

Working with brokers

October 29, 2009
3 p.m. to 4 p.m. EDT

Bob Voltmann

President

Transportation Intermediaries Association

Gary Copeland

Vice President

Overdrive Logistics

File View Help

Attendee List (2 | Max 201)

Attendees (1) Staff (1)


NAMES - ALPHABETICALLY

Rob Hoffman (Me)

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Talking: Rob Hoffman

Questions

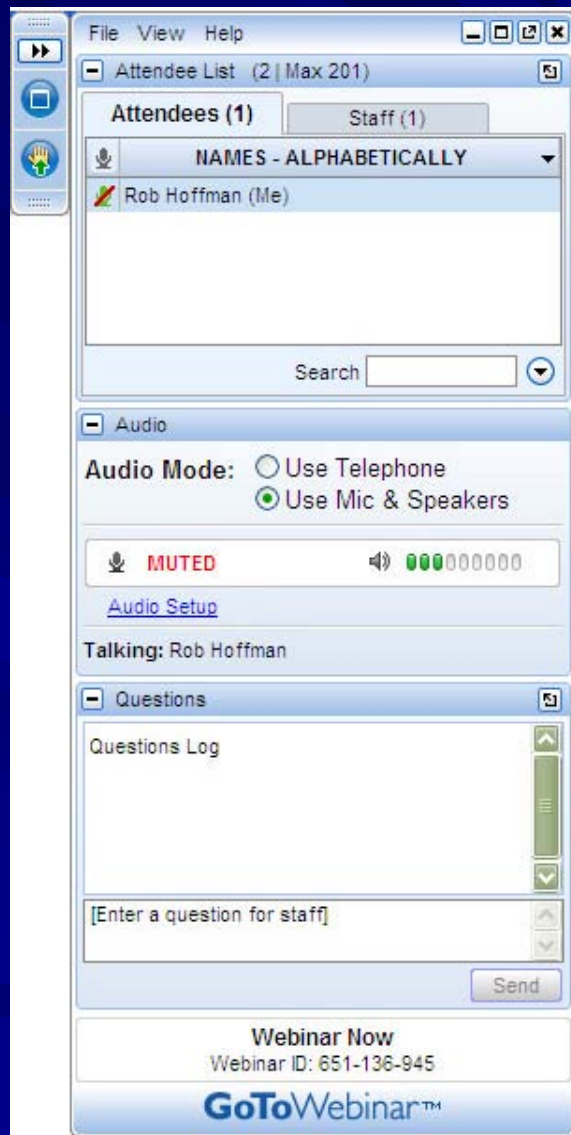
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Working With Brokers

Transportation Intermediaries Association

Presenters

- Gary Copeland, Vice President, Overdrive Logistics
- Bob Voltmann, President, Transportation Intermediaries Association

Moderator

Avery Vise, Editorial Director,
Commercial Carrier Journal



Working With Brokers



Topics

- Definitions
- Benefits
- Qualifying Brokers
- Communication
- Avoiding Problems
- What's Ahead

Brokers (49 USC § 13102)

The term “broker” means a person, other than a motor carrier or an employee or agent of a motor carrier, that as a principal or agent sells, offers for sale, negotiates for, or holds itself out by solicitation, advertisement, or otherwise as selling, providing, or arranging for, transportation by motor carrier for compensation.

Forwarders(49 USC § 13102)

The term “freight forwarder” means a person holding itself out to the general public (other than as a pipeline, rail, motor, or water carrier) to provide transportation of property for compensation and in the ordinary course of its business—

Forwarders(49 USC § 13102)

(A) assembles and consolidates, or provides for assembling and consolidating, shipments and performs or provides for break-bulk and distribution operations of the shipments;

(B) assumes responsibility for the transportation from the place of receipt to the place of destination; and

Forwarders(49 USC § 13102)

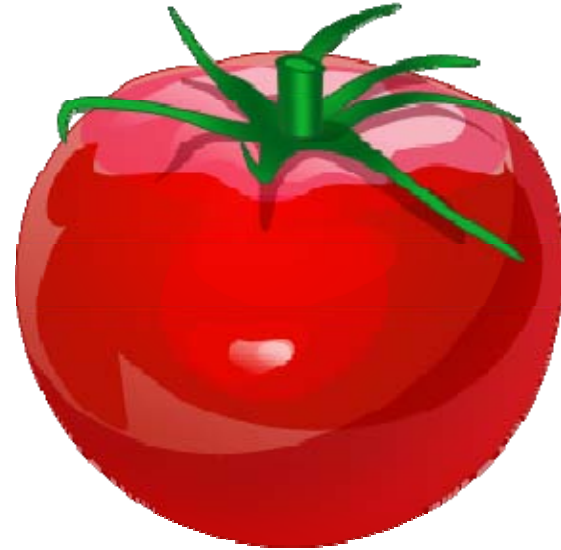
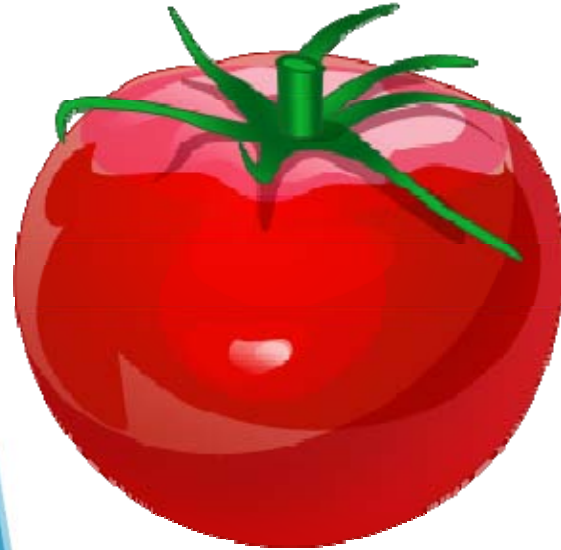
(C) uses for any part of the transportation a carrier subject to jurisdiction under this subtitle.

The term does not include a person using transportation of an air carrier subject to part A of subtitle VII.

Carriers (49 USC § 13102)

The term “carrier” means a motor carrier, a water carrier, and a freight forwarder.

Broker v. 3PL





Can Carriers Broker Freight?
Should They?

Benefits

Benefits to Shippers

- Qualifying Carriers
- Capacity Management/Market Rationalization
- Financing
- Claims Management
- Software Investment
- People

Benefits to Carriers

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- Sales Force
- Access to Largest Shippers
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Qualifying Brokers



Qualifying Brokers

- Credit Score
- How Long in Business
- Industry Associations
- Bond Company



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TIA

- Mandatory Code of Ethics
- Ethics Committee
- TIA Surety Bond Company
- Education



Get it in Writing

- TIA Model Broker – Carrier Agreement
- Written Load Confirmation
- Understand the Requirements
- Communicate



Ask for More than 1 Load



Carrier Monitoring Services

TIA Watchdog Carrier Reports

- Re-brokering Freight
- In-Route Rate Negotiation
- Load Held Hostage
- Not Showing Up

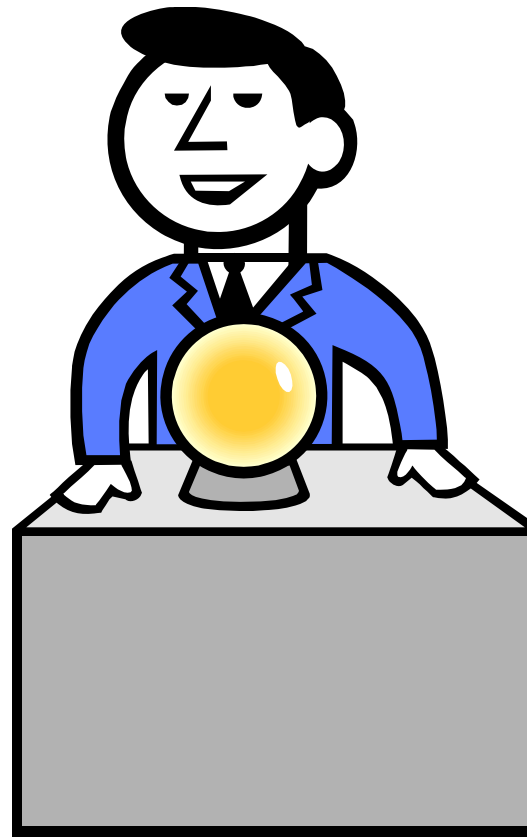
Avoiding Double Brokerage



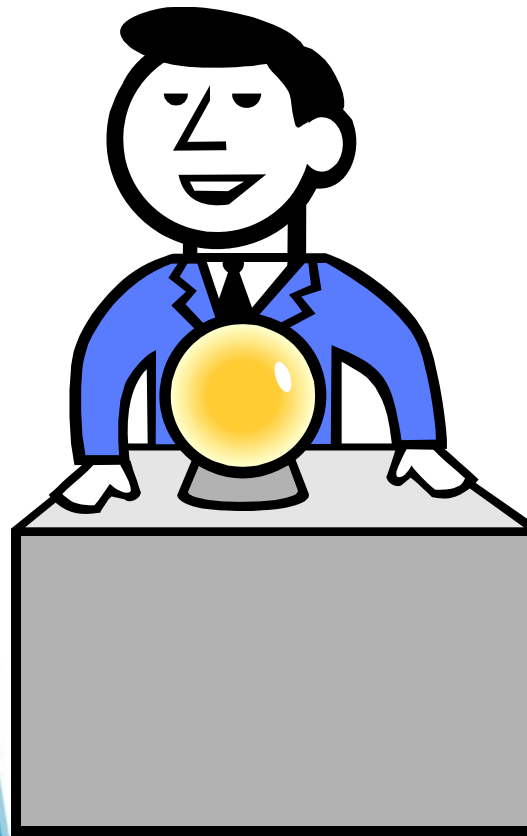
Common Headaches



What's Ahead



What's Ahead



- Broker Bond & Bond Company Regulation
- Clarification About Carriers Brokering
- Elimination of Contract Carrier Authority
- Making Crooks Personally Liable
- More DOT, Police, FBI, and Postal Inspector Involvement

Thank You!



TransCore Freight Solutions

- **Load board products** – TruckersEdge.net and 3sixty™ Freight Match powered by DAT®
- **Satellite Tracking** – Tracking and Communications powered by GlobalWave®
- **Rate Index Pro** – Validate lane rates instantly.

Contact:

inquiries@transcore.com

800.551.8847



Get Higher Paying Loads with 3sixty Freight Match



TransCore's DAT load board gives you:

- Highest broker credit scores and days-to-pay
- Lane rates instantly
- Guaranteed payment and collection assistance

"I booked a load 3 days ago and it paid \$475 – then I signed up with your service and found a load for the same lane, paying \$800!"

Felicia H. – Eden Prairie, MN

Questions?

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