



Sublime Freight LLC



307-263-0717



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www.sublimefreight.com



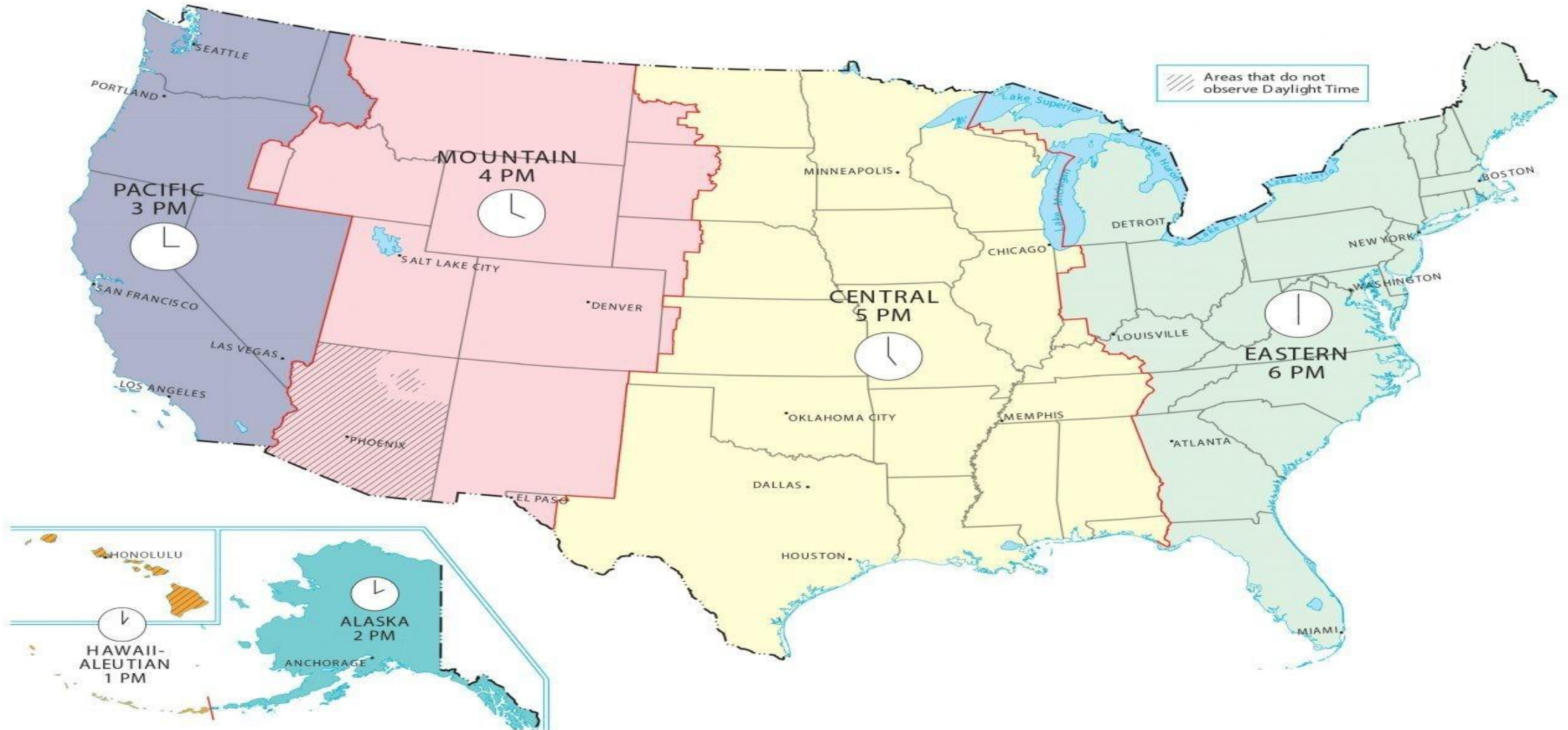
Introduction

- A truck dispatcher's job is essentially to manage freight on behalf of a carrier. That includes using load boards and personal connections to locate freight that needs to be shipped, speaking to brokers, conducting negotiations, and eventually dispatching drivers and setting up their routes.

Services that we provide

- You are the boss!
- No forced dispatch
- Payload = 100% yours
- Negotiating top paying rates
- Setting up paperwork
- Credit checking of brokers
- I am your personal Dispatcher
- Requesting Fuel Advance
- 24/7 Dispatch Support
- Requesting Insurance Certificate
- Requesting Detention Charges
- Requesting TONU
- Requesting QuickPay
- Email/Fax Documents

USA MAP



USA Map with State Names



Types of Trucks

- Sleeper



- Day Cab



Types of Trucks(Continued)

- Box Truck

It comes in lengths of 14ft, 16ft, 24ft, 26ft.

It either comes with a dry van or Reefer trailer in the back.



Types of Trailers

1. Dry Van
2. Reefer
3. Flat Bed
4. Step Deck
5. RGN (Removable Goose-Neck)
6. Hot Shot

Dry Van Trailer

- Plated:

This type of dry van has plated walls but the floor could be either plated or wooden.

It has standard length of 48ft or 53ft.



Dry Van Trailer(Continued)

- Wooden

This type of dry van has wooden floors along with wooden walls.

It is disadvantageous as the wooden walls can cause humidity inside the trailer which will damage the commodity.



Dry Van Trailer(Continued)

- Vented

This type of trailer has vents in front and back of trailer for fresh air to pass through. It is used for commodities which need open air like watermelon, plants etc.



Types of Reefer Trailer

- Simple Reefer

This type of reefer trailer comes with a reefer unit which enables driver to change temperature in the range from -20F up to 80F.

When reefer load is picked up, the temperature should remain same as set by shipper along the whole trip. Driver cannot change the temperature otherwise if the commodity gets damaged, he will have to pay for the damages.

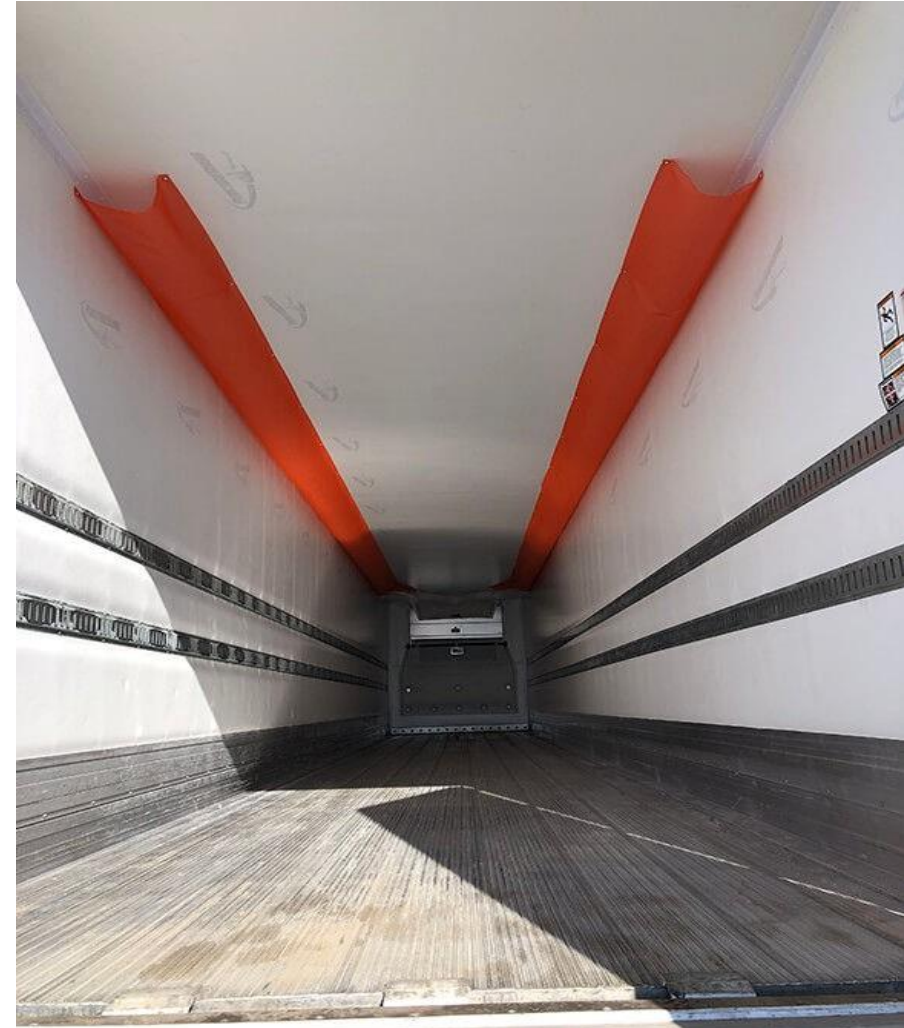
It has standard length of 48ft or 53ft.



Types of Reefer Trailer(Continued)

- Air Chute Reefer

This type of trailer has air chutes inside the trailer which ensures same temperature from nose till end of the trailer.



Types of Reefer Trailer(Continued)

- Downloadable Reefer

This type of reefer allows the carrier/receiver to download the temperature data from reefer unit. This is used to check if driver has changed the temperature after picking up commodity from shipper or it remained same.

The data can be extracted by inserting a USB into the slot as shown in figure.



Flat Bed Trailer

A flatbed trailer is a typical open deck equipment that has no roof nor sides. It is mainly used for transporting heavy, oversized, wide and indelicate goods such as machinery, building supplies or equipment. The flatly shaped body makes it much easier to load and unload goods.

It has standard length of 48ft or 53ft.



Step Deck Trailer

A step deck trailer is designed to carry cargo that is too tall to go on a flatbed truck. A step deck truck can help you haul loads without having to obtain special permits for exceeding the legal height limit. These trailers have a lower and upper deck, hence the use of the term “step” in the name.



RGN (Removable Goose-Neck)

RGN trailers are a type of flat deck trailer, allowing them to haul a wide range of large items that wouldn't be able to fit into an enclosed space. The RGN gooseneck trailer at the front can be removed, creating a ramp. Once the ramp has been created you can literally just drive your load right on to the trailer. This makes loading heavy wheeled equipment on to RGN gooseneck trailers extremely easy compared to other trailer types.



Hot Shot

- Hotshot trucking involves the transportation of smaller and time-sensitive loads within a specified timeframe. Hotshot loads are shipped using flatbed trailers usually pulled behind medium-duty trucks and delivered to a single location.
- It's length is between 30 and 40 feet.



Tools for Dry Van, Reefer and Box Truck

1. Straps



2. E-Tracks



3. Load Bars



4. Pallet Jack



5. Dunnage



Tools for Flat Bed, Step Deck & RGN

1. Straps



2. Dunnage



3. Tarps



4. Edge Protectors



Tools for Flat Bed, Step Deck & RGN(Continued)

5. D-Rings



6. Chains and Binders



7. Load Levelers



Permits Needed for Special Commodities

1. Wide Load Permit:

This permit is needed for flatbed or step deck trailers when the commodity doesn't have standard dimensions. The driver has to get wide load permit for every state that the load goes in.

2. Liquor Permit:

This permit is required for some specific states if the commodity contains Alcohol. This permit can be obtained on the spot.

3. Heavy Load Permit:

This permit is required if the gross weight of truck exceeds 80,000lbs. This permit is only given if the truck is legally allowed to carry weight more than 80,000lbs.

Hours of Service

- Driver is only allowed to drive 14 hours or cover 600 miles per day. Whichever of them is completed first, he needs to take a break for rest of day meaning he can't drive anymore otherwise he will be doing a violation. He must take 10 hours of break everyday.
- After driving for a week, driver has to take master break also known as master reset of 36 hours. He can't drive a truck during this period of time.
- This mechanism is managed using an ELD(Electronic Logging Device). ELD manages driving records and hours of service records as well as capture data on the vehicle's engine, movement and miles driven.

Certifications of Drivers

- Hazmat:

HAZMAT is an abbreviation for “hazardous materials”—substances in quantities or forms that may pose a reasonable risk to health, property, or the environment. HAZMAT commodities include such substances as toxic chemicals, fuels, nuclear waste products, and biological, chemical, and radiological agents.

- Tanker Endorsement:

A tanker endorsement is a certification signifying their legal ability to transport bulk quantities of liquids and gasses via truck.

- Double, Triple Endorsement:

Double and triple endorsement allows driver to take 2 or 3 trailers respectively with one power only truck.

Certifications of Drivers(Continued)

- **RFID:**

RFID tags are often placed on vehicles like cars, trucks and buses to automatically identify them and grant secure access to the premises.

- **Sea Link Card:**

Sea Link enables trucks to move quickly and safely through our marine terminal gates.

- **Twic Card:**

The Transportation Worker Identification Credential, also known as TWIC, is required by the Maritime Transportation Security Act for workers who need access to secure areas of the nation's maritime facilities and vessels.

Bill of Lading(BOL)

- Bill of Lading also known as Bill of Landing is a document provided by shipper when a driver is loaded and ready to head to receiver.
- BOL contains pickup address, delivery address, commodity along with it's weight and quantity like number of crates or pallets and temperature(if refrigerated) also check-in and check-out time of driver at the facility(shipper or receiver).
- Driver needs to ensure that the loaded commodity matches on BOL.
- When he gets to receiver, they unload him and check the commodity according to BOL. If everything is good then they sign the BOL and then signed BOL is called 'Proof of Delivery' (POD).
- POD is used to get payment of the load from broker.

Blind Shipment

- If the shipper and receiver doesn't work with each other then we perform a blind shipment so the shipper doesn't know where it's going and receiver doesn't know where it's coming from.
- There are two BOL's in a blind shipment. First one is provided by broker and second one by shipper.
- The BOL which is given by shipper should never be seen by receiver because the receiver's address is false and shipper address is correct. The driver can get rid of this BOL as soon as he leaves shipper.
- The BOL which is given by broker is only to be shown to receiver because the shipper address is false and receiver address is correct. This BOL is at the end signed by receiver and changed into POD.

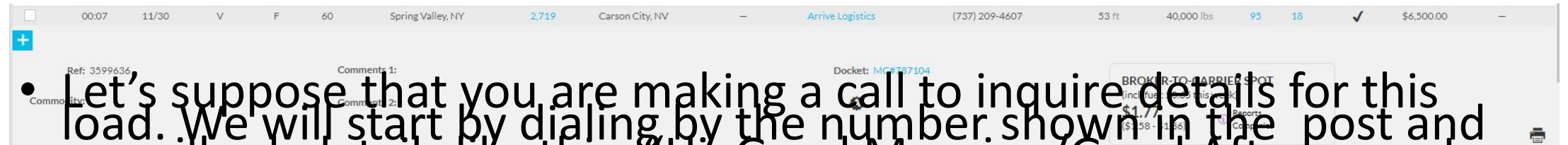
Carrier Packet

- Whenever we book a load with a new broker, we need to fill up a carrier packet. We need to fill the blanks with details of carrier on the carrier packet.
- Make sure that the details you are entering on carrier packet are correct because if they are incorrect you might end up losing the load.
- Make sure that the payment section on carrier packet is filled correctly and double check it because if that is incorrect your carrier will not get paid. He will blame you for his missing payment and stop working with you.
- Always check credit score of broker before booking a load or even calling him to save your time and prevent your carrier for not getting paid for that load.

Rate Confirmation

- When we book a load with the broker, he sends us a document which is called rate confirmation also sometimes called rate con, load tender etc.
- Rate confirmation includes carrier's name, pickup address, pickup date and time, delivery address, delivery date and time, weight of the commodity, total miles of the trip, tools needed to haul that load and rate of the load.
- Whenever you book a load you need to carefully read all the above mentioned details and make sure they are same as the broker told us over the call.
- Always read the 'Special Instructions' or 'Note to Carrier' section on the rate confirmation.

How to make a call & give load option to driver?



- Let's suppose that you are making a call to inquire details for this load. We will start by dialing by the number shown in the post and we will ask details like this: "Hi, Good Morning/Good Afternoon, I am looking at this load picking up from Spring Valley, NY going towards Carson City, NV so can you give me some details about this load please?" Then the broker will start giving you the details about pickup date & time, delivery date & time, commodity & it's weight and the asking price of this load. As you can see this load is posted at \$6500 so you can negotiate it like this: "Sir, I am looking to be around \$7300 for this one" after that broker will say if he can meet your price or not, and then you can ask: "What's the maximum you can do for this one" and then if you think your carrier can do this load, you will ask broker to check your carrier's MC if he is good to go and if the broker says that you are good to go then you can put the broker on hold like this: "Can I put on a brief hold talk to my driver about this load" and then press "hold" on RingCentral.
- After you put the broker on hold you need to call your carrier and give him this load option like this: "Hey sir, I got a load option for you picking up from Spring Valley, NY which is 60 miles away from your current location and then you will tell him the pickup date & time, delivery date & time, commodity & it's weight and the price you convinced the broker to pay.

How to run a Power Only(PO) truck?

- There are two ways you can run a power only truck:

- I. Hook and Drop:

When your carrier doesn't have any trailer then you can find a hook and drop load for him which means he will just have to go to shipper to hook the trailer and then take it to receiver then unhook it. This is called hook and drop load. That trailer can be loaded or even empty. If it's empty then this load can also be called Tow-away. These loads usually don't pay much as compared to when the carrier has his own trailer so that's why we prefer Load-Out trailer which we will discuss in the next slide.

How to run a Power Only(PO) truck? (Continued)

II. Load-Out Trailer:

A loadout trailer is basically an empty trailer which you will need to deliver to some state and you will need to find your own loads after getting the trailer. Brokers usually pay \$100 to \$300 for trailer and sometimes they pay nothing. We can use that trailer for 5-10 days depends on how many days the broker allows us so after we get the trailer we can make more money than hook and drop loads.

Always make sure that the trailer you are booking is a 53ft dry van with swing doors.

Documents:

A carrier needs to have following documents in order to run his transportation business:

1. MC Letter:

A MC certificate is issued to a carrier by Motor Carrier Authority which allows him to run his transportation business. It includes the carrier's company name, physical address, MC number and DOT number. DOT number is given by "Department of Transportation".

2. Certificate of insurance:

A COI is a statement of coverage issued by the company that insures your business. Usually no more than one page, a COI provides a summary of your business coverage. It serves as verification that your business is indeed insured. We will discuss more about certificate of insurance in upcoming slides.

Documents: (Continued)

3. W-9:

This is a tax certificate which is used to provide your correct Taxpayer Identification Number (TIN) to the broker. TIN is also used as EIN, FID, EID, TID etc.

4. Notice of Assignment(Optional):

This document is required only if you are working with factoring company to get your payments and is provided by your factoring company. It notifies the broker that your factoring company has the right to collect payments on invoices.

5. Voided Check:

This is just a blank copy of carrier's banking check which is used to get payments from broker if you do not factor your loads. It identifies the routing number and account number for carrier.

Documents: (Continued)

6. Cab Card:

Cab card means a registration card in the form of a paper card or electronic image, issued by the base state for a vehicle that identifies the vehicle, base plate, registered weight by state, VIN # and the state in which a vehicle is registered.

7. CDL:

CDL is the commercial driving license of driver.

Certificate of Insurance

A certificate of insurance for a trucking business consists of the following coverages:

1. Commercial General Liability:

A Commercial General Liability (CGL) policy protects your business from financial loss should you be liable for property damage or personal and advertising injury caused by your services, business operations or your employees. This is not a must have and only few loads require you to have this coverage. It's minimum value required is \$2,000,000.

2. Auto Liability:

Liability coverage pays for property damage and/or injuries to another person caused by an accident in which you're at fault. It's a must have coverage and it's minimum required value is \$1,000,000.

Certificate of Insurance(Continued)

3. Cargo Insurance:

Cargo insurance protects you from financial loss due to damaged or lost cargo. It is a must have and it's minimum required value is \$100,000.

4. Trailer Interchange:

It protects you from financial loss if the trailer which you are using either yours or someone else's, gets damaged while on road. It is a must have if you don't have any trailer and it's minimum required value is \$30,000. It's also called non-owned trailer coverage but it only covers non-owned trailers.

Certificate of Insurance(Continued)

5. Reefer Breakdown:

Reefer breakdown insurance simply protects drivers and motor carriers against cargo spoilage due to a mechanical breakdown of the reefer unit. It's a must have if you are using a reefer trailer and it's minimum value is \$2500.

6. Worker Compensation:

It can help give your employees the benefits they need if they suffer a work-related injury or illness. It's an optional coverage and rarely required for some loads.

Type of Certificate of Insurance

- Accord

ACORD		CERTIFICATE OF LIABILITY INSURANCE				Date: (10/19/2022)		
PRODUCER TRI COUNTY INSURANCE AGENCY LLC 22644 BECKENHAM CT NOVI, MI 48374 Email: carol@triagents.com Fax : 313-642-6009 Contact Number : 248-621-9221				THIS CERTIFICATION IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.				
INSURED TERVAL TRUCKING LLC 17015 WAVE TRESSLE PL WINDALMA FL 33598				Insurance Affording Coverage Insurer A: Knight Specialty Insurance Company Insurer B: ACCELERANT SPECIALTY INS. COMPANY Insurer C: Insurer D: UNITED STATES LIABILITY INSURANCE COMPANY		NAIC# 15366 16890 25895		
COVERAGES: THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.								
INS. STR.	ADD'L. INSUR.	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE(MM/DD/YY)	POLICY EXPIRATION DATE(MM/DD/YY)	LIMITS		
D		GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIM MADE <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> Gen'l Aggregate Limit Applies Per: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	TBGL022CD954	10/26/2022	10/26/2023	EACH OCCURRENCE	\$1,000,000	
		DAMAGE TO RENTED PREMISES (Ea occurrence)				\$100,000		
		MED EXP (Any one person)				\$5,000		
		PERSONAL & ADV INJURY				\$1,000,000		
		GENERAL AGGREGATE				\$2,000,000		
		PRODUCTS - COMFYGP AGG	\$2,000,000					
A		AUTO LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS	TBDFXSC001508-00	10/26/2022	10/26/2023	COMBINED SINGLE LIMIT(Ea accident)	\$1,000,000	
		BODILY INJURY(Per person)				\$		
		BODILY INJURY(Per accident)				\$		
		PROPERTY DAMAGE(Per accident)				\$		
		GARAGE LIABILITY: <input type="checkbox"/> ANY AUTO				Auto Only -EA Accident Other than -EA ACC Auto Only -AGG	\$ \$ \$	
		EXCESS/UMBRELLA LIABILITY: <input type="checkbox"/> CLAIM MADE <input type="checkbox"/> OCCUR <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION				Each Occurrence Aggregate \$ \$ \$	\$ \$ \$	
		WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED ? IF YES, DESCRIBE UNDER SPECIAL PROVISIONS BELOW				<input type="checkbox"/> WC Statutory Limits <input type="checkbox"/> Others	E.L. Each Accident E.L. Disease-EA Employee E.L. Disease-Policy Limit	\$ \$ \$
B		CARGO	TBD21PK000001-00	10/26/2022	10/26/2023	CARGO COVERAGE REFER BREAKDOWN DEDUCTIBLE	\$100,000 No \$2,500	
		PHYSICAL DAMAGE				COMP/COLLISION DEDUCTIBLE	\$	
DESCRIPTION OF OPERATIONS/LOCATION/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/ SPECIAL PROVISIONS 2020 TRUCK '4W4NC9EH1LN226625'								
CERTIFICATE HOLDER INSURED USE				CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICY BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVES Vikaip Chopra				
ACORD 25(2001/08)				© ACORD CORPORATION 1988				

Type of Certificate of Insurance(Continued)

- Progressive

Progressive
P.O. Box 94739
Cleveland, OH 44101
1-800-895-2886

PROGRESSIVE
COMMERCIAL

Policy number: 949147011
Underwritten by:
United Financial Casualty Company
NAIC Number: 11770
January 12, 2022
Page 1 of 2

Certificate of Insurance

Certificate Holder

HEZAGIPA LLC
4222 W WAGON WHEEL DR
PHOENIX, AZ 85051

Insured

HEZAGIPA LLC
4222 W WAGON WHEEL DR
PHOENIX, AZ 85051

Agent

PROG COMMERCIAL
PO BOX 94739
CLEVELAND, OH 44101

This document certifies that insurance policies identified below have been issued by the designated insurer to the insured named above for the period(s) indicated. This Certificate is issued for information purposes only. It confers no rights upon the certificate holder and does not change, alter, modify, or extend the coverages afforded by the policies listed below. The coverages afforded by the policies listed below are subject to all the terms, exclusions, limitations, endorsements, and conditions of these policies. Liability coverage may not apply to all scheduled vehicles.

Policy Effective Date: May 14, 2021

Policy Expiration Date: May 14, 2022

Insurance coverage(s)	Limits
Bodily Injury/Property Damage	\$1,000,000 Combined Single Limit
Uninsured Motorist Bodily Injury	\$300,000 Combined Single Limit
Underinsured Motorist Bodily Injury	\$300,000 Combined Single Limit
Trailer Interchange	\$60,000 w/ \$2,000 Ded

Commercial General Liability coverage part

Description	Limit
Limited General Liability - Trucking Operations	\$1,000,000/\$2,000,000
Each Occurrence	\$1,000,000
General Aggregate	\$2,000,000
Products/Completed Operations Aggregate	\$2,000,000
Personal and Advertising Injury	\$1,000,000/any one person or organization
Damage to Premises Rented to You	\$100,000/any one premises
Medical Expense	\$5,000/any one person

Motor Truck Cargo coverage part

Description	Limit	Deductible
Motor Truck Cargo	\$100,000	\$1,000
Refrigeration Breakdown	Included in Motor Truck Cargo Limit	\$2,500

 Continued

Accessorial Charges

1. TONU:

It stands for Truck Order Not Used. When a load is cancelled by broker due to any reason then you need to ask broker to pay you TONU. The standard amount of TONU is \$150. The broker will send you a new rate confirmation for same load with TONU charges.

2. Detention:

The standard loading and unloading time duration is 2-3 hours. If the shipper or receiver takes more than 2-3 hours to load or unload your truck respectively then the hours after that will count as detention hours which means broker will pay you \$20-\$40 per hour. In order to apply for detention, the driver needs to get his IN and OUT times on BOL by shipper or receiver wherever the detention charges occurs and when the load is complete, you need to send that BOL to broker and ask him to send an updated rate confirmation with detention charges.

Accessorial Charges (Continued)

3. Layover:

This charge occurs when the wait time at shipper or receiver turns into overnight waiting. The standard amount of layover is \$250-\$500 depending on your negotiation skills with broker.

4. Lumper:

A lumper fee is charged to the carrier when a shipper or receiver utilizes third-party workers to help load or unload the trailer respectively. The lumper fee is not fixed and it depends on workers how much they charge you. The driver will inform you that shipper/receiver are asking for lumper fee and it is let's suppose \$200 then you need call the broker and ask him to send you an EFS or ComCheck against that amount. Incase the broker is not replying, you can ask the driver if he can pay that money and then you need to send the receipt to broker and ask him to add that money in rate confirmation as lumper fee.

Payment Methods

- Standard Pay:

It is a payment method by which you get your payment within 30 days after applying for payment. In order to apply via this method you need POD, Rate Confirmation, Void Check and invoice of that specific load. You need to find the accounting email of brokerage company from rate confirmation and then send these documents but make sure the subject line of email should the load number for which you are applying payment. Most of the brokers don't charge any percentage for this payment method.

- Quick Pay:

This method is same as standard pay but it's a quick payment method. You will get your payment within 3-10 days after applying for load payment but brokers charge a certain percentage according to the days like if you need your payment within 3 days broker will charge 5% but if you need within 10 days, this percentage will be less like 3%. Every broker has his own percentage criteria.

Payment Methods (Continued)

- Factoring:

Factoring company is a third party accounting company which gets your payments from brokers on your behalf and they pay you within 24 hours. The carriers need to setup with them and when they are setup, factoring company provides them NOA. In order to apply for payment from factoring, you need to send them POD and rate confirmation of specific load after that they will pay you for the load and get that money from broker using standard pay. This is the easiest method of payment because you don't have to deal with all the hassle of dealing with broker and factoring company do all that on your behalf. They charge you a certain percentage per load like 2% to 4%.

Letter of Release

- This document is required only when your factoring company doesn't work with a broker for which you did the load. In that case you need to apply the payment via quick pay or standard pay. When you will send documents to broker for payment, they will ask you to request a letter of release from your factoring company in the name of that broker. Letter of release states that the broker mentioned can pay the carrier for the load.

Partial truckload(LTL) vs Full truckload(FTL)

- Partial truckload:

Partial truckload is a freight mode for large shipments that may not require the use of a full truckload trailer. It typically involves shipments over 5,000 pounds or 6 or more pallets. If a load is stated as partial truckload then it means broker will pay less money and you can find another partial load to make more money.

- Full truckload:

Truckload shipping is the movement of large amounts of cargo, generally the amount necessary to fill an entire trailer. The average weight of Full truckload is between 40000lbs to 45000lbs.

Deadhead Miles vs Loaded Miles

- The deadhead miles are those miles which a driver covers from his location to pickup location or from delivery location to his home. The dead miles to pickup location is called deadhead origin and dead miles after deliver towards home are called deadhead destination.
- Those miles which a driver covers after getting loaded all the way to the deliver location are called loaded miles.