



The Catch 22 Situation of Starting Your Career?

87% of all the freight in America is moved with a Freight Broker. Now you must go find your share!

Your starting point of your career within logistics begins with a Carrier. You will need to begin to gather freight information of available loads and in order to do this you must represent a carrier who has an active MC#.

What Are you looking for?

- At this point you are looking for the ability to use an MC# in order for brokers to give you freight information.
- You want to find a carrier that will allow you to represent them in searching for freight.
- You are searching for freight loads and gathering the information for potential dedicated freight and possible freight leads.

Whose MC # Can I use?

The carrier your looking to represent is someone who has shown interest in you searching for freight on behalf of their trucking company. This carrier would have an active MC# and they are willing to work with you possibly in the future if you have promising freight for them.

******** You are not trying to get the carrier to sign a dispatch agreement in the beginning. You are only getting permission to utilize their MC# for researching freight on behalf of them.

Why Do I need Their MC #?

In order to research freight with brokers, you will need an active MC#. Once you make the call to freight brokers, the first question that will be asked of you is, who you are with and what is your MC#.

What Happens When I make The Call To A Broker And They Check The MC #?

When you call the freight broker, they will ask to verify the MC#. They are checking to see the status of the MC# and also to see if the carrier is set up with their company to move freight. If the carrier is set up already then you will be able to get information easily. If the carrier is not set up, then you will be asked to possibly set the carrier up with this broker company.

What do I need to be prepared to contact the broker?

- You need to know the Carrier information for whom you are contacting for. MC# DOT#
- What type equipment (Trailer) they are hauling with.
- Their company address and location, phone#, owners name.
- The States they operate within.
- You need to set up a contact email on behalf of the carrier (johnstruckingdispatch@gmail.com)

How Do I gather Information on a Carrier to be prepared?

You visit Safer System **Company Snapshot** by the FMCSA. Input the MC# or DOT# of the carrier and receive all the information regarding the trucking company.

<https://safer.fmcsa.dot.gov/CompanySnapshot.aspx>



Company Snapshot

The *Company Snapshot* is a concise electronic record of a company's identification, size, commodity information, and safety record, including the safety rating (if any), a roadside out-of-service inspection summary, and crash information. The Company Snapshot is available via an ad-hoc query (one carrier at a time) free of charge.

[Full-screen Snip](#)

Search Criteria

Users can search by DOT Number, MC/MX Number or Company Name.

USDOT Number
 MC/MX Number
 Name
 Enter Value:



[SAFER Home](#) | [Feedback](#) | [Privacy Policy](#) | [USA.gov](#) | [Freedom of Information Act \(FOIA\)](#) | [Accessibility](#) | [OIG Hotline](#) | [Web Policies and Important Links](#) | [Plug-ins](#)

Federal Motor Carrier Safety Administration
 1200 New Jersey Avenue SE, Washington, DC 20590 • 1-800-832-5660 • TTY: 1-800-877-8339 • [Field Office Contacts](#)

[ID/Operations](#) | [Inspections/Crashes In US](#) | [Inspections/Crashes In Canada](#) | [Safety Rating](#)

Carriers: If you would like to update the following ID/Operations information, please complete and submit form [MCS-150](#) which can be obtained [online](#) or from your State FMCSA office. If you would like to challenge the accuracy of your company's safety data, you can do so using FMCSA's [DataQs](#) system.

Carrier and other users: FMCSA provides the Company Safety Profile (CSP) to motor carriers and the general public interested in obtaining greater detail on a particular motor carrier's safety performance than what is captured in the Company Snapshot. To obtain a CSP please visit the [CSP order page](#) or call (800)832-5660 or (703)280-4001 (Fee Required).

For help on the explanation of individual data fields, click on any field name or for help of a general nature go to [SAFER General Help](#).

The information below reflects the content of the FMCSA management information systems as of 10/12/2020.

To find out if this entity has a pending insurance cancellation, please [click here](#).

Other Information for this Carrier

- [SMS Results](#)
- [Licensing & Insurance](#)

[Window Snip](#)

Entity Type:	CARRIER/BROKER	
Operating Status:	AUTHORIZED FOR Property, HHG	Out of Service Date: None
Legal Name:	J B HUNT TRANSPORT INC	
DBA Name:	J B HUNT	
Physical Address:	615 J B HUNT CORPORATE DRIVE LOWELL, AR 72745	
Phone:	(479) 820-0000	
Mailing Address:	615 J B HUNT CORPORATE DRIVE LOWELL, AR 72745	
USDOT Number:	80806	State Carrier ID Number:
MC/MX/FF Number(s):	MC-135797	DUNS Number: 79-063-0669
Power Units:	18,314	Drivers: 20,179
MCS-150 Form Date:	06/29/2020	MCS-150 Mileage (Year): 1,393,166,770 (2019)
Operation Classification:		

What Do I say to a carrier to make them want to work with me?

Your objective at this point is to obtain an MC# to be able to contact brokers. For this reason, you will need a carrier to trust you enough to allow you to use their MC# while you are searching freight.

- You will want to let the carrier know that you are currently in the research mode. You are spending the next 3 weeks just solely researching and contacting companies about freight within their region and area. You are in the process of searching freight with more than 30 different freight companies in order to find opportunity's with dedicated freight, freight that is not available on load boards, and freight that possibly could lead to full time higher paying opportunity's.
- You will ask the carrier if you find some freight options would it be ok if you introduced them to the company and had the freight company to reach out to them. (The carrier more than likely will say Yes)
- In order for the 3pl company to reach out to the carrier, you will ask the carrier if you can give their MC# and Trucking information to the 3pl company because the 3pl company will request this information. (At this point the carrier understands the process and more than likely will agree)

What Do I need to ask If the Carrier Agrees to Give Me Their MC#?

You will begin to ask the carrier information about their preference in freight. This should just be a quick overview of what they are doing and what they would like to accomplish with their freight hauling opportunity's

- What type trailers are you hauling with and how many?
- What States do you prefer to haul freight within?
- Where do you not want to haul freight to? (Which States you don't want to cross thru)
- Are you interested in dedicated freight?
- Are you interested in Power Only Drop and Hook? (using someone else trailers.. **Trailer Interchange insurance is required. You can ask them if they have or would they be willing to get if you find something appealing to them.**)

What Do I Say To The Broker If I have A MC# to Represent?

Hello, My Name is ____ and I am working **WITH** _____ Trucking Company. We are searching for freight within this type of equipment (Trailer Type) . We are hauling out of this location (CITY, STATE) and we are interested in working within these regions (North East, West, Geographic Regions.) We are interested in consistent freight and possibly dedicated freight if you have any options available?

What Do I say If asked Who I am with the Company?

I work with the _____ trucking company. My job is solely with this trucking company to find dedicated freight on behalf of them. I am not their dispatcher, I represent them only on searching freight and then I give my findings to the owner and we determine if the freight or opportunity is viable and a good fit for the company.

At this point you should have opportunities to begin to contact the thousands of brokers within America. Your Job is to gather information on freight loads and begin to build your information on these loads that will make you attractive to carriers for Dispatch services.

You must have freight knowledge to make this work. Knowledge of loads and this will take time to gather. Is it worth the time? Just by committing to 2 months of hard work can change your life.

Realistic Income Potential within the next 2 months

Truck Line Haul Weekly \$6000 x 5% dispatch fee = \$300.00 Weekly Per Truck

\$300.00 x 4 Trucks = \$1200.00 weekly

\$1200.00 x 52 weeks a year = **\$62,400**

And You're Just Getting Started!

All you Need Is

Information, Information, Information, Information, Information

Complete Back Office Dispatch Solutions

Dispatch Solutions Provided For Your Trucking Company



No Additional Fees

No Additional Cost With Full Dispatch Services For:

Billing * Documentation Management * Load Tracking
* Invoice Funding * Lane Development * Driver Files