

19-year-old entrepreneur is changing the logistics market

Despite the fact that Locke was only 15 when he created his first business, all turned out well. The products his company Schoolboy Ice Cream first started selling pizza in Portland, and then in the supermarket chain Whole Foods.

The next attempt to create his work Locke had taken two years later at the age of 17. The idea came to him during management of the first company. Locke bought raw materials for ice cream abroad and seen as inconvenient. Then he decided to supply food raw materials independently.

New company entrepreneur called Intergreen Distributors and has been supplying containers for yogurt, ice cream and other products. History repeated itself — the business was quite successful, but Locke was again hit on others.

Almost 80% of my time was spent on supply chain management products from point A to point b.

In an interview with The Seattle Times, Locke described how it was depressing. "We can book tickets online in few minutes. But when it comes to logistics and transportation of products, as before, solve calls, faxes and mail", — the businessman speaks.

Intergreen Distributors at that time imported from China tens of thousands of containers for ice cream, and Locke was looking for a new facilitator for transportation. Many logistics companies have offered unnecessary services, doing huge markups and not always had a good reputation. But to find an alternative to difficult — "the Only way to do this is to Google," says Locke.

The entrepreneur has seen how to solve this problem, but there was a catch — Locke had turned 18 and ahead of it was waiting for admission to the University. Choosing between one of the best American universities and start their own business, Locke chose the latter and, perhaps, not lost.

Instead of going to College, Locke sent a request to another location — at the TechCrunch Disrupt conference, where startups annually present their ideas to investors and other entrepreneurs. Many come to the conference with a ready-made product. From Loka was only the idea of service, which collects the transport and logistics industry with a description of their services and sorting.

"About 60% of small and medium businesses are dissatisfied with the services of the transport companies," the businessman said in an interview with TechCrunch.

At the conference, the loc has not won in the main nomination, but received the \$100,000 from Foundation venture capital investor Peter Thiel's Thiel Foundation. The Fund's program called the Thiel Fellowship encourages young entrepreneurs not to go to the University and to develop their own business.

Initially, Locke started the company in San Francisco, but then moved to Portland. "Here it is much cheaper to live, besides, Portland is one of the largest port cities in the United States," says the entrepreneur.

Home Fleet

Recently service Fleet — so Locke called his creation — has attracted another \$4 million investment from venture Fund Hunt Technology Ventures. The money the company is going to spend on expanding the functionality of the service.

We want the Fleet was not only an aggregator of logistics companies, but also provides clients with a real product. We are currently working on a platform that will enable businesses to book and pay for services of transport companies.

Now the office of Fleet is located in a residential area of Portland. The company employs 13 people under the leadership of 19-year-old max loc. According to the businessman, his age does not interfere with business. [order a research paper](#) The majority of Fleet partners don't know how old is the founder of the company and, by and large, they do not care.

In College Lok do not — he likes to manage his own company. True, there are downsides — lack of privacy. "I know that I sacrifice much for the business. But I did a Fleet as its top priority and is unlikely to regret it," says the entrepreneur.

Source