



LoadTraining.com

**Prospective Owner Operators Listen Up
Don't Buy A Truck Until You Take This Course!**

Today, I am so amazed that Truck Brokers who hire Owner/Operators have not been arrested. It has to be a crime to offer o/o prospects the same rate per mile I received as an Owner Operator in 1980. The reports I get from my student clientele are shocking and indicate that the United States owner/operation process has gone from Bad to Worse. In one case, a student purchased a truck that the truck broker had sold to 10 different people in a space of 12 months, before he got to drive. These companies at the very least should be forced to register the business opportunity of Owner Operation at the State as a "Franchise" – you do the work, they get the money, or another name would be " go from broker to broker and go broke.

I often analogize owner operators to the Ben Hur movie, where Charlton Heston is chained to the oar and the Emperor wants to water ski... He probably signed a document that said he was an "Independent Contractor", and paid a dollar for the oar he was chained to. The circumstances between owner operation and Ben Hur are the same, except now you have the "privilege of paying for the fuel".

There is no benefit to buying a truck and becoming an owner operator, except to the Truck Broker. After 45 years in the business, I can tell you there are NO rich owner operators. Think twice before you take the plunge because here is what you face...

First; the truck broker will tell you that you will earn about 75% of the revenue on each load, but in your Contract you are not permitted to find out what the actual invoiced revenue is. What you get is probably more like 40% should the truth be told. (The average Contract Freight Rate in 2006 was \$2.26/mile). If you read your Contract you must realize that the Truck Broker will give you what they want - not what you want, and make deductions from your settlement without your permission, this sounds like stealing! That is why there is 120% annual turnover in this business, (when you dump one truck broker for another). At best Owner Operations is a shoddy business process. I think the impetus for owner operation is that Truck Brokers are successful most of the time in dodging the tortuous acts of their owner operators; nothing is further from the truth. Broker and Owner Operators share the strict Liability for loss.

Second; you get a fuel surcharge on top of the \$.80/mile sometimes, there is no enforceable Law on the books that mandates a Fuel Surcharge (HR 3 is not enforceable except in Court and who would litigate a \$50 fuel surcharge). Some Truck Brokers still take 25% of any Fuel Charge collected because it's in your Contract - is that fair? In fact in Southern CA District Court, a number of the Nations biggest motor carriers are being sued for profiting from the fuel surcharge and if the plaintiff wins, fuel surcharges will be obsolete. The truth is, in my 45 years in the business, for the first time, the cost per mile for fuel exceeds the drivers pay for that mile.

Third; most Truck Brokers take loads from other brokers and give them to you. These loads are 30 to 35% below retail freight rate when your employer gets them, and subtract another 25% less in your settlement. For the amount of money others are ripping from your trucking effort in ONE LOAD, we can show you how to work directly with shippers for retail, and broker your own extra shippers' loads to those who don't take our course.

The Truth

Shippers are looking for truckers. They prefer working direct with truckers instead of brokers, because they have more control over their own property and the trucker in doing so.

If they are looking for Truckers with Authority, you should have no trouble finding them. Our 1 week School (offered in AZ and other States) will show you how easy it is to find and contract with shippers.

Freight rates are market driven in the open market which is 5% of the whole. The other freight rates are fixed between shipper and motor carrier and are not subject to the up and downs of the marketplace. Let us show you how to determine freight rates that have a net taxable of 15% profit or more, and set them with shippers. (See our free "Guide to Higher Paying Freight" as an E book on this website.)

For \$300 you can get your own Authority and skip the money losing proposition Owner Operation, by creating an ability to find and sell your services to your own shippers. For the 60 cents per mile the truck broker is taking from your labor, you could hire a full time salesman, pay him a commission and still make more money.

Shippers pay in 21 Days vs. the broker paying in 30 to 45. Our suggested Shipper Credit Application (see the Broker Operations Manuals \$90 delivered), where the shipper agrees to pay your collection costs and reasonable attorney's fees in the event shipper fails to pay. You don't get the same commitment from any broker. Our Bookkeeping, credit and collection suggestions are worth the price of the book.

All successful Truckers – broker out their excess loads to others who are available for hauling (*and don't take my course*). 95% of the time Truck Brokers' brokering conduct makes them liable for loss as a motor carrier. Only a trained Master Broker is capable of brokering without liability (what the license was meant for). Similar to how the Travel Agent is not liable in the event of a crash.

Our entire program will show you how to find shippers, and 70% of the time that shipper will offer you more freight than you can haul, we show you how the broker out the

balance to other (less fortunate) motor carriers, either as your own Licensed Brokerage or as an Agent for a non predator brokerage house like Savonfreight.com.

Life gets better with education. Our Programs are the originals, up until 1999 I was the only school in the USA, now there are copycats. They have been developed from all of the trials and tribulations I have experienced in running a trucking company and being a broker since leaving the jaded fold of being an Owner Operator. Our Services are time tested and codified in our Text Books. Most other schools will not sell you their Text Books. We have been selling them since 1987, now at \$70 less than their original price. All of our training is in writing and on DVD's so you have a ready reference available when you start your own entrepreneurial programs. (An Owner/Operator is not an Entrepreneur, but a victim of circumstance) they have no control over their income or profitability, yet have all of the risk liability, and problems of a regular Trucking Company. So please before you buy a truck think about investing in education, it will change the way you look at the largest industry in the world – forever.

David G Dwinell Master Broker