week or less
File management	Decentralized	Fully digital
Compliance visibility	Limited	Centralized, real-time dashboard
Audit Readiness	Manual prep	Confident and organized
Fleet expansion support	Difficult to scale	Structured, ready for growth

Crosslin Trucking now brings new drivers onboard in about a week — cutting hiring time nearly in half — while maintaining visibility into every compliance requirement. Foley's all-in-one system and hands-on support give Tim the tools to grow the fleet safely and confidently as the company moves into its next chapter.

Partnership That Feels Personal

As Crosslin prepared for its next phase of growth, Foley's support team helped make the transition smooth. During onboarding and migration, Phoebe Wimbish worked closely with Tim to walk through features, answer questions, and ensure he felt confident building out Crosslin's new safety program.

"Anytime I had a question, Phoebe was right there to guide me," Tim said. "It made the whole transition so much smoother."

With Foley powering its compliance programs and a strong safety leader at the helm, Crosslin Trucking is confidently stepping into its next chapter — growing its fleet, strengthening its operations, and building a safer future one driver at a time.

“I’ve learned this industry from both sides. As a driver, I lived and breathed safety. Now, I get to build a program that reflects that same commitment.”

Tim Chelette, Safety Manager,
Crosslin Trucking