

## Tate Lyda – Board Nominee 2021

Immediately following graduation from College, Tate Lyda began working in the Solid Waste Industry running a fleet of 16 units at a recycle facility for ARS (American Refuse Systems, Inc.) in Johnsonville, SC. Being raised on a horse operation and operating in the horse industry, Lyda found a home working in the transportation industry. ARS was acquired by Waste Management and Tate grew among the ranks to become a terminal manager for their fleet of refuse collection vehicles.

After nine years working with Waste Management, Lyda joined with First Tee Transport to start their fleet of long-haul units that would ship solid waste from various transfer stations to landfills throughout the United States. This ran for nine years before First Tee was sold, leaving Tate to recreate his next career move. Throughout his tenure, Tate had become responsible for the purchase of over 500 power units for First Tee Transport. While each batch of purchased units were being delivered, he noticed many improvements could be made to enable ultimate service in the drive away industry. This was learned first-hand from being on the receiving-end of units that were being delivered to the various terminals in which First Tee operated nationwide.

Alliance DriveAway Solutions, Inc. was created from Lyda's experience in the transportation industry. Now entering their tenth year in the truck delivery industry, Alliance DriveAway Solutions, Inc. has positioned itself as an industry leader in the driveaway market. He started as a one-man show as the driver, manager, sales and customer service representative. Much was learned as the business grew and additional drivers were brought on. Lyda was advised by existing UTA members to join the association in his second year of operating Alliance. Without hesitation, Alliance DriveAway was established as a corporate member. Immediately after setting up Alliance DriveAway as a UTA member, a positive impact to new business was recognized. The UTA allowed Alliance to network and made contacts that would have never been made through any other forum. Lyda has come to recognize that in-person relationship building is a preferred method for garnering new business with many UTA members. In addition, the UTA has allowed Alliance to evolve its best practices from instant feedback of their clients and peers.

