



# ***BUILD A TRUCKING COMPANY***



# ***STRUCTURE YOUR PLAN THE RIGHT WAY***

- Industry Niche
- Purpose
- The Perfect Driver
- Freight Research
- Equipment
- Company Structure
- Dispatch System
- Compliance





# ***INDUSTRY NICHE***

**To move forward you must decide on the industry you want to perform freight services within. There are multiple industries and deciding which industry should not be too difficult. In many cases, this is determined by your first driver and type of trailer. You also want to decide if you should be Interstate or Intrastate, Unimodal or Intermodal.**

**Always remember to "Do one thing and master it" You can be successful in any industry!**





# ***PURPOSE***

**Having a purpose for your trucking company is critical today. Being able to stand out from the other millions of trucking companies and also attracting drivers. Decide a vision for your company and make your entire business model around this. Your purpose will give your drivers a reason to stay.**

**When you have decided on an industry, then decide on a purpose to help within the industry. Use this problem-solving idea to also promote your company as the solution for making an impact on the industry in a positive way.**

**Remember this is the stage in your business where you must be able to attract drivers and provide them with a reason for working with you versus other companies. Your purpose can move mountains and make huge impacts if you believe in it and yourself.**





# ***PERFECT DRIVER***

**The perfect driver is a quest you must accomplish, and this is done thru what I call the “Art Of The Deal”. Everything we do in this industry is done thru some form of deal makings. Finding a driver who will carry your purpose to the next level.**

**The driver will be considered your partner in the business in some ways. You will want to share with them your company vision and how working with you can also increase them.**

- Where should you look? Try looking locally where you live first.**
- What Type of Driver? An individual who understands your industry.**
- Qualifications of Driver? At least 2 years of driving experience with a clean perfect driving record.**

**Always remember that you are the knowledge about freight and your driver is the person who fulfills the deal of moving the freight.**





# ***FREIGHT RESEARCH***

**At this point, you would have known by now that freight research is critical. Knowing where the freight is, and the market is the first step before purchasing your equipment. Why buy equipment and not know what freight you're going to haul?**

**Freight research gives you multiple advantages of positioning yourself to leverage the market and build solid consistency for your equipment. There is no rush on freight research, and you should take your time.**

- Where is the freight? With Brokers Already.**
- How to find the freight? Join a brokerage and begin to research on behalf of a motor carrier.**
- Where to search the freight geographically? Where your driver is located and back and forth.**
- How long to search? Months if you have the time.**



***Review Dispatch Training For A Refresher***





# ***EQUIPMENT***

**Purchasing your equipment can be an amazing experience. At this point, you will want to narrow down the type of equipment for your industry. You will also want to begin to discuss with insurance companies the cost of insuring the equipment. If you already have your driver's CDL license, you can begin to get insurance quotes for 1 million Primary Auto Liability, Cargo Insurance, as well as Comp and Collision.**

- What type of truck to buy? Freightliner Cascadia Automatic that is new or close to new.**
- What type of trailer? What meets your industry and is no less than 5 years old.**
- Whom to purchase from? Certified Commercial Truck Dealership.**

**Remember you can not afford breakdowns. A good operating truck will pay for itself and generate an income.**





# **COMPANY STRUCTURE**

**Structure your trucking company the right way to protect yourself from liability and for future growth.**

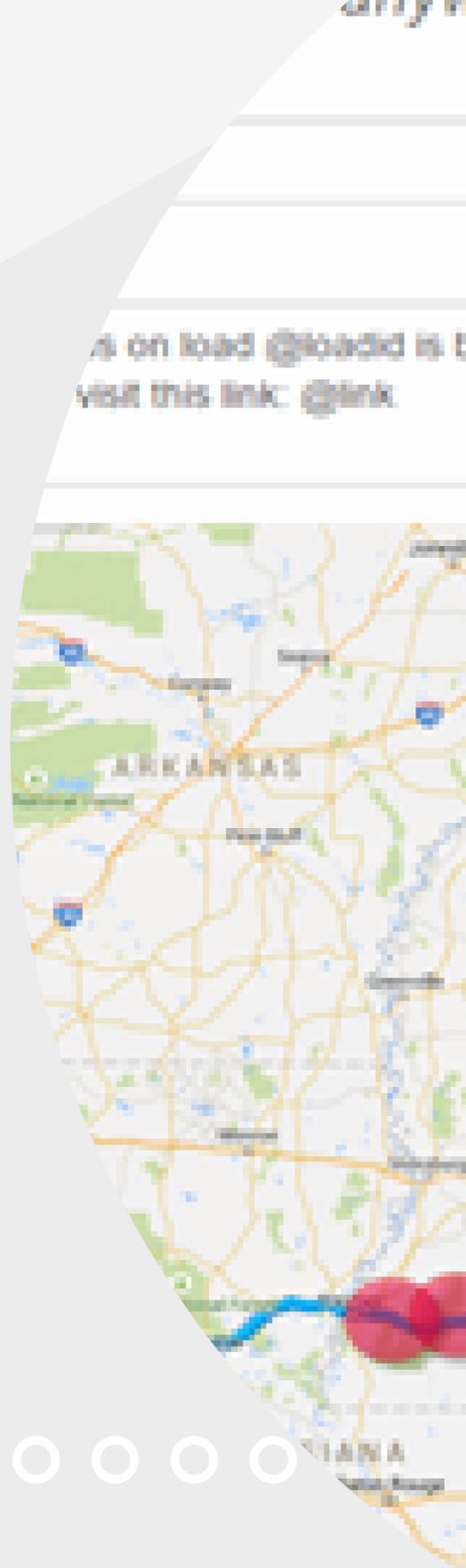
- **Form A Corporation and obtain an EIN.**
- **Get a Dun Bradstreet Number (To establish company business credit).**
- **Get your authority from FMCSA (Use A Professional Source for This).**
- **Obtain IRP and IFTA.**
- **Obtain ELD.**
- **Choose A factoring Company and Fuel Cards From Comdata.**
- **Get a bank account (I prefer Transfer Wise).**
- **Obtain Insurance.**
- **Sign up for DAT and ITS load boards.**
- **Sign up for Ascend TMS by Inmotion Global.**
- **Join a trucking association from your State.**
- **Choose a truck and trailer number and letter your truck with your company name, MC, and DOT number.**



# DISPATCH SYSTEM

Your dispatch system is critical to the operation of your trucking company. You have 2 choices, do it yourself or hire a professional to do it for you. Regardless, you will need this dispatch structure in place.

- Dedicated Email and Phone number for 24/7.
- TMS (Transportation Management System).
- Load Board Subscriptions.
- PC Miler Mapping Solutions.
- Website for onboarding and company information.
- Brokers license or part of a broker firm.
- Freight research.
- Comdata for lumper fees and toll charges.
- Continuous freight research.
- A team of at least 2 people. (1 including yourself and 1 for assistance).





# COMPLIANCE

Starting your trucking company with a solid foundation of compliance is critical. In many cases, trucking companies will either hire a company for this purpose or have an individual who is the manager over their fleet compliance. Regardless compliance is a must. Below are the key factors to be focused on when it comes to your trucking company compliance.

## The DOT Compliance Checklist We Will Go Over Is :

- MC DOT Filings.
- Hours of Service Rule. (ELD in Your Truck)
- DVIR (Driver Vehicle Inspection report).
- IFTA or the International Fuel Tax Agreement.
- IRP or the International Registration Plan.
- Drug and Alcohol Testing.
- DQF or the Driver Qualification File.
- Get A Standard Carrier Alpha Code (SCAC)
- And More .....

