

TRANSPORTATION BROKERS 101

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TRANSPORTATION BROKERS


- Brief Background
- What is a Truck Broker?
- 3PL-LTL-TruckBrokerage-Dedicated-Airfreight
- Why use a Truck Broker over and Asset Based Carrier?
- Technology in the 3PL Industry
- Claims and Insurance Compliance
- Information on the Truck Brokerage Industry



BACKGROUND

- Started in the Freight Industry 1996
- Intelligent Logistics since 2002
- Started Truck Brokerage in 2006
- Board President for Transportation & Logistics Council
- Airfreight Chairman – TIA





WHAT IS A PROPERTY BROKER?

Let's see who knows?



TRUCK BROKERAGE

- Asset or Non Asset based 3PL
- Vetting Carriers For Freight Moves
- Provide Tracking services on Freight moves
- Allow more flexibility to Shippers with multiple shipping options
- Truck Brokers have been around since 1935
- Over 15,000 Registered Property Brokers
- Make the market for Shippers more competitive



ORIGINAL FREIGHT BROKER



ORIGINAL CARRIER



An aerial, high-angle photograph of a dense urban area with numerous skyscrapers and buildings. The image is in grayscale. Overlaid on the left side is a vertical green bar with a white border. In the center, a dark gray rectangular box contains the text.

DIFFERENT MODES

Lots of Options for
Shippers

Freight Forwarders

LTL Carriers

TRUCK BROKERS-3PL

Asset Based Carriers

Freight Forwarders

TRUCK BROKERS

LTL Carriers

WHY 3PL OVER ASSET BASED?

- More Flexibility-Can Cover all States and Canada /Mexico
- Vet Carriers and weed out the bad ones
- Provide Tracking services on Freight moves across all Modes
- More Flexible Payment Terms
- Many Brokers have offices in Markets closer to shippers
- Dedicated Sales and Account Managers



Technology as an Advantage

TMS Options

Tracking Capabilities

Freight matching

EDI and API Integrations

Back Office Admin

Managed Freight Services



CLAIMS AND INSURANCE

Protecting Your Assets


CLAIMS & PROPER INSURANCE

Broker Responsibilities

- Make Sure Carriers are in Compliance
- Carry Contingency Cargo
- Respond Quickly When Claims Happen
- Offer Other Types of Insurance
- Make Sure Carriers Follow Through on Claims
- In Event Carrier Doesn't pay Claim, Step up!

Carrier Responsibilities

- Carry Minimum \$100,000 Cargo Cov
- List Broker as Cert Holder
- Provide all Paperwork and Written Statement for Claim
- Provide Complete Contacts for Claims
- Respond Timely on Claims
- Pay the Claim!

An aerial, high-angle photograph of a city skyline, showing numerous skyscrapers and buildings. The image is in grayscale, with a prominent green graphic overlay on the left side. The overlay consists of a vertical green bar and a white-outlined square that frames the text. The text is centered within the white square.

INFORMATION ON THE INDUSTRY

We are Almost Done

INFORMATION ON THE INDUSTRY


Brokers and 3PL's

- Most Brokers are Family Owned Small Businesses
- \$186 Billion Industry
- \$7.5 Billion in Annual Payroll
- 126,000 + Employees and Growing Yearly
- Growing at 2-3x the National GDP

Trade Associations

Just a Few

- TIA
- TMSA
- ISPCO
- T&LC
- FIATA
- IATA
- ATA
- OOIDA
- APICS



**THANK YOU &
MAY THE FORCE BE WITH YOU!
ANY QUESTIONS?**