

Agents Nationwide

Network F.O.B. one of the fastest growing third party logistics firms in the nation. We have more than 100 highly successful independent agents from coast to coast. The following are many of the reasons why you should consider joining our technologically advanced freight brokerage company, in business since 1987.

Elite Agent Corps

We recognize that high producers generate the lowest amount of risk and typically consume the least amount of management overhead per order; we want to recognize that by increasing their compensation. That's why we are now paying up to 80% for such producers. It's an elite group that deserves to be paid accordingly. We are very selective in choosing our agents and quite frankly turn away at least four times as many as we sign on. Therefore if you feel you are one of the best in the industry than you deserve the best.



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NETWORK FOB

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INDEPENDENT AGENT CAREER INFO PACKET



An Easy Transition

We are experts in the transition process and know how to take the stress out of it. We start by setting up credit for all of your customers. Then the Agency is set up with all logins and passwords, and finally John Kolden VP of Agent Services, who was an agent himself for 7 years with Network FOB, will train you. Once training is complete you will be able to literally turn the "switch" on and start running your business without losing a stride.



What makes Network FOB the best place for you to develop your Agent Career?

**“Highest
commissions paid
in the industry”**

OUR COMMISSIONS

We pay one of the highest commissions in the industry: 80% of gross margins, 70% at a minimum to the agent, payable when the load is invoiced rather than when the invoice is paid by the shipper. Commissions are available to you

daily at any time through an online system with electronic depositing to your checking account. The online system resembles an online bank statement with each invoiced order representing a deposit. You can make

withdrawals by electronically transferring funds to your bank



account,
simple as
that

AGENT OF RECORD

Accounts are designated through the agent-of-record policy and are not territorial. Clients with multiple locations can have individual agents of record by using our "Point of Contact System", which allows multiple agents to work with different shipping managers of large companies at various terminals around the country.

WE HANDLE ALL INVOICING

Network FOB does all invoicing upon authorization of the agent. We will send you a daily listing, via e-mail, of all open loads in your account. You simply check the box on the loads you want to be invoiced and we take care of the rest. In instances where a client requires a POD, we will e-mail notify you when that POD is available. You can then review the POD and click the button on the e-mail to queue it up for that day's invoicing. All load documents are imaged and instantly available to agents electronically online.

PAPERLESS ARCHIVING FOR FAST RETRIEVAL

Another service we provide is a fax to e-mail solution, which enables paperless archiving of carrier contracts and service confirmation faxes. Once you send out either a Carrier Contract or Service Confirmation, carriers send it back to a fax to email account that we provide for you. An archiving routine is imbedded in the email. You simply enter a carrier account code or a load number, which automatically saves the document permanently on our servers making it accessible through an online database.

NEW CARRIERS & SAFERWATCH

Agents set up their own new carriers. Once our system sees a new carrier on a load, we send an interrogation over the Internet to **SaferWatch**. If the carrier does not meet minimum safety requirements ("conditional" or below), or if its authority has been revoked -- or is pending revocation -- you will receive a system-generated email advising you not to load that carrier.

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AGENT SUPPORT

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ULTRA-FAST AGENT SUPPORT

E-mail your requests to agentsupport@networkfob.com and an agent support specialist responds. Our system converts your e-mail into a web based job "ticket". Each time a Ticket is acted upon it generates the e-mail back to you advising you of the new status. We consider many agent support items "operational immediate", meaning they need near-instantaneous response. Items such as credit releases, new credit establishment, Comcheck requests, and the like, are monitored, and if not acted upon within five minutes, an alarm will sound at the supervisory level. This assures that your day will not be spent waiting for responses for your most critical tasks. The tickets reside in an online, agent-accessible database for quality control and staffing requirements. It is powerful, accurate and most of all accountable.

FREE ACCESS TO DAT/TRANSCORE & INTERNET TRUCKSTOP

Network FOB has a national account with both **DAT/Transcore** and **Internet Truckstop**. What this means is that you won't have to pay for those services as well as things like **Carrier Performance Monitoring**. (ITS), **Carrier Watch** and **Transcore's** monthly rate survey (**DAT**) as well as live lead takes etc. They will cost you nothing. Transcore's Carrier watch is especially important because it means never having to get a certificate of insurance on monitored carriers again. **Carrier Watch** does that for us and automatically updates our computer system. **Rate-Mate** is equally important because it samples real world open market rates paid by brokers in lanes all around the country.

Transcore's monthly rate survey is derived from a freight payment company and reflects contract type prices paid by the larger corporate shippers.



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LEADING EDGE SOFTWARE

The software we run is from **Transcore**. It is Windows-based and runs via the Internet so there is nothing to install on your computer. It is integrated with most **Transcore** products; notably **Carrier Watch, which** automatically monitors insurance, among other things. This means you no longer have to get updated certificates, as they expire, from your carriers

TIME-SAVING CENTRAL POSTING SITE

On our intranet you can automatically post to the main load boards, **DAT Internet Truckstop, Post Everywhere** and **Get Loaded**, from one screen. This saves you time and improves agent-efficiency.

MULTIPLE BACKUPS FOR SYSTEMS RELIABILITY

Our servers are in Atlanta in what we call a hardened redundant facility with multiple backup systems. They are monitored 24/7 by a leading server facility. There are multiple paths to the Internet to avoid Internet outages. If our physical corporate office is not operational due to natural disaster, our systems continue seamless operation.



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GET NEW CLIENTS

We support your new-business efforts with a comprehensive

LANE HISTORIES/FINDING CARRIERS

We also have multiple lane history searching options to help you find carriers including rates paid. We also have the ability to search **DAT** daily posting of equipment in all lanes and by specific carriers (and brokers) so you can check on your competition for changes.

INSURANCE

We carry \$250,000 of Primary Cargo insurance, including mechanical breakdown (reefer), \$250,000 of Errors and Omissions insurance, and \$2 million in contingent auto liability coverage.

CLAIMS

Since our authority is "**freight forwarder**", we directly process freight claims. If a carrier doesn't pay us on a valid claim; we pay your client and worry about collecting from the carrier ourselves. All claim information is in an online, agent-accessible database with e-mail notification to agents upon any change in claim status. Our attorney, who is accessible to all agents via e-mail or phone requiring assistance, handles larger claims and severe carrier issues.

database of leads derived from our inactive customer list.

FAST CREDIT PROCESSING

Credit processing standards are 15 minutes for requests of \$5,000 or less and 24 hours on larger requests. Typically the \$5,000 will get you started while we run a more in depth credit review for larger requests. Again, the credit database is online, agent-accessible and provides email notification to agents when changes are made or the file is updated. For example: When we run a credit report on a client, you will receive a link to a copy of that file so you can see exactly what we see.

CARRIER ACCOUNTS PAYABLE

A *Carrier Accounts Payable* database "lookup" is on our website so if carriers call, you can refer them to it. On this database (which you can view as well) are *Open, Paid* and *Unsettled* loads from the past 12 months. We have three methods of payments to carriers: (1) Advancing is 5% up to 50% of the load via Comcheck, (2) Quick Pay payments are made the same day as the POD is presented at 2% or, (3) Our regular pay is done on the 30th day via direct deposit or check. We also offer fax settlement so truckers can simply fax or scan us their invoice and the POD for settlement.



SUMMARY OF BENEFITS

- Up to 70% Commissions paid online via direct deposit and redeemable daily
- Our Agent of Record policy, using the "Point of Contact System", allows multiple agents to work with different shipping managers of large companies at various terminals around the country
- Our exclusive agent support system, called "The Ticket System", ensures an agent receives a reply in minutes. Our agent support specialists are compensated only when your request is acted upon and completed promptly
- Commissions payable upon customer invoicing and POD via direct deposit and redeemable 24/7
- Company retention rate of 100% since inception of agency program
- We have excellent credit, which is essential in the current economic environment
- Network prepares and sends all invoices via e-mail to your customer
- You can review required PODs prior to issuing with invoices to customer
- We share the winnings and share the losses
- Internet advertising via Google, Yahoo, AOL and others to help you find new clients and a database of past inactive clients to assist in building your business
- Paid DAT/Transcore National Account Post Everywhere, Internet Truckstop Account as well as automatic notification of substandard Carrier Performance via Internet Truckstop
- Paid Fax to Email account enables you to receive your faxes via e-mail
- Automatic carrier validation of authority and safety via interface to Carrier 411
- Rarely will you need to get updated insurance from your truckers.
- Transcore 360 Logistics Suite platform software via the internet
- Notification by e-mail of credit file changes and always available online.
- Primary Cargo Insurance of \$250,000 (great competitive advantage)
- Errors and Omissions insurance of \$250,000
- Contingent Liability Insurance of \$2,000,000 (being required by more shippers)
- Extensive Lane histories available online
- Carriers are paid on the 30th day via direct deposit
- Up to 50% advancing to your carriers via Comcheck
- Payment upon presentation of POD (quick pay @ 2%) for your carriers
- Carriers can view their paid, open, and unsettled accounts online
- Carrier searching database (Carrier Watch and SaferWatch)
- Credit Guarantee



What are you waiting for?
Call Us Today!

TECHNOLOGY REQUIREMENTS

Agents need a Windows XP computer or better, a printer and fax (for sending faxes) along with a high-speed Internet connection. Support is both online and over the phone. Most tasks, like getting a Comcheck are just an email away and if they are not responded to within 5 minutes, alarms start to go off in our office at the supervisory level. We recommend at least two phone lines.

BROKER REQUIREMENTS

We want agents that can generate \$120,000 or more per year in gross profit. We share the winnings and we share the losses. Those who hire dispatchers and other brokers are the most successful agents. For this reason, **if qualified** we also assist you (financially) in the hiring of additional staff (for high-performing agents defined as exceeding \$200,000 gross profit per year.). We do this because we know that once the water table is raised it rarely recedes.

Our Corporate Office Locations:

Network F.O.B. Inc "Executive Offices"
837 5th Ave South
Suite 200
Naples FL 34102
239-330-4752
651-846-6745 Fax

Network F.O.B. Inc "Administrative Offices"
2980 Commers Drive, Suite 850
Eagan, MN 55121
PHONE: (651) 256-1000
TOLL-FREE PHONE: 1-800-325-7886
FAX: (651) 256-1010

Agent Career Contact:

Diane Inostroza
Independent Agent of Network FOB
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