



## ***Carrier / Broker / Shipper Packet***

*NAOMI JEANETTE ROBINSON LOGISTICS GROUP LLC*

*1444 Jefferies Road #580*

*Rocky Mount, NC 27804*

*Office# (252)877-2108*

*<https://www.njrtruckingllc.com>*

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*Kenworth W900B with Cummins X15 605hp/2050 Torque w/4 Speed Auxiliary Transmission Spicer TTC AP01750-4C air shift, 22.5K Nonsteer Pusher axle, 52K Neway Suspension*

## ***INTRODUCTION TO N.J.R. LOGISTICS GROUP***

*We would like to take this moment to thank you for your interest in working with Naomi Jeanette Robinson Logistics Group.*

*At Naomi Jeanette Robinson Logistics Group our Mission is to Partner with our Customers, Shippers, and Carriers to create an extraordinary logistics service by providing personalized services, economic value and professional growth.*

*We specialize in a complete partnership with your company. We will assist you in tailoring your transportation needs and help define and execute them. Whether your challenge is capacity, keeping products at a controlled temperature or dealing with problem lanes, Naomi Jeanette Robinson Logistics Group is ready to meet your demands.*

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*Our company has both asset-based and non-asset based departments. We have our carriers ready to service your needs and all are pre-qualified to our high standards.*

*We also have a complex system of automated, eco-friendly, computerized systems that provide our customers with reliable, cost effective, superior service all created to make your life easier.*

*Just Some of the Services We Offer!*

- A. Truck Load*
- B. LTL (Less than Truckload)*
- C. Local & Regional Pickup and Delivery Services*
- D. Dry, Frozen and Fresh Capacity*
- E. Intermodal*
- F. Expeditor Services*
- G. Auto Transport*
- H. Produce Specialization*
- I. Heavy Hauling*
- J. Specialized*

*You should receive a total of 110 pages in this packet. Please return the following:*

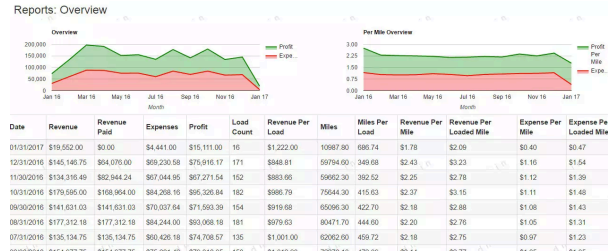
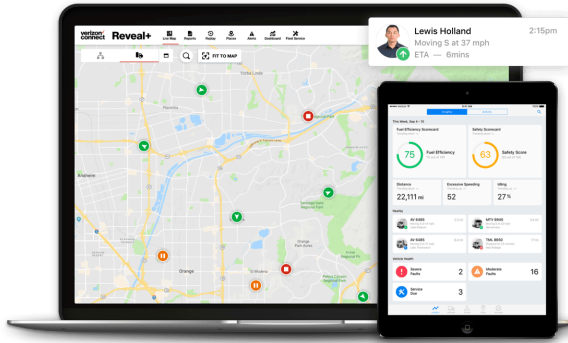
- Broker/Shipper Agreement (pages 2-5)*
- Shipper Credit Application (page 6)*

*Please return by fax (252)877-2117 or email: [njrlogistics@njrtruckingllc.com](mailto:njrlogistics@njrtruckingllc.com)*

*Our Information for Your File*

- ✓ Shipping Expenses, Tariffs & Daily Lanes*
- ✓ Enclosed Trailers Shipping Expenses Negotiations With Carriers*
- Open Deck Trailers Shipping Expenses Negotiations With Carriers*
- ✓ Certificate of Insurance (Cargo, Liability, Workman's Comp)*
- ✓ W-9*
- ✓ Broker Bond Information*

## 6 - Naomi Jeanette Robinson Logistic Group - Rocky Mount, NC



***With Verizon Connect and Trucking Office our customers benefit from 24/7 Phone contact availability***

- *EDI- Electronic Data Interface*
- *Instant Online Tracking*
- *Email Billing with POD's Attached*
- *Full Online Accounting Access and much more...*

# *Company & Contact Information*



*NAOMI JEANETTE ROBINSON LOGISTICS  
GROUP LLC*

*Brokering & Dispatching Division*

*USDOT# 4444805*

*MC# 1750730*

*Bond# JT023087*

*Bond Effective Date: 10/16/2025*

*Bond Expiration Date: 10/16/2026*

*Surety Carrier: Jet Insurance Company*

*1444 Jefferies Road #580*

*Office# (252)877-2108*

*Fax# (252)8772117*

*Cell# (252)903-3751*

*[njrlogistics@njrtruckingllc.com](mailto:njrlogistics@njrtruckingllc.com)*

*<https://www.njrtruckingllc.com>*

**CEO of Operations**

*Tariq Robinson*

*Cell Phone*

→ (252)903-3751

*Email*

→ [tariq.robinson1969@gmail.com](mailto:tariq.robinson1969@gmail.com)

**Brokering Agents**

*Khia Robinson*

*Kareesha Robinson*

*Taya Robinson*

*Michael Jones*

*Tariq Robinson*

→ Phone (252)877-2108

→ Email [njrlogistics@njrtruckingllc.com](mailto:njrlogistics@njrtruckingllc.com)

**Accounts Payable:**

*N.J.R. Logistics Group*

- *Penfed Credit Union (Access America Checking)*
- *Phone - (252)903-3751*
- *E-mail - [njrtruckingllc@gmail.com](mailto:njrtruckingllc@gmail.com)*

**Accounts Receivable:**

*N.J.R. Trucking*

- *Navy Federal Credit Union (Business Premium Checking)*
- *Phone – (252)903-3751*
- *E-mail – [jeanette.logistics@gmail.com](mailto:jeanette.logistics@gmail.com)*

## ***Trade & Reference Information***

*Naomi Jeanette Robinson Logistics Group Llc*

*MC# 1750730*

*USDOT# 4444805*

**CORPORATE INFORMATION:**

*Established July 24, 2025*

*Fed ID 80-0835104*

*President – Tariq Robinson*

**BANK INFORMATION:**

*Penfed Credit Union*

**BANK INFORMATION**

*Navy Federal Credit Union  
21 Eagle Wing Way*

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1000 Independence Ave. SW  
Washington, DC 20024  
Business Relationship - Bookkeeping &  
Accountant Coach  
(800)247-5626

Garner, NC 27529  
Business Relationship - Investment  
and Stock Market Coach  
(888)842-6328

**CREDIT REFERENCES:**

Lowe's Pro Desk  
Store 547  
700 N. Wesleyan Blvd.  
Rocky Mount, NC 27804  
Contact - Steve Manager of Commercial  
Sales

**CREDIT REFERENCES:**

Rocky Mount Radiator & Air  
Condition  
550 S. Wesleyan Blvd  
Rocky Mount, NC 27803  
Contact - Chuck Business Owner

**CREDIT REFERENCES:**

Verizon  
767 Word Plaza #107  
Rocky Mount, NC 27804  
Contact - Verizon Business Agent  
(252)406-0565

**CREDIT REFERENCES:**

U-Haul Moving & Storage of Rocky  
Mount  
131 S. Wesleyan Blvd.  
Rocky Mount, NC 27804  
Contact - Commercial Sales Agent  
(252)366-5660

**CUSTOMER REFERENCES:**

Total Family Care Coalition  
1214 I Street SE  
Washington, DC 20003  
Contact - Gale President of  
Operations

**CUSTOMER REFERENCES:**

Home Depot Home Improvement  
Center  
Store# 2564  
3301 East-West Highway  
Hyattsville, MD 20782  
Contact - Store Manager - Tauna /  
Tools & Hardware & Garden  
Department  
(301)891-1106

**CUSTOMER REFERENCES:**

Home Depot Distribution Center  
MDO# 58  
7501 Andrews Federal Campus  
Drive  
Hillcrest Heights, MD 20746  
Contact - Daniele, Brandon, Roxy,  
Houston MDO, Elizabeth MDO  
(240)258-9023

**CUSTOMER REFERENCES:**

Lowe's Home Improvement Center  
Store# 547  
700 N. Wesleyan Blvd.

**CUSTOMER REFERENCES:**

Interstate Van Lines  
3901 Ironwood Place  
Landover, MD 20785

**CUSTOMER REFERENCES:**

Total Family Care Coalition  
1214 I Street SE  
Washington, DC 20003

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Rocky Mount, NC 27804  
Contact - Pam Assistance Store Manager

Contact - Andrew Spriggs Manager of  
State Department (Shipping &  
Receiving & Storage)

Contact - Gale President of  
Operations

**CUSTOMER REFERENCES:**

Department of Behavioral Health (DBH)  
64 New York Ave. NE 3rd Floor  
Washington, DC 20002  
Contact - Youth Department of  
Correction and Reinstatement and Drugs  
Abuse Prevention

**CUSTOMER REFERENCES:**

Bret Scarbrough Construction  
45 E. Aviation Way  
Newman, GA 30263  
Contact - Bill (Superintendent /  
Engineer)

**CUSTOMER REFERENCES:**

Monarch Behavioral Health  
Outpatient Office  
809 Tiffany Blvd.  
Rocky Mount, NC  
Contact - Rick or Ashley

**CUSTOMER REFERENCES:**

Farmers Furniture  
Sutters Plaza  
518 Sutter's Creek Blvd.  
Rocky Mount, NC 27804  
Contact - Michele Brown (Store  
Manager)

**CUSTOMER REFERENCES:**

Planet Fitness of Rocky Mount  
1271 Cobb Corners Drive  
Rocky Mount, NC 27804  
Contact - Gerald Costen Jr. - Assistant  
Store Manager

**CUSTOMER REFERENCES:**

Starbucks  
550 N. Wesleyan Blvd.  
Rocky Mount, NC 27804  
Contact - John Pittman (Store  
Manager) - Entire Staff

**CUSTOMER REFERENCES:**

Dunkin  
2120 Stone Rose Drive  
Rocky Mount, NC 27804  
Contact - Entire Staff

**CUSTOMER REFERENCES:**

Crisdel Group  
240 Ryan Street  
South Plainfield, NJ 07080  
Contact - Mike Criscola President  
(908)561-7550

## ***TRANSPORT NEGOTIATIONS BETWEEN BROKER & CARRIER***

*Naomi Jeanette Robinson Logistics Group agreement is a legally binding contract between a Naomi Jeanette Robinson Logistics Group Llc (Freight Broker) and Naomi Jeanette Robinson Trucking (Delivering Carrier), outlining the terms for transporting a shipper's goods, including*

### ***1. Responsibilities, such as***

- a. Powertrain schedule maintenance and repairs*
  - i. Under DOT Regulations*
- b. Proper tire assembly and maintenance,*
  - i. Manufactures warranty policy*
- c. Cargo protection,*
  - i. Tarping loads if asked to or for brand (Business Name) protection to clients*
- d. Cargo Securement,*
  - i. Meeting DOT Requirements on Working Load Limits*
  - ii. Protection of Brand (Business Name) with 75% or more securement for client protection.*
  - iii. Prevention of Load Shift in bad weather related accidents (Property, Driver, Pedestrian or Motorist)*
- e. FMCSA Rules and Regulation*
  - i. Hours of Service (maintaining contract speed and route plan mileage by operating wisely)*

### ***2. Freight rates,***

- a. 10% Tariff on truck Parts Added to Negotiation*
- b. Operating Cost for equipment*
- c. Healthy Driver*
  - i. Meals,*
  - ii. Exercise,*
  - iii. Proper Rest (Good Route Plan for Stops and Breaks)*
  - iv. Mental Health Isolation Awareness*
    - 1. Isolation*
      - a. Gun Safety (Afraid of Environment )*
      - b. Public Safety (Rebellious of other happiness working as OTR)*
      - c. Bias of Culture (Aggress to Protect Self)*
      - d. , Wildlife Safety (respect wildlife and protection of self)*

**3. Depression**

- a. *Traffic*
  - i. *Road Rage (Revenge Attitude)*
  - ii. *Hazardous Driving (Damaging Equipment or Property)*
  - iii. *Careless Driving (Not concern about self or others, not tailgating other truck or vehicles)*
- b. *Freight Market Rates vs Expenses*
  - i. *Percentage of schedule maintenance daily expenses*
  - ii. *Tariff on Trucking Equipment Parts or Supplies*
  - iii. *Adding 25% to Carrier negotiated rate for Broker Gross Income*
  - iv. *Adding 10% Trucking Tariff on Stock Market Trading Wars on Broker negotiated rate (Negotiation Window between Broker and Carrier on fuel or any unbalance to the industry in a 3-month or greater contract)*
  - v. *Adding 2% Factoring to negotiations for Delivering Carriers with New Authority*

**4. Payment Terms**

- a. *Our Goals is 24-Hour of Delivery to Carrier*
  - i. *Factoring Through DAT Companies Affiliations to Assist Carriers with new Authority and no 60-Days Start up Capital*
  - ii. *Allowing Shippers up to 30-Days to pay Factoring Companies Instead*
- b. *Insurance Requirements*
  - i. *Gross Commodity of \$100,000.00 (General Freight) up to \$3,000,000.00 (Heavy Haul & Specialized) at any given time on any trailer (Closed and Open Deck Trailers)*
  - ii. *Equipment Rental Reimbursement Percentages*
    - 1. *Wet Line Connection vs Pony Motor Trailer*
      - a. *Down time finding a wet line tractor with proper connection*
      - b. *Availability of pony motor equipped trailers with tractor rental*

**5. Specific Service Details**

- a. *Detailing Equipment and Good Bookkeeping is Preferred in starting negotiation process with brokers and shippers*
  - i. *Washing Tractor and Cleaning Trailer (Lowered the DOT Level Inspection and Visual spot checks at scale stations)*
- b. *Dress Code*
  - i. *First Time Impression in meeting the President of Operations at Shipper and Receiver should be Carrier main focus in funding his/her business*

*Naomi Jeanette Robinson Logistics Group encourages all Delivering Carriers to send us a "Carrier Packet."*

*This will be sent to all shippers to give a resume of who is making a delivery to research for future business goals such as dedicated routes.*

*It gives Shippers rules for things like handling cargo, handling claims, subcontracting, and compliance with regulations, ensuring a clear understanding of each party's obligations upon transport.*

*Why this is Important to Naomi Jeanette Robinson Logistics Group in a Negotiations Process with Delivering Carriers and Shippers*

**1. Clarity and Expectations:**

- a. Prevents misunderstandings by clearly defining each party's responsibilities and obligations.*

**2. Legal Protection:**

- a. Provides a legal framework that protects both the broker and the carrier from potential disputes.*

**3. Compliance:**

- a. Ensures that both parties are aware of and adhere to transportation regulations.*

**4. Financial Protection:**

- a. Outlines payment terms, fees, and how claims will be processed, protecting against payment issues.*

# ***Broker/Shipper Transportation Agreement***

THIS AGREEMENT, "Agreement", made and intended to be effective this (the) 15th day of November, 2025 by and between Naomi Jeanette Robinson Logistics Group Having Offices at 1444 Jefferies Road #580 / Rocky Mount, NC 27804 (Broker) and, \_\_\_\_\_ having offices at \_\_\_\_\_ (Shipper) Collectively, The  
Parties

## ***Recitals***

- A. WHEREAS BROKER is licensed as a Property Broker by the Federal Motor Carrier Safety Administration (FMCSA) in Docket Number MC-537111, or by appropriate State agencies, and as a licensed broker, arranges for freight transportation. A copy of BROKER's authority is attached as Appendix A and a copy of BROKER's Surety Bond or trust fund agreement is attached as Appendix B; and
- B. WHEREAS SHIPPER, to satisfy some of its transportation needs, desires to utilize the services of BROKER to arrange for transportation of SHIPPER's freight. NOW THEREFORE, intending to be legally bound, BROKER and SHIPPER agree as follows:

### *Agreement*

1. **TERM** - Subject to paragraph 12, the term of this agreement shall be one (1) year, commencing on the date first mentioned above, and shall automatically renew for successive one year periods; provided, however that either party may terminate this agreement on 30 days written notice to the other party with or without cause, or as otherwise provided in this agreement
2. **SERVICE. BROKER** agrees to arrange for transportation of SHIPPER's freight pursuant to the terms and conditions of this Agreement and in compliance in all material respects with all federal, state and local laws and regulations relating to the brokerage of the freight covered by this Agreement. BROKER's responsibility under this Agreement shall be limited to arranging for, but not actually performing, transportation of SHIPPER's freight. The PARTIES may, upon written mutual agreement, include additional service terms to be attached as Appendix C.
3. **VOLUME.**
  - a. **SHIPPER** agrees to tender a minimum of twelve (12) shipments per year to BROKER, and BROKER agrees to arrange for the transportation of said shipments, as well as any other shipments offered by SHIPPER. Shipper is not restricted from tendering freight to other brokers, or directly to motor carriers. BROKER is not restricted from arranging transportation for other parties.
  - b. **SHIPPER** shall be responsible to BROKER for timely and accurate delivery instructions and description of the cargo, including any special handling or security requirements, for any shipment
4. **FREIGHT CARRIAGE. BROKER** warrants that it has entered into, or will enter into a bilateral written contract of carriage with each carrier it utilizes in the performance of this Agreement. BROKER further warrants that those contracts comply with all applicable federal and state laws and regulations and shall include the following provisions:
  - a. Carrier is in, and shall maintain compliance during the term of this Agreement, with all applicable federal, state and local laws relating to the provision of its services including, but not limited to:

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- i. *TRANSPORTATION of Hazardous Material (Including the licensing and training of drivers), as defined in 49 C.F.R. (Statue 172.800, Statue 173 and Statue 397 ET SEQ.) to the extent that any shipments hereunder constitute Hazardous Materials;*
- ii. *security regulations;*
- iii. *owner/operator lease regulations;*
- iv. *loading and securement of freight regulations;*
- v. *implementation and maintenance of driver safety regulations including, but not limited to, hiring, controlled substances, and hours of service regulations;*
- vi. *Sanitation, temperature, and contamination requirements for transporting food, perishable, and other products, qualification and licensing and training of drivers;*
- vii. *implementation and maintenance of equipment safety regulations;*
- viii. *maintenance and control of the means and method of transportation including, but not limited to, performance of its drivers.*
  1. *Carrier shall agree to defend, indemnify and hold BROKER and SHIPPER harmless from all damages, claims or losses arising out of its performance of the Contract, including cargo loss and damage, theft, delay, damage to property, and personal injury or death, to the fullest extent permissible under applicable federal and state law.*
  2. *carrier shall agree that its liability for cargo loss or damage shall be no less than that of a Common Carrier as provided for in 49 USC 14706 (the Carmack Amendment). Exclusions in Carrier's insurance coverage shall not exonerate Carrier from this liability.*
- ix. *Carrier shall agree to maintain at all times during the term of the contract, insurance coverage with limits not less than the following:*

## ***BROKER / SHIPPER TRANSPORTATION AGREEMENT***

- *Auto Liability - \$2,000,000.00*
- *Enclosed Trailer (Retail) General Freight Liability - \$100,000 .00*
- *Refrigerated (Food, Nursery and Medicine) Liability - \$100,000.00*
- *Petroleum Tanker (Hazmat Class -2, Hazmat Class - 3, Hazmat Class - 8) Liability - \$100,000.00*
- *Open Deck Trailers (Building Materials) General Freight Liability - \$100,000.00*
- *Machinery (Cranes, Excavators, Combines) Liability - \$3,000,000.00*
- *HVAC / Generators Specialized Trailer Liability - \$3,000,000.00*
- *Aviation Liability - \$9,000,000.00*

*BROKER shall verify that each carrier it utilizes in the performance of this*

- ➔ *Carrier shall agree that the provisions contained in 49 CFR 370.1 et seq. shall govern the processing of claims for loss, damage, injury or delay to property and the processing of salvage.*

*The Parties agree that BROKER is the sole party responsible for payment of Carrier's charges. Failure of BROKER to collect payment from its customer shall not exonerate BROKER of its obligation to pay CARRIER.*

*BROKER agrees to pay Carrier's undisputed invoice within 30 days of receipt of the bill of lading or proof of delivery, provided Carrier is not in default under the terms of this Agreement. If BROKER has not paid Carrier's undisputed invoice as agreed, and CARRIER has complied with the terms of this Agreement, Carrier may seek payment from the Shipper or other party responsible for payment after giving BROKER 90 (business days) advance written notice. Carrier shall not seek payment from Shipper or any other Party responsible for payment if SHIPPER or such other Party can prove payment to BROKER.*

*Carrier shall agree that, at no time during the term of its contract with BROKER shall it have an "Unsatisfactory" safety rating as Federal Motor Carrier Safety Administration (FMCSA). If Carrier receives an "Unsatisfactory" safety rating, it shall immediately notify BR shall not knowingly utilize any carrier with an "Unsatisfactory" safety rating in the performance of this Agreement.*

*Carrier shall agree that the terms and conditions of its contract with BROKER shall apply on all shipments it handles for BROKER. Any terms in a tariff that are referenced in the carrier contract which are inconsistent with the contract shall be subordinate to the terms of the contract.*

*Carrier shall expressly waive all rights and remedies under Title 49 U.S.C., Subtitle IV,*

*PART B to the extent they conflict with the contract*

***BROKER** further warrants it will require proof of insurance and operating authority from each Carrier and, should BROKER utilize the services of any Carrier or other broker on SHIPPER's behalf, which Carrier and/or broker does not have proof of insurance and/or operating authority, BROKER agrees to indemnify and hold harmless*

***SHIPPER** from all legitimate claims not paid by Carrier, including but not limited to cargo loss and damage claims.*

*For shipments outside of the United States the terms in Foreign Shipments Appendix D of this Agreement shall apply.*

**RECEIPTS AND BILLS OF LADING.** *If requested by SHIPPER, BROKER agrees to provide SHIPPER with proof of acceptance and delivery of such loads in the form of a signed Bill of Lading or Proof of Delivery shall be for SHIPPER convenience only and shall not change*

**BROKER** *is status as a property broker. The terms and conditions of any freight documentation used by BROKER or carrier selected by BROKER may not supplement, alter, or modify the terms of this Agreement.*

**PAYMENTS. BROKER** *shall invoice SHIPPER for its services in accordance with the rates, charges and provisions set forth in Appendix D, attached, and any written supplements or revisions that are mutually agreed to between the PARTIES. If rates are negotiated between the PARTIES and not otherwise confirmed in writing, such rates shall be considered "Written" and shall be binding, upon broker's invoice to shipper, and shipper payment to broker, shipper agrees to pay broker's invoice within 21 days of invoice date without deduction or setoff.*

#### **CLAIMS**

- *Freight Claims: Shipper must file claims for cargo loss or damage with the broker within one hundred eighty (180) days from the date of such loss, shortage or damage, which for purpose of the agreement shall be the delivery date or in the event of non-delivery, the schedule delivery date.*
  - *SHIPPER - Must file any civil action against broker in a court of law within two (2) years from the date the carrier or broker provides written notice to shipper that the carrier has disallowed any part of the claim in this notice. Carriers utilized by broker shall agree in writing with the broker to be liable for cargo loss or damage as outlined in paragraph 4c Above. The carrier cargo liability for any one shipment shall not exceed \$100,000.00 unless the broker is notified by shipper of the increased value prior to shipment pickup and with reasonable advance notice to allow the broker and/or the carrier to produce additional insurance coverage.*
    - *It is understood and agreed that the broker is not a carrier and that the broker shall not be held liable for loss, damage or delay in the transportation of shipper property.*
    - *All other claims: The parties shall notify each other of all known material details within sixty (60) days of receiving notice of any claims other than cargo loss or damage claims, and shall update each other promptly thereafter as more information becomes available. Civil Action or arbitration, if any, shall be commenced within two (2) years from the date either party provides written notice to the other party of such a claim*
      - *Broker shall submit to shipper a certificate of insurance as evidence of such coverage and which names shipper as "Certificate Holder".*

**Surety Bond Broker -**

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- *Shall maintain a surety bond or trust fund agreement as required by the federal motor carrier safety administration in the amount of \$10,000.00 and furnish shipper with proof upon request.*

### **Hazardous Material**

- *Shipper and Broker shall comply with all applicable laws and regulations relating to the transportation of hazardous materials as defined in 49CFR (Statutes) 172,800, (Statutes) 173 and (Statue) 397 et seq.*
- *To the extent that any shipment constitutes hazardous material. Shipper is obligated to inform the broker immediately.*
- *If any such shipment constitute hazardous material **Shipper** is obligated to inform broker immediately*
- *If any such shipments constitute hazardous material **Shipper** shall defend, indemnify and hold broker harmless from any penalties or liability of any kind, including reasonable attorney fees, arising out of shipper's failure to comply with applicable hazardous material laws and regulations*

### **HOMELAND SECURITY**

- *As applicable to each, respectively, BROKER and SHIPPER shall comply with state and federal Homeland Security related laws and regulations.*

### **DEFAULT**

- *If either Party materially fails to perform its duties under this Agreement, the party claiming default may terminate this Agreement on 10 (ten) days written notice to the other Party. SHIPPER shall be responsible to pay BROKER for any services performed prior to the termination of this Agreement and for shipments not yet completed and/or not yet invoiced to SHIPPER.*

### **INDEMNIFICATION.**

- *Subject to the insurance limits in Section 8, BROKER and SHIPPER shall defend, indemnify and hold each other harmless against any claims, actions or damages, including, but not limited to, cargo loss, damage, or delay, and payment of rates and/or accessorial charges to Carriers, arising out of their respective performances under this agreement*

### **SEVERABILITY/SURVIVABILITY**

- *In the event that the operation of any portion of this Agreement results in a violation of any law, or any provision is determined by a court of competent jurisdiction to be invalid or unenforceable, the Parties agree that such portion or provision shall be severable and that the remaining provisions of the Agreement shall continue in full force and effect. The representations and obligations of the PARTIES shall survive the termination of this Agreement for any reason.*

### **INDEPENDENT CONTRACTOR.**

19 - Naomi Jeanette Robinson Logistic Group - Rocky Mount, NC

- *It is understood between BROKER and SHIPPER that BROKER is not an agent for the Carrier or SHIPPER and shall remain at all times an independent contractor. SHIPPER does not exercise or retain any control or supervision over BROKER, its operations, employees, or carriers.*

**NONWAIVER.**

- *Failure of either party to insist upon performance of any of the terms, conditions or provisions of this Agreement, or to exercise any right or privilege herein, or the waiver of any breach of any of the terms, conditions or provisions of this Agreement, shall not be construed as thereafter waiving any such terms, conditions, provisions, rights or privileges, but the same shall continue and remain in full force and effect as if no forbearance or waiver had occurred.*

**NOTICES**

- *Unless the parties notify each other in writing of a change of address, any and all notices required or permitted to be given under this agreement shall be in writing (or fax with machine imprint on paper acknowledging successful transmission) and shall be addressed as follows*

**BROKER**

**SHIPPER**

**ATTN:**

**ATTN:**

\_\_\_\_\_

\_\_\_\_\_

**ADDRESS**

**ADDRESS**

\_\_\_\_\_

\_\_\_\_\_

**PHONE**

**PHONE**

\_\_\_\_\_

\_\_\_\_\_

**FAX**

**FAX**

\_\_\_\_\_

\_\_\_\_\_

**ENTIRE AGREEMENT**

- *This agreement, including all appendices and addenda, constitutes the entire agreement intended by and between the parties and supersedes all prior agreement, representation warranties, statement, promises information, arrangements, and understandings whether oral, written, expressed or implied, with respect to the subject matter hereof, any modifications to this model contract, as published any copyrighted by TIA and NITL shall be highlighted or italicized and initialed by both parties to be valid.*
- *The **PARTIES** further intend that this agreement constitutes the complete and exclusive statement of its terms and that no extrinsic evidence may be introduced to reform this agreement in any judicial or arbitration proceeding involving this agreement*

*In witness whereof, the parties hereto have caused this agreement to be executed in their respective names by their fully-authorized representatives as of the dates first above written*

**BROKER**

**SHIPPER**

**SIGNED**

**SIGNED**

**PRINTED  
NAME**

**PRINTED  
NAME**

**TITLE**

**TITLE**

# ACCOUNT PAYABLE

**COMPANY NAME**

---

**ADDRESS**

---

---

**CITY, STATE, ZIP**

---

**BILLING ADDRESS  
(if different)**

---

**PHONE**

---

**FAX**

---

**EMAIL**

---

**SHIPPING  
CONTACT**

---

---

**PAYABLE CONTACT**

---

---

**SPECIAL BILLING  
REQUIREMENTS**

---

---

---

**YEAR  
ESTABLISH**

---

**FEDERAL  
TAX ID**

---

**DUNS#**

---

**BUSINESS STRUCTURE (circle one)**

- A. Corporation
- B. Partnership Sole Prop
- C. Limited Liabile Corporation

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***BANK INFORMATION***

***NAME OF  
BANK***

\_\_\_\_\_

***CONTACT  
PERSON***

\_\_\_\_\_

***PHONE***

\_\_\_\_\_

***FAX***

\_\_\_\_\_

***ACCOUNT  
RECEIVABLE#***

\_\_\_\_\_

***ACCOUNT  
PAYABLE#***

\_\_\_\_\_

***ACCOUNT  
SAVINGS***

\_\_\_\_\_

## ***THREE CARRIER REFERENCES***

<b>CARRIER</b>	<b>PHONE</b>	<b>FAX</b>	
<u>Naomi Jeanette Robinon Trucking</u>	<u>(252)903-3751</u>	Or	<u><a href="mailto:tariq.robinson1969@gmail.com">tariq.robinson1969@gmail.com</a></u>
		Email	
<b>CARRIER</b>	<b>PHONE</b>	<b>FAX</b>	
_____	_____	Or	_____
		Email	
<b>CARRIER</b>	<b>PHONE</b>	<b>FAX</b>	
_____	_____	Or	_____
		Email	

- ★ We agree to immediately notify N.J.R. Logistics Group Brokers of any change of ownership, name, address, phone, etc.
- ★ If granted credit our company agrees to pay freight bills within 21 days of receipt
- ★ In case of claims or court orders, any payments due will not be subject to withholding in lieu of insurance settlement
- ★ I authorize the release of credit information to N.J.R. Logistics Group Brokers, which will be held in strict confidence by N.J.R. Logistics Group Brokers
- ★ If outside collections are required, we agree to pay for reasonable attorney and collections related costs. We acknowledge that amounts past due may be charged interest at the maximum legal rate.
- ★ We understand that N.J.R. Logistics Group Brokers is a broker and not a carrier and that N.J.R. Logistics Group Broker does not assume liability as a carrier
- ★ I am an authorized representative of the company and have the authority to execute this document

**SHIPPER NAME**

\_\_\_\_\_

**SIGNATURE**

\_\_\_\_\_

**PRINTED NAME**

\_\_\_\_\_

**TITLE**

\_\_\_\_\_

**N.J.R. LOGISTICS GROUP  
ASSOCIATE or AGENT**

\_\_\_\_\_

**APPROVED BY**

## **EQUIPMENT PREFERRED FOR TRANSPORT OF GOODS**

<b>PICKUP TRUCKS</b>	<b>SHIPPER PREFERRED CHOICE</b> Yes _____ No _____ Don't Care _____	<b>AXLES PREFERRED</b> # of Axles _____	<b>TRANSPORT PREP</b> ➤ Live Loading _____ ➤ Float Load _____ ➤ Palletize _____ ➤ Bundled _____	<b>EQUIPMENT DIMENSION (Inches)</b> → Length _____" → Floor Height _____" → Width _____" → Int. Height _____ → Ext. Height _____ → Light Weight _____
<b>CARGO VANS</b>	<b>SHIPPER PREFERRED CHOICE</b> Yes _____ No _____ Don't Care _____	<b>AXLES PREFERRED</b> # of Axles _____	<b>TRANSPORT PREP</b> ➤ Live Loading _____ ➤ Float Load _____ ➤ Palletize _____ ➤ Bundled _____	<b>EQUIPMENT DIMENSION (Inches)</b> → Length _____" → Floor Height _____" → Width _____" → Int. Height _____ → Ext. Height _____ → Light Weight _____
<b>HOTSHOT CAR TRANSPORTERS</b>	<b>SHIPPER PREFERRED CHOICE</b> Yes _____ No _____ Don't Care _____	<b>AXLES PREFERRED</b> # of Axles _____	<b>TRANSPORT PREP</b> ➤ Disable Vehicle _____ ➤ Rollback Req. _____ ➤ Warehouse Assist. _____ ➤ Rotator Assist _____ ➤ Recovery _____ ➤ Freight Forwarding _____	<b>EQUIPMENT DIMENSION (Inches)</b> → Length _____" → Width _____" → Ground Clearance _____ → Ext. Height _____ → Light Weight _____
			<b>DEALER LOGISTICS</b> Type of Dealer _____ ➤ _____ Type of Logistics Location _____ ➤ _____	<b>VEHICLE LOGISTICS</b> Car Capacity _____ Deck Dimension _____ PTO Operations _____ Electric Operations _____
<b>HOTSHOT FLATBEDS</b>	<b>SHIPPER PREFERRED CHOICE</b>	<b>AXLES PREFERRED</b> # of Axles _____	<b>TRANSPORT PREP</b> ➤ Crane Assist _____ ➤ Forklift Assist _____	<b>EQUIPMENT DIMENSION (Inches)</b> → Length _____"

Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

- Tarp \_\_\_\_\_
- Intermodal Assist \_\_\_\_\_
- Palletize \_\_\_\_\_
- Bundled \_\_\_\_\_

➔ Floor Height \_\_\_\_\_"  
 ➔ Width \_\_\_\_\_"  
 ➔ Light Weight \_\_\_\_\_

**DRY VANS**

**SHIPPER  
 PREFERRED  
 CHOICE**  
 Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

**AXLES  
 PREFERRED**  
 # of Axles \_\_\_\_\_  
**TRAILER  
 TYPE**  
 Doubles \_\_\_\_\_  
 Triples \_\_\_\_\_

- TRANSPORT PREP**
- Live Loading \_\_\_\_\_
  - Float Load \_\_\_\_\_
  - Palletize \_\_\_\_\_
  - Bundled \_\_\_\_\_
  - Doubled Stack \_\_\_\_\_
  - Mobile Dock \_\_\_\_\_

**EQUIPMENT DIMENSION**  
 (Inches)  
 ➔ Length \_\_\_\_\_"  
 ➔ Floor Height \_\_\_\_\_"  
 ➔ Width \_\_\_\_\_"  
 ➔ Int. Height \_\_\_\_\_  
 ➔ Ext. Height \_\_\_\_\_  
 ➔ Light Weight \_\_\_\_\_

**FURNITURE VAN**

**SHIPPER  
 PREFERRED  
 CHOICE**  
 Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

**AXLES  
 PREFERRED**  
 # of Axles \_\_\_\_\_  
**TRAILER  
 TYPE**  
 Doubles \_\_\_\_\_  
 Triples \_\_\_\_\_

- TRANSPORT PREP**
- Live Loading \_\_\_\_\_
  - # of E-Tracks \_\_\_\_\_
  - Split Walkboards \_\_\_\_\_
  - Float Load \_\_\_\_\_
  - Retail \_\_\_\_\_
  - Distribution \_\_\_\_\_
  - Cross Dock \_\_\_\_\_

**EQUIPMENT DIMENSION**  
 (Inches)  
 ➔ Length \_\_\_\_\_"  
 ➔ Floor Height \_\_\_\_\_"  
 ➔ Width \_\_\_\_\_"  
 ➔ Int. Height \_\_\_\_\_  
 ➔ Ext. Height \_\_\_\_\_  
 ➔ Light Weight \_\_\_\_\_

**FLATBED TRUCK**

**SHIPPER  
 PREFERRED  
 CHOICE**  
 Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

**AXLES  
 PREFERRED**  
 # of Axles \_\_\_\_\_

- TRANSPORT PREP**
- Sheetrock Delivery \_\_\_\_\_
  - Concrete Delivery \_\_\_\_\_
  - Lumber Delivery \_\_\_\_\_
  - Landscaping Goods \_\_\_\_\_
  - Roofing Delivery \_\_\_\_\_
  - Tarp Delivery \_\_\_\_\_

**EQUIPMENT DIMENSION**  
 (Inches)  
 ➔ Length \_\_\_\_\_"  
 ➔ Floor Height \_\_\_\_\_"  
 ➔ Width \_\_\_\_\_"  
 ➔ Ext. Height \_\_\_\_\_  
 ➔ Light Weight \_\_\_\_\_

**TRUCK  
 ASSESSORIES**

Piggy Back \_\_\_\_\_  
 Crane \_\_\_\_\_  
 Roll Back \_\_\_\_\_  
 Roll Off \_\_\_\_\_

**TYPE OF BUILDING  
 DELIVERY**

- New Construction \_\_\_\_\_
- Remodal \_\_\_\_\_
- Freight Elevator \_\_\_\_\_
- New Construction \_\_\_\_\_
- Remodel \_\_\_\_\_
- Rooftop \_\_\_\_\_
- Open Sides \_\_\_\_\_

**STRAIGHT  
 TRUCK**  
 (Dry Freight)

**SHIPPER  
 PREFERRED  
 CHOICE**  
 Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

**AXLES  
 PREFERRED**  
 # of Axles \_\_\_\_\_

- TRANSPORT PREP**
- Appliances Delivery \_\_\_\_\_
  - Furniture Delivery \_\_\_\_\_
  - Restaurant Delivery \_\_\_\_\_
  - Retail Delivery \_\_\_\_\_
  - Residential Delivery \_\_\_\_\_

**EQUIPMENT DIMENSION**  
 (Inches)  
 ➔ Length \_\_\_\_\_"  
 ➔ Floor Height \_\_\_\_\_"  
 ➔ Width \_\_\_\_\_"  
 ➔ Int. Height \_\_\_\_\_

➤ Commercial Delivery \_\_\_\_

➔ Ext. Height \_\_\_\_

➔ Light Weight \_\_\_\_

**TYPE OF LOGISTICS CARRIER**

➤ 3PL \_\_\_\_

➤ Cross Dock \_\_\_\_

➤ Installer \_\_\_\_

➤ Recycling \_\_\_\_

**STRAIGHT TRUCK**

(Refrigerated)

**SHIPPER PREFERRED CHOICE**

Yes \_\_\_\_

No \_\_\_\_

Don't Care \_\_\_\_

**AXLES PREFERRED**

# of Axles \_\_\_\_

**TRANSPORT PREP**

Temperature Preferred \_\_\_\_°

➤ Dairy Products \_\_\_\_

➤ Vegetable Products \_\_\_\_

➤ Fruits Products \_\_\_\_

➤ Seafood Products \_\_\_\_

➤ Meats \_\_\_\_

➤ Other \_\_\_\_

**EQUIPMENT DIMENSION (Inches)**

➔ Length \_\_\_\_"

➔ Floor Height \_\_\_\_"

➔ Width \_\_\_\_"

➔ Int. Height \_\_\_\_

➔ Ext. Height \_\_\_\_

➔ Light Weight \_\_\_\_

**TYPE OF LOGISTICS CARRIER**

➤ Restaurant \_\_\_\_

➤ Vendor \_\_\_\_

➤ Nursery \_\_\_\_

➤ Pharmaceutical \_\_\_\_

➤ Other \_\_\_\_

**REFRIGERATED**

**SHIPPER PREFERRED CHOICE**

Yes \_\_\_\_

No \_\_\_\_

Don't Care \_\_\_\_

**AXLES PREFERRED**

# of Axles \_\_\_\_

**TRANSPORT PREP**

Temperature Preferred \_\_\_\_°

➤ Dairy Products \_\_\_\_

➤ Vegetable Products \_\_\_\_

➤ Fruits Products \_\_\_\_

➤ Seafood Products \_\_\_\_

➤ Meats \_\_\_\_

➤ Other \_\_\_\_

**EQUIPMENT DIMENSION (Inches)**

➔ Length \_\_\_\_"

➔ Floor Height \_\_\_\_"

➔ Width \_\_\_\_"

➔ Int. Height \_\_\_\_

➔ Ext. Height \_\_\_\_

➔ Light Weight \_\_\_\_

**FLATBED (Conestoga Option)**

**SHIPPER PREFERRED CHOICE**

Yes \_\_\_\_

No \_\_\_\_

Don't Care \_\_\_\_

**AXLES PREFERRED**

# of Axles \_\_\_\_

**TRANSPORT PREP**

➤ Sheetrock Delivery \_\_\_\_

➤ Concrete Delivery \_\_\_\_

➤ Lumber Delivery \_\_\_\_

➤ Landscaping Goods \_\_\_\_

➤ Roofing Delivery \_\_\_\_

➤ Metals Delivery \_\_\_\_

**EQUIPMENT DIMENSION (Inches)**

➔ Length \_\_\_\_"

➔ Floor Height \_\_\_\_"

➔ Width \_\_\_\_"

➔ Ext. Height \_\_\_\_

➔ Light Weight \_\_\_\_

**TYPE OF BUILDING DELIVERY**

➤ Tarp Requirement \_\_\_\_

**STEP DECK**  
(Conestoga Option)

**SHIPPER  
PREFERRED  
CHOICE**  
Yes \_\_\_\_\_  
No \_\_\_\_\_  
Don't Care \_\_\_\_\_

**AXLES  
PREFERRED**  
# of Axles \_\_\_\_\_

- TRANSPORT PREP**
- Heavy Equipment Del. \_\_\_\_\_
  - Farming Delivery \_\_\_\_\_
  - Vehicle Delivery \_\_\_\_\_
  - HVAC Delivery \_\_\_\_\_
  - Electrical Delivery \_\_\_\_\_
  - Mechanical Delivery \_\_\_\_\_
  - Fabrication Delivery \_\_\_\_\_

**EQUIPMENT DIMENSION**  
(Inches)  
→ Length \_\_\_\_\_"  
→ Floor Height \_\_\_\_\_"  
→ Width \_\_\_\_\_"  
→ Ext. Height \_\_\_\_\_"  
Light Weight \_\_\_\_\_ lbs.

**TYPE OF LOGISTIC MOVE**

- Overweight Permit \_\_\_\_\_
- Over Length Permit \_\_\_\_\_
- Over Width Permit \_\_\_\_\_
- Over Height Permit \_\_\_\_\_
- # of Pilot Cars \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**MECHANICAL  
REMOVAL  
GOOSENECK**  
(RGN)

**SHIPPER  
PREFERRED  
CHOICE**  
Yes \_\_\_\_\_  
No \_\_\_\_\_  
Don't Care \_\_\_\_\_

**AXLES  
PREFERRED**  
# of Axles \_\_\_\_\_

**TYPE OF RGN  
TRAILER**  
Mini Deck \_\_\_\_\_  
Double Drop \_\_\_\_\_  
Sliding Axle \_\_\_\_\_

- TRANSPORT PREP**
- Heavy Equipment Del. \_\_\_\_\_
  - Farming Delivery \_\_\_\_\_
  - Vehicle Delivery \_\_\_\_\_
  - HVAC Delivery \_\_\_\_\_
  - Electrical Delivery \_\_\_\_\_
  - Mechanical Delivery \_\_\_\_\_
  - Fabrication Delivery \_\_\_\_\_

**EQUIPMENT DIMENSION**  
(Inches)  
→ Length \_\_\_\_\_"  
→ Floor Height \_\_\_\_\_"  
→ Width \_\_\_\_\_"  
→ Ext. Height \_\_\_\_\_"  
→ Light Weight \_\_\_\_\_

**TYPE OF LOGISTIC MOVE**

- Overweight Permit \_\_\_\_\_
- Over Length Permit \_\_\_\_\_
- Over Width Permit \_\_\_\_\_
- Over Height Permit \_\_\_\_\_
- # of Pilot Cars \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**NOTE:** If the Carrier crosses into Canada at any US Border Station you can delay the shipment indefinitely with a lowboy setup of 3+1 (45-Ton RGN) Mini Deck with a single booster axle. The Carrier needs to change his trailer. It will require leaving the trailer in a secure location until returned. It best to hire the right equipment

**LOWBOY**

**SHIPPER  
PREFERRED**

**LOWBOY  
PREFERRED**

- TRANSPORT PREP**
- Heavy Equipment Del. \_\_\_\_\_

**EQUIPMENT DIMENSION**  
(Inches)

(RGN)

**CHOICE**  
 Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

**NOTE:** If the Carrier crosses into Canada at any US Border Station you can not have access to 3+1, 4+1 only Quad Axles Lowboy with jeep or booster needs to be Tandem Axle or Tridem Axle Jeeps or Booster to cross into Canada

**NOTE:** If the shipper or receiver is in a sound ordinance area. It might be best if you request a pony motor instead of Hydraulic (PTO)

**NOTE:** In Most Locations it is feasible on East Coast and Mid-West to have Tridem (55k - West Virginia on Tridems / North Carolina 60k on Tridems You many only get 8k additional weight on Quads (the weight of axle and sometimes length is not feasible to add \$4k to add an axle.

# of Axles \_\_\_\_\_

**LOWBOY**  
**AXLES 3+1 or Quads**

50-Ton \_\_\_\_\_  
 55-Ton \_\_\_\_\_  
 # of Axles \_\_\_\_\_

**LOWBOY**  
**AXLES 2+3+2, 3+2, 4+1 or Cinco**

60-Ton \_\_\_\_\_  
 62.5-Ton \_\_\_\_\_  
 65-Ton \_\_\_\_\_  
 # of Axles \_\_\_\_\_

**LOWBOY**  
**AXLES 3+3+2, 3+3+3, Triple 16**  
 70-Ton \_\_\_\_\_  
 75-Ton \_\_\_\_\_  
 80-Ton \_\_\_\_\_  
 85-Ton \_\_\_\_\_  
 # of Axles \_\_\_\_\_

**LOWBOY**  
**AXLES**  
**3+3+3+3,**  
 100-Ton \_\_\_\_\_  
 # of Axles \_\_\_\_\_

- > Farming Delivery \_\_\_\_\_
- > Vehicle Delivery \_\_\_\_\_
- > HVAC Delivery \_\_\_\_\_
- > Electrical Delivery \_\_\_\_\_
- > Mechanical Delivery \_\_\_\_\_
- > Fabrication Delivery \_\_\_\_\_

- Length \_\_\_\_\_"
- Floor Height \_\_\_\_\_"
- Width \_\_\_\_\_"
- Int. Height \_\_\_\_\_
- Ext. Height \_\_\_\_\_
- Light Weight \_\_\_\_\_

**TYPE OF LOGISTIC MOVE**

- > Overweight Permit \_\_\_\_\_
- > Over Length Permit \_\_\_\_\_
- > Over Width Permit \_\_\_\_\_
- > Over Height Permit \_\_\_\_\_
- > # of Pilot Cars \_\_\_\_\_
  - o \_\_\_\_\_
  - o \_\_\_\_\_
  - o \_\_\_\_\_
  - o \_\_\_\_\_

**MODULAR AND EXTENDABLE TRAILERS**

- Extendable Trailers Type**
- Flatbed \_\_\_\_\_
  - Step Deck \_\_\_\_\_
  - Mini Deck \_\_\_\_\_
  - Lowboys \_\_\_\_\_
  - Expanding Frame \_\_\_\_\_
  - Blade \_\_\_\_\_
  - Dual Lane \_\_\_\_\_

**SHIPPER PREFERRED CHOICE**  
 Yes \_\_\_\_\_  
 No \_\_\_\_\_  
 Don't Care \_\_\_\_\_

**NOTE:** If the route has an intersection that does not have a median and the trailer does not have rear steer. The Road has to be

**AXLES PREFERRED**  
 # of Axles \_\_\_\_\_

**Dual Lane Highway Requirements**

Max. Length of Trailer 72'  
 Max. Width of Trailer 18'

**Single Lane Roadway**

**TRANSPORT PREP**

- > Modular Homes \_\_\_\_\_
- > Wind Turbines \_\_\_\_\_
- > Freight Railcars \_\_\_\_\_
- > Subway Railcars \_\_\_\_\_
- > Fabrication Metals \_\_\_\_\_
- > Fabrication Concrete \_\_\_\_\_
- > Building Truss \_\_\_\_\_
- > Other \_\_\_\_\_

**TYPE OF LOGISTIC MOVE**

- > Overweight Permit \_\_\_\_\_
- > Over Length Permit \_\_\_\_\_

**EQUIPMENT DIMENSION (Inches)**

- Length \_\_\_\_\_"
- Floor Height \_\_\_\_\_"
- Width \_\_\_\_\_"
- Ext. Height \_\_\_\_\_
- Light Weight \_\_\_\_\_

Schnable System\_\_

at least 1/2 the length of the trailer to make a turn without damaging homeowners or state property. The road the carrier is on has to be 1/2 the width of the trailer length. Or Heavy Duty Wrecker is required or the permit will not pass the Structural Engineer with a high quote. This is another 14 Hour Window or more for the whole pilot car team to travel. The quote can Jump \$10k or more

**Requirements**

Max. Length of Trailer 48'

Max. Width of Trailer 12'

**Railroad Crossing Requirements**

Double Tracks

Max. Length of Axles Group without bottom out 16'

Spacing Between Axle Group'

Min. Height of Ground

Clearance 6"

Ground Clearance without bottom out

> Over Width Permit     

> Over Height Permit     

> # of Pilot Cars     

- o \_\_\_\_\_
- o \_\_\_\_\_
- o \_\_\_\_\_
- o \_\_\_\_\_

## ***SERVICES OFFERED***

***BONDED***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***HAZMAT  
CERTIFIED***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***INTERMODAL***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***SMARTWAY  
PARTNER***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***TWIC CARD***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***TEAM  
DRIVERS***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***SOLO  
DRIVERS***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***LESS THAN  
TRUCKLOAD***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***LOGISTICS  
TRAILERS***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***DRAYAGE***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***AIR RIDE***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***PALLET  
EXCHANGE***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***CURTAINSIDE***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

***LIFTGATE***

Yes \_\_\_ No \_\_\_

Comments \_\_\_\_\_

## ORIGIN & DESTINATION DATA

<p><b>ALL STATES</b></p> <p>Over The Road 21-Days Data</p>	<p style="text-align: center;"><b>Lower 48 States</b></p> <p style="text-align: center;"><b>Income Data for 21-Days OTR</b></p> <p>Income Mileage - <u>7,236 Miles</u></p> <p>Income Driving Hours - <u>180.9 Hours</u></p> <p>Income Days - <u>19 Days Profit</u></p> <p>Income Billing Hours - <u>266 Hours</u></p> <p style="text-align: center;"><b>Capital Data for 21-Days OTR</b></p> <p>Average Mileage Traveled - <u>8,186 Miles</u></p> <p>Deadhead to Shipper Avg. <u>253 Miles</u></p> <p>Average Delivery Mileage - <u>2,412 Miles</u></p> <p>Average Jobs Completed - <u>3 Jobs</u></p> <p>Flatbed Avg. Income</p> <ul style="list-style-type: none"> <li>➤ Avg. Rate - <u>\$2.45 per mile</u></li> <li>➤ Avg. Daily Rate - <u>\$844.20</u></li> <li>➤ Avg. Per Load - <u>\$5,909.40</u></li> </ul> <p>Dry Van Avg. Income</p> <ul style="list-style-type: none"> <li>➤ Avg. Rate - <u>\$2.04 per mile</u></li> <li>➤ Avg. Daily Rate - <u>\$702.92</u></li> <li>➤ Avg. Per Load - <u>\$4,920.49</u></li> </ul> <p>Reefer Avg. Income</p> <ul style="list-style-type: none"> <li>➤ Avg. Rate - <u>\$2.42 per mile</u></li> <li>➤ Avg. Daily Rate - <u>\$833.86</u></li> <li>➤ Avg. Per Load - <u>\$5,837.04</u></li> </ul>	<p style="text-align: center;"><b>ROCKY MOUNT, NC TO FAR POINTS</b> (Mileage)</p> <p style="text-align: center;">325° -North West Washington State</p> <p>Mileage - <u>2,325 Miles</u></p> <p>Driving Hours - <u>58.125 Hours</u></p> <p>ETA to Washington State - <u>6.45 Days</u></p> <p>Hourly Charges Estimate - <u>90.4 Billing Hours</u></p> <p style="text-align: center;">210° -South West Texas</p> <p>Mileage - <u>1,472.5 Miles</u></p> <p>Driving Hours - <u>36.81 Hours</u></p> <p>ETA to Texas - <u>4.09 Days</u></p> <p>Hourly Charges Estimate - <u>57.2 Billing Hours</u></p> <p style="text-align: center;">180° -South Key West, Florida</p> <p>Mileage - <u>852.5 Miles</u></p> <p>Driving Hours - <u>21.31 Hours</u></p> <p>ETA to Washington State - <u>2.36 Days</u></p> <p>Hourly Charges Estimate - <u>33.1 Billing Hours</u></p> <p style="text-align: center;">30° -North East Maine</p> <p>Mileage - <u>930 Miles</u></p> <p>Driving Hours - <u>23.25 Hours</u></p> <p>ETA to Maine - <u>2.58 Days</u></p> <p>Hourly Charges Estimate - <u>36.1 Billing Hours</u></p>	<p style="text-align: center;"><b>NORTH CAROLINA LOGISTICS RATES DATA</b> (11/16/2025)</p> <p style="text-align: center;"><b>Flatbed</b></p> <p>West Rate - <u>\$2.19 per mile</u></p> <p>Midwest Rate - <u>\$2.58 per mile</u></p> <p>Gulf Coast Rate - <u>\$2.54 per mile</u></p> <p>South Rate - <u>\$2.63 per mile</u></p> <p>East Coast Rate - <u>\$2.33 per mile</u></p> <p style="text-align: center;"><b>Dry Van</b></p> <p>West Rate - <u>\$2.10 per mile</u></p> <p>Midwest Rate - <u>\$2.27 per mile</u></p> <p>Gulf Coast Rate - <u>\$1.99 per mile</u></p> <p>South Rate - <u>\$1.95 per mile</u></p> <p>East Coast Rate - <u>\$1.89 per mile</u></p> <p style="text-align: center;"><b>Reefer</b></p> <p>West Rate - <u>\$2.57 per mile</u></p> <p>Midwest Rate - <u>\$2.87 per mile</u></p> <p>Gulf Coast Rate - <u>\$2.34 per mile</u></p> <p>South Rate - <u>\$2.14 per mile</u></p> <p>East Coast Rate - <u>\$2.21 per mile</u></p>
<p><b>ZONE 0</b></p>	<p style="text-align: center;"><b>Connecticut Maine Massachusetts New Jersey</b></p>	<p style="text-align: center;"><b>FROM ROCKY MOUNT, NC DATA</b></p> <p style="text-align: center;">30° -North East</p>	<p style="text-align: center;"><b>NORTH CAROLINA LOGISTICS RATES DATA</b> (11/16/2025)</p>

32 - Naomi Jeanette Robinson Logistic Group - Rocky Mount, NC

**New Hampshire  
Rhode Island  
Vermont**

**Income Data for 21-Days OTR**  
Income Mileage - 7,569 Miles  
Income Driving Hours - 189.2 Hours  
Income Days - 21 Days Profit  
Income Billing Hours - 294.3 Hours

**Capital Data for 21-Days OTR**  
Average Mileage Traveled - 8,619 Miles  
Deadhead to Shipper Avg. 50 Miles  
Average Delivery Mileage - 360 Miles  
Average Jobs Completed - 21 Jobs  
Flatbed Avg. Income  
➤ Avg. Rate - \$2.45 per mile  
➤ Avg. Daily Rate - \$882.00  
➤ Avg. Per Load - \$882.00  
Dry Van Avg. Income  
➤ Avg. Rate - \$2.04 per mile  
➤ Avg. Daily Rate - \$734.40  
➤ Avg. Per Load - \$734.40  
Reefer Avg. Income  
➤ Avg. Rate - \$2.42 per mile  
➤ Avg. Daily Rate - \$871.20  
Avg. Per Load - \$871.20

**Maine**  
Mileage - 930 Miles  
Driving Hours - 23.25 Hours  
ETA to Maine - 2.58 Days  
Hourly Charges Estimate - 36.1 Billing Hours

**Flatbed**  
East Coast Rate - \$2.33 per mile

**Dry Van**  
East Coast Rate - \$1.89 per mile

**Reefer**  
East Coast Rate - \$2.21 per mile

**ZONE 1**

**Delaware  
New York  
Pennsylvania**

**Income Data for 21-Days OTR**  
Income Mileage - 7,569 Miles  
Income Driving Hours - 189.2 Hours

**FROM ROCKY MOUNT, NC  
DATA**

30° -North East  
**Maine**  
Mileage - 930 Miles  
Driving Hours - 23.25 Hours

**NORTH CAROLINA LOGISTICS  
RATES DATA  
(11/16/2025)**

**Flatbed**  
East Coast Rate - \$2.33 per mile

33 - Naomi Jeanette Robinson Logistic Group - Rocky Mount, NC

Income Days - 21 Days Profit  
Income Billing Hours - 294.3 Hours

**Capital Data for 21-Days OTR**

Average Mileage Traveled - 8,619 Miles  
Deadhead to Shipper Avg. 50 Miles  
Average Delivery Mileage - 360 Miles  
Average Jobs Completed - 21 Jobs

Flatbed Avg. Income

- Avg. Rate - \$2.45 per mile
- Avg. Daily Rate - \$882.00
- Avg. Per Load - \$882.00

Dry Van Avg. Income

- Avg. Rate - \$2.04 per mile
- Avg. Daily Rate - \$734.40
- Avg. Per Load - \$734.40

Reefer Avg. Income

- Avg. Rate - \$2.42 per mile
- Avg. Daily Rate - \$871.20
- Avg. Per Load - \$871.20

ETA to Maine - 2.58 Days  
Hourly Charges Estimate - 36.1 Billing Hours

**Dry Van**  
East Coast Rate - \$1.89 per mile

**Reefer**  
East Coast Rate - \$2.21 per mile

**ZONE 2**

**Maryland  
North Carolina  
South Carolina  
Virginia  
West Virginia**

**Income Data for 21-Days OTR**  
Income Mileage - 8,100 Miles  
Income Driving Hours - 162 Hours  
Income Days - 21 Days Profit

**FROM ROCKY MOUNT, NC  
DATA**

30° -North East  
Maine  
Mileage - 930 Miles  
Driving Hours - 23.25 Hours  
ETA to Maine - 2.58 Days  
Hourly Charges Estimate - 36.1 Billing Hours

**NORTH CAROLINA LOGISTICS  
RATES DATA  
(11/16/2025)**

**Flatbed**  
East Coast Rate - \$2.33 per mile

**Dry Van**  
East Coast Rate - \$1.89 per mile

34 - Naomi Jeanette Robinson Logistic Group - Rocky Mount, NC

Income Billing Hours - 294.3 Hours

**Capital Data for 21-Days OTR**

Average Mileage Traveled - 8,625

Miles

Deadhead to Shipper Avg. 25 Miles

Average Delivery Mileage - 385 Miles

Average Jobs Completed - 21 Jobs

Flatbed Avg. Income

➤ Avg. Rate - \$2.45 per mile

➤ Avg. Daily Rate - \$943.25

➤ Avg. Per Load - \$943.25

Dry Van Avg. Income

➤ Avg. Rate - \$2.04 per mile

➤ Avg. Daily Rate - \$786.85

➤ Avg. Per Load - \$786.85

Reefer Avg. Income

➤ Avg. Rate - \$2.42 per mile

➤ Avg. Daily Rate - \$933.42

Avg. Per Load - \$933.42

**Reefer**

East Coast Rate - \$2.21 per mile

**ZONE 3**

**Alabama  
Florida  
Georgia  
Mississippi  
Tennessee**

**Income Data for 21-Days OTR**

Income Mileage - 9,372 Miles

Income Driving Hours - 187 Hours

Income Days - 11 Days Profit

Income Billing Hours - 154 Hours

**Capital Data for 21-Days OTR**

**ROCKY MOUNT, NC  
TO FAR POINTS  
(Mileage)**

180° -South

Key West, Florida

Mileage - 852.5 Miles

Driving Hours - 21.31 Hours

ETA to Florida Keys - 2.36 Days

Hourly Charges Estimate - 33.1

Billing Hours

**NORTH CAROLINA LOGISTICS  
RATES DATA  
(11/16/2025)**

**Flatbed**

South Rate - \$2.63 per mile

**Dry Van**

South Rate - \$1.95 per mile

**Reefer**

South Rate - \$2.14 per mile

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*Average Mileage Traveled - 9,922  
Miles  
Deadhead to Shipper Avg. 50 Miles  
Average Delivery Mileage - 852 Miles  
Average Jobs Completed - 11 Jobs  
Flatbed Avg. Income  
➤ Avg. Rate - \$2.45 per mile  
➤ Avg. Daily Rate - \$1,093.40  
➤ Avg. Per Load - \$2,088.06  
Dry Van Avg. Income  
➤ Avg. Rate - \$2.04 per mile  
➤ Avg. Daily Rate - \$910.42  
➤ Avg. Per Load - \$1,738.08  
Reefer Avg. Income  
➤ Avg. Rate - \$2.42 per mile  
➤ Avg. Daily Rate - \$1,080.01  
Avg. Per Load - \$2,061.84*

<b>ZONE 4</b>	<b>Indiana Kentucky Michigan Ohio</b>	<b>FROM ROCKY MOUNT, NC DATA</b>	<b>NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025)</b>
		315° -North West Michigan	<b>Flatbed</b>
	<b>Income Data for 21-Days OTR</b>	Mileage - <u>775 Miles</u>	Midwest Rate - <u>\$2.58 per mile</u>
	Income Mileage - <u>8,520 Miles</u>	Driving Hours - <u>17.2 Hours</u>	
	Income Driving Hours - <u>189.3 Hours</u>	ETA to Michigan - <u>1.91 Days</u>	<b>Dry Van</b>
	Income Days - <u>10 Days Profit</u>	Hourly Charges Estimate - <u>26.7</u>	Midwest Rate - <u>\$2.27 per mile</u>
	Income Billing Hours - <u>140 Hours</u>	<u>Billing Hours</u>	
	<b>Capital Data for 21-Days OTR</b>		<b>Reefer</b>
	Average Mileage Traveled - <u>9,069</u>		Midwest Rate - <u>\$2.87 per mile</u>
	<u>Miles</u>		
	Deadhead to Shipper Avg. <u>50 Miles</u>		

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*Average Delivery Mileage - 852 Miles*

*Average Jobs Completed - 10 Jobs*

*Flatbed Avg. Income*

➤ *Avg. Rate - \$2.45 per mile*

➤ *Avg. Daily Rate - \$994.00*

➤ *Avg. Per Load - \$2,087.40*

*Dry Van Avg. Income*

➤ *Avg. Rate - \$2.04 per mile*

➤ *Avg. Daily Rate - \$827.65*

➤ *Avg. Per Load - \$1,738.00*

*Reefer Avg. Income*

➤ *Avg. Rate - \$2.42 per mile*

➤ *Avg. Daily Rate - \$981.82*

*Avg. Per Load - \$2,061.84*

**ZONE 5**

**Iowa  
Minnesota  
Montana  
North Dakota  
South Dakota  
Wisconsin**

***Income Data for 21-Days OTR***  
*Income Mileage - 9,300 Miles*  
*Income Driving Hours - 186.0 Hours*  
*Income Days - 5 Days Profit*  
*Income Billing Hours - 71.8 Hours*

***Capital Data for 21-Days OTR***  
*Average Mileage Traveled - 9,550 Miles*  
*Deadhead to Shipper Avg. 50 Miles*

**FROM ROCKY MOUNT, NC  
DATA**

300° - Northwest  
Montana  
*Mileage - 1,860 Miles*  
*Driving Hours - 37.2 Hours*  
*ETA to Montana - 4.13 Days*  
*Hourly Charges Estimate - 57.8 Billing Hours*

**NORTH CAROLINA LOGISTICS  
RATES DATA  
(11/16/2025)**

***Flatbed***  
*Midwest Rate - \$2.58 per mile*

***Dry Van***  
*Midwest Rate - \$2.27 per mile*

***Reefer***  
*Midwest Rate - \$2.87 per mile*

Average Delivery Mileage - 1,860

Miles

Average Jobs Completed - 5 Jobs

Flatbed Avg. Income

➤ Avg. Rate - \$2.45 per mile

➤ Avg. Daily Rate - \$1,085.00

➤ Avg. Per Load - \$4,557.00

Dry Van Avg. Income

➤ Avg. Rate - \$2.04 per mile

➤ Avg. Daily Rate - \$903.42

➤ Avg. Per Load - \$3,794.40

Reefer Avg. Income

➤ Avg. Rate - \$2.42 per mile

➤ Avg. Daily Rate - \$1,071.71

Avg. Per Load - \$4,501.20

**ZONE 6**

**Illinois  
Kansas  
Missouri  
Nebraska**

**FROM ROCKY MOUNT, NC  
DATA**

290° - Northwest  
Nebraska

Mileage - 1,395 Miles

Driving Hours - 27.9 Hours

ETA to Nebraska - 3.1 Days

Hourly Charges Estimate - 43.4

Billing Hours

**NORTH CAROLINA LOGISTICS  
RATES DATA  
(11/16/2025)**

**Flatbed**

Midwest Rate - \$2.58 per mile

**Dry Van**

Midwest Rate - \$2.27 per mile

**Reefer**

Midwest Rate - \$2.87 per mile

**Income Data for 21-Days OTR**

Income Mileage - 8,370 Miles

Income Driving Hours - 186.0 Hours

Income Days - 6 Days Profit

Income Billing Hours - 71.8 Hours

**Capital Data for 21-Days OTR**

Average Mileage Traveled - 8,670

Miles

Deadhead to Shipper Avg. 50 Miles

Average Delivery Mileage - 1,395

Miles

Average Jobs Completed - 6 Jobs

Flatbed Avg. Income

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- Avg. Rate - \$2.45 per mile
  - Avg. Daily Rate - \$976.50
  - Avg. Per Load - \$3,417.75
- Dry Van Avg. Income*
- Avg. Rate - \$2.04 per mile
  - Avg. Daily Rate - \$813.08
  - Avg. Per Load - \$2,845.80
- Reefer Avg. Income*
- Avg. Rate - \$2.42 per mile
  - Avg. Daily Rate - \$964.54
  - Avg. Per Load - \$3,375.90

<b>ZONE 7</b>	<p><b>Arkansas</b> <b>Louisiana</b> <b>Oklahoma</b> <b>Texas</b></p>	<p><b>FROM ROCKY MOUNT, NC</b> <b>DATA</b></p> <p>210° -South West Texas</p>	<p><b>NORTH CAROLINA LOGISTICS</b> <b>RATES DATA</b> (11/16/2025)</p>
	<p><b>Income Data for 21-Days OTR</b></p> <p><u>Income Mileage - 7,362 Miles</u> <u>Income Driving Hours - 147.0 Hours</u> <u>Income Days - 5 Days Profit</u> <u>Income Billing Hours - 71.8 Hours</u></p>	<p><u>Mileage - 1,472.5 Miles</u> <u>Driving Hours - 36.81Hours</u> <u>ETA to Texas - 4.09 Days</u> <u>Hourly Charges Estimate - 57.2</u> <u>Billing Hours</u></p>	<p><b>Flatbed</b> <u>Gulf Coast Rate - \$2.54 per mile</u></p> <p><b>Dry Van</b> <u>Gulf Coast Rate - \$1.99 per mile</u></p> <p><b>Reefer</b> <u>Gulf Coast Rate - \$2.34 per mile</u></p>
	<p><b>Capital Data for 21-Days OTR</b></p> <p><u>Average Mileage Traveled - 7,612</u> <u>Miles</u> <u>Deadhead to Shipper Avg. 50 Miles</u> <u>Average Delivery Mileage - 1,522</u> <u>Miles</u> <u>Average Jobs Completed - 5 Jobs</u></p> <p><b>Flatbed Avg. Income</b></p> <ul style="list-style-type: none"> <li>➤ <u>Avg. Rate - \$2.45 per mile</u></li> <li>➤ <u>Avg. Daily Rate - \$888.06</u></li> </ul>		

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- *Avg. Per Load - \$3,729.88*
- Dry Van Avg. Income*
  - *Avg. Rate - \$2.04 per mile*
  - *Avg. Daily Rate - \$715.16*
  - *Avg. Per Load - \$3,003.69*
- Reefer Avg. Income*
  - *Avg. Rate - \$2.42 per mile*
  - *Avg. Daily Rate - \$848.38*
  - Avg. Per Load - \$3,563.20*

<p>ZONE 8</p> <p>Arizona Colorado Idaho Nevada New Mexico Utah Wyoming</p> <p><b>Income Data for 21-Days OTR</b>  <i>Income Mileage - <u>7,560 Miles</u></i>  <i>Income Driving Hours - <u>151.2 Hours</u></i>  <i>Income Days - <u>5 Days Profit</u></i>  <i>Income Billing Hours - <u>70.0 Hours</u></i></p> <p><b>Capital Data for 21-Days OTR</b>  <i>Average Mileage Traveled - <u>7,810 Miles</u></i>  <i>Deadhead to Shipper Avg. <u>50 Miles</u></i>  <i>Average Delivery Mileage - <u>1,512 Miles</u></i>  <i>Average Jobs Completed - <u>5 Jobs</u></i>  <i>Flatbed Avg. Income</i></p>	<p><b>FROM ROCKY MOUNT, NC DATA</b></p> <p>210° -South West Texas</p> <p><i>Mileage - <u>1,472.5 Miles</u></i>  <i>Driving Hours - <u>36.81Hours</u></i>  <i>ETA to Texas - <u>4.09 Days</u></i>  <i>Hourly Charges Estimate - <u>57.2</u></i>  <i>Billing Hours</i></p>	<p><b>NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025)</b></p> <p><b>Flatbed</b>  <i>Gulf Coast Rate - <u>\$2.54 per mile</u></i></p> <p><b>Dry Van</b>  <i>Gulf Coast Rate - <u>\$1.99 per mile</u></i></p> <p><b>Reefer</b>  <i>Gulf Coast Rate - <u>\$2.34 per mile</u></i></p>
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- Avg. Rate - \$2.45 per mile
  - Avg. Daily Rate - \$882.00
  - Avg. Per Load - \$3,704.40
- Dry Van Avg. Income
- Avg. Rate - \$2.04 per mile
  - Avg. Daily Rate - \$734.40
  - Avg. Per Load - \$3,084.48
- Reefer Avg. Income
- Avg. Rate - \$2.42 per mile
  - Avg. Daily Rate - \$871.20
  - Avg. Per Load - \$3,659.04

ZONE 9

California  
Oregon  
Washington State

325° -North West  
Washington State

Mileage - 2,325 Miles  
Driving Hours - 58.125 Hours  
ETA to Washington State - 6.45  
Days  
Hourly Charges Estimate - 90.4  
Billing Hours

**NORTH CAROLINA LOGISTICS**  
**RATES DATA**  
(11/16/2025)

**Income Data for 21-Days OTR**  
Income Mileage - 7,568 Miles  
Income Driving Hours - 151.2 Hours  
Income Days - 5 Days Profit  
Income Billing Hours - 70.0 Hours

**Flatbed**  
West Rate - \$2.19 per mile

**Dry Van**  
West Rate - \$2.10 per mile

**Capital Data for 21-Days OTR**  
Average Mileage Traveled - 7,719  
Miles  
Deadhead to Shipper Avg. 50 Miles  
Average Delivery Mileage - 2,522  
Miles  
Average Jobs Completed - 3 Jobs

**Reefer**  
West Rate - \$2.57 per mile

Flatbed Avg. Income

- Avg. Rate - \$2.45 per mile
- Avg. Daily Rate - \$882.00
- Avg. Per Load - \$6,180.53

Dry Van Avg. Income

- Avg. Rate - \$2.04 per mile
- Avg. Daily Rate - \$734.40

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➤ *Avg. Per Load - \$5,146.24*

*Reefer Avg. Income*

➤ *Avg. Rate - \$2.42 per mile*

➤ *Avg. Daily Rate - \$872.12*

*Avg. Per Load - \$6,104.85*

# ***BUSINESS LICENSE***



U.S. Department of Transportation  
Federal Motor Carrier Safety Administration

1200 New Jersey Ave., S.E.  
Washington, DC 20590

**SERVICE DATE**  
**October 22, 2025**

**LICENSE**

**MC-1750730-B**

U.S. DOT No. 4444805

NAOMI JEANETTE ROBINSON LOGISTICS GROUP LLC  
ROCKY MOUNT, NC

This License is evidence of the applicant's authority to engage in operations, in interstate or foreign commerce, as a **broker, arranging for transportation of freight (except household goods)** by motor vehicle.

This authority will be effective as long as the broker maintains insurance coverage for the protection of the public (49 CFR 387) and the designation of agents upon whom process may be served (49 CFR 366). The applicant must also render reasonably continuous and adequate service to the public. Failure to maintain compliance will constitute sufficient grounds for revocation of this authority.

A handwritten signature in blue ink that reads "Jeffrey L. Secrist".

Jeffrey L. Secrist, Division Chief  
Office of Registration

Form **W-9**  
(Rev. March 2024)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer  
Identification Number and Certification**

Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

**Give form to the  
requester. Do not  
send to the IRS.**

**Before you begin.** For guidance related to the purpose of Form W-9, see *Purpose of Form*, below.

Print or type. See Specific Instructions on page 3.	<b>1</b> Name of entity/individual. An entry is required. (For a sole proprietor or disregarded entity, enter the owner's name on line 1, and enter the business/disregarded entity's name on line 2.)		
	<b>2</b> Business name/disregarded entity name, if different from above.		
	<b>3a</b> Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C corporation <input type="checkbox"/> S corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) . . . . . <b>Note:</b> Check the "LLC" box above and, in the entry space, enter the appropriate code (C, S, or P) for the tax classification of the LLC, unless it is a disregarded entity. A disregarded entity should instead check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions)		<b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from Foreign Account Tax Compliance Act (FATCA) reporting code (if any) _____  (Applies to accounts maintained outside the United States.)
	<b>3b</b> If on line 3a you checked "Partnership" or "Trust/estate," or checked "LLC" and entered "P" as its tax classification, and you are providing this form to a partnership, trust, or estate in which you have an ownership interest, check this box if you have any foreign partners, owners, or beneficiaries. See instructions . . . . . <input type="checkbox"/>		
	<b>5</b> Address (number, street, and apt. or suite no.). See instructions.		Requester's name and address (optional)
	<b>6</b> City, state, and ZIP code		
	<b>7</b> List account number(s) here (optional)		

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. See also *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number								
			-			-		
or								
Employer identification number								
			-					

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and, generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person	Date

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**What's New**

Line 3a has been modified to clarify how a disregarded entity completes this line. An LLC that is a disregarded entity should check the appropriate box for the tax classification of its owner. Otherwise, it should check the "LLC" box and enter its appropriate tax classification.

New line 3b has been added to this form. A flow-through entity is required to complete this line to indicate that it has direct or indirect foreign partners, owners, or beneficiaries when it provides the Form W-9 to another flow-through entity in which it has an ownership interest. This change is intended to provide a flow-through entity with information regarding the status of its indirect foreign partners, owners, or beneficiaries, so that it can satisfy any applicable reporting requirements. For example, a partnership that has any indirect foreign partners may be required to complete Schedules K-2 and K-3. See the Partnership Instructions for Schedules K-2 and K-3 (Form 1065).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS is giving you this form because they

## **FUEL & COMMERCIAL INSURANCES EXPENSES**

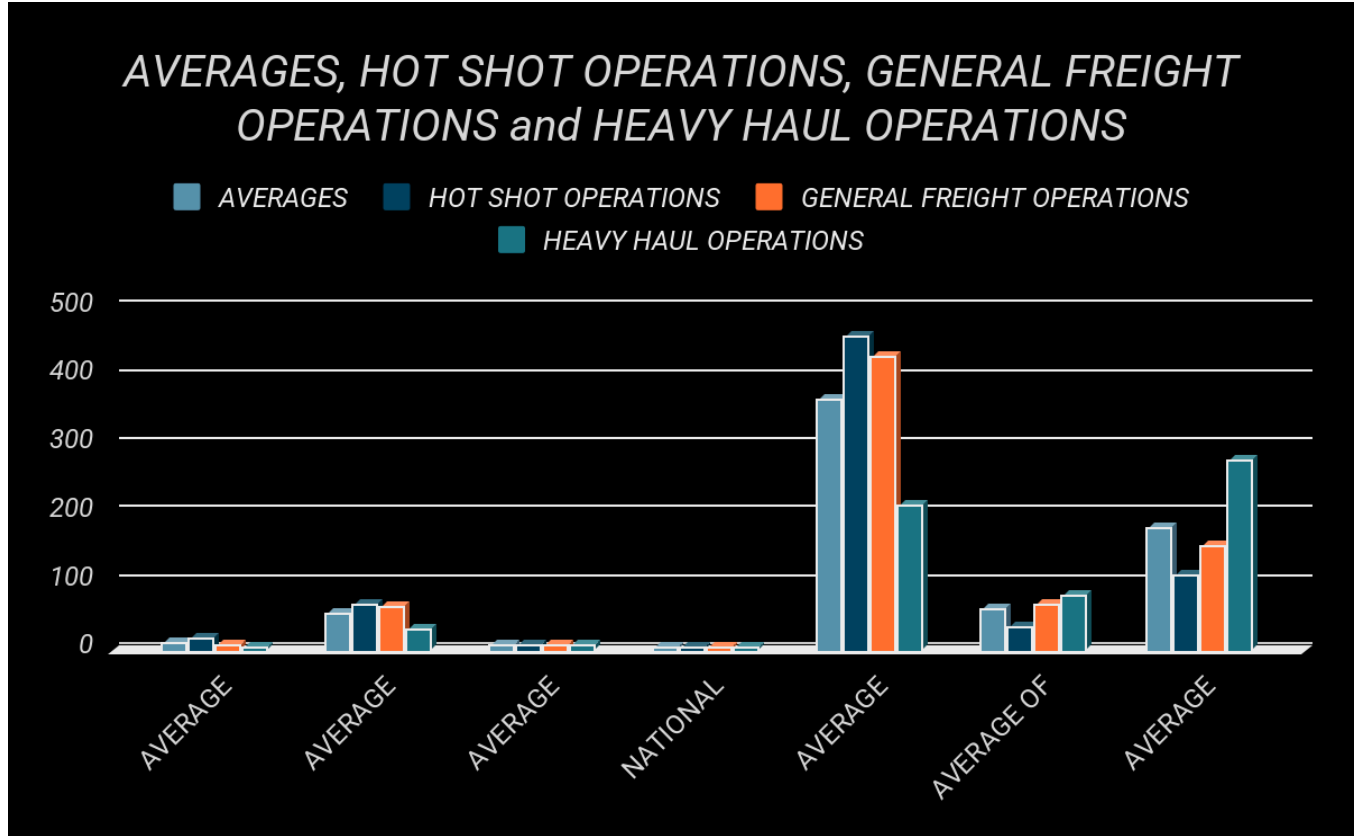
### **NEGOTIATED WITH DELIVERING CARRIER**

Daily Expense Negotiated to: \$392.52 daily

Hourly Expense Negotiated to: \$35.69 hourly

Per Mile Expense Negotiated to: \$1.08 per mile

<b>AVERAGE FUEL RATING</b>	<b>AVERAGE SPEED OF DRIVEN WITH or WITHOUT SHIPMENT (mph)</b>	<b>AVERAGE DAILY DRIVING HOURS (Behind Wheel w/o Traffic Jams)</b>	<b>NATIONAL DIESEL FUEL PRICE (10/17/2025)</b>
Hot Shot Operations → 14 mog			
General Freight Operations → 6.5 mpg	Hot Shot Operations → 63 mph	Hot Shot Operations → 7 Hours	Hot Shot Operations → \$3.66 per gallon
Heavy Haul Operations → 2.7 mpg	General Freight Operations → 61 mph	General Freight Operations → 7 Hours	General Freight Operations → \$3.66 per gallon
	Heavy Haul Operations → 30 mph	Heavy Haul Operations → 7 Hours	Heavy Haul Operations → \$3.66 per gallon
<b>AVERAGE MILEAGE DRIVEN DAILY WITH OR WITHOUT TRAFFIC</b>	<b>AVERAGE OF FUEL CONSUMED DAILY WITH TRAILER &amp; SHIPMENT (Gallons)</b>	<b>AVERAGE DAILY INSURANCE COST TO OPERATE (OTR or Park)</b>	
Hot Shot Operations → 455 Miles	Hot Shot Operations → 32.5 Gallons	Hot Shot Operations → \$108.50 Daily Insurance Expenses	
General Freight Operations → 427 Miles	General Freight Operations → 65.6 Gallons	General Freight Operations → \$150.69 Daily Insurance Expenses	
Heavy Haul Operations → 210 Miles	Heavy Haul Operations → 77.7 Gallons	Heavy Haul Operations → \$273.98 Daily Insurance Expenses	



**BROKER PRICE FLOOR ON AVERAGE FUEL RATING**

7.7 mpg (Broker offered fuel mpg Rating to Carrier)

**BROKER PRICE FLOOR ON AVERAGE DAILY DRIVING HOURS (Behind Wheel w/o Traffic Jams)**

7 average driving hours with speeds at or over 52 mph average

**BROKER PRICE FLOOR ON AVERAGE MILEAGE DRIVEN DAILY WITH OR WITHOUT TRAFFIC**

364 miles for plan route plan daily  
(Daily Route Plan Must be able to Maintain 364 miles per day or notified reason of delay daily)

**BROKER PRICE FLOOR ON AVERAGE DAILY INSURANCE COST TO OPERATE (OTR or Park)**

\$177.76 Commercial Insurance Daily Expenses

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**BROKER PRICE FLOOR ON  
AVERAGE SPEED OF DRIVEN  
WITH or WITHOUT SHIPMENT  
(mph)**

52 mph average speed Carrier will be  
able to maintain in 60 minutes.

**BROKER PRICE FLOOR  
ON NATIONAL DIESEL  
FUEL PRICE (10/17/2025)**

\$3.66 per gallon diesel

**BROKER PRICE FLOOR  
ON AVERAGE OF FUEL  
CONSUMED DAILY WITH  
TRAILER & SHIPMENT  
(Gallons)**

58.6 gallons of fuel to be  
consumed and awarded to  
Carrier for transport

**BROKER PRICE  
FLOOR ON AVERAGE  
DAILY FUEL EXPENSE  
OFFERED TO  
CARRIER  
(10/17/2025 - 10/24/2025)**

\$214.76 Fuel Cost  
Allowance Daily

**AVERAGE DAILY FUEL EXPENSE OFFERED TO  
CARRIER**

(10/17/2025 - 10/24/2025)

\$214.76 Fuel Cost Allowance Daily

## **TIRES EXPENSES NEGOTIATED WITH DELIVERING CARRIER**

Daily Expense Negotiated to: \$36.00 daily

Hourly Expense Negotiated to: \$3.28 hourly

Per Mile Expense Negotiated to: \$0.10 per mile

### **AVERAGE AMOUNT OF TIRES ON VEHICLE TYPE**

Hotshot Operations  
→ 12-Tires  
General Freight Operations  
→ 18-Tires  
Heavy Haul Operations  
→ 24-Tires

### **AVERAGE TIRES PRICES ON COMPLETE UNIT (Michelin Commercial)**

Hotshot Operations  
→ \$300.00 per tire avg.  
General Freight Operations  
→ \$800.00 per tire avg.  
Heavy Haul Operations  
→ \$1,000.00 per tire avg.

### **AVERAGE ANNUAL MILEAGE TRAVELED**

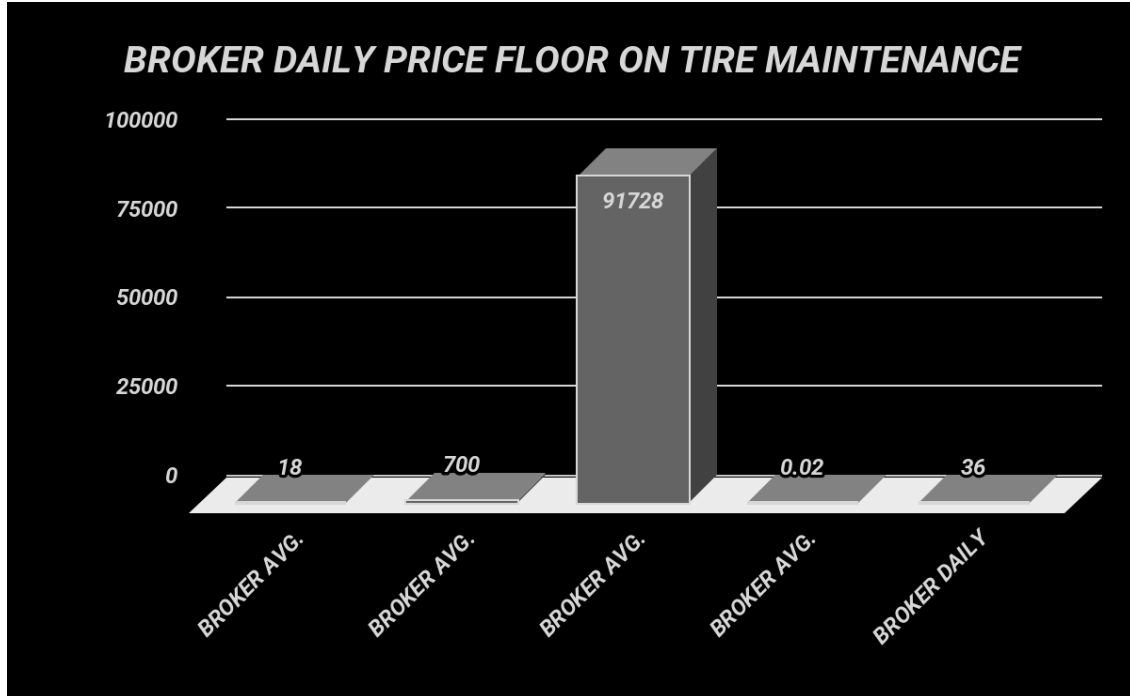
Hotshot Operations  
→ 114,600 annually miles average  
General Freight Operations  
→ 107,604 annually miles average  
Heavy Haul Operations  
→ 52,920 annually miles

### **AVERAGE NORMAL TIRES PERCENTAGE OF DAILY WEAR**

Hotshot Operations  
→ 0.02%  
General Freight Operations  
→ 0.02%  
Heavy Haul Operations  
→ 0.01%

### **AVERAGE TIRE MAINTENANCE EXPENSE DAILY**

Hotshot Operations  
→ \$0.72 daily maintenance  
General Freight Operations  
→ \$2.88 daily maintenance  
Heavy Haul Operations  
→ \$2.40 daily maintenance



***BROKER PRICE FLOOR TIRE PAYOUT FOR MAINTENANCE***

→ 18 tires

***BROKER PRICE FLOOR TIRE PAYOUT (Purchase Price)***

→ \$700.00 per tire

***BROKER PRICE FLOOR EXPECTATION ON A CONTRACT (Mileage)***

→ 91,728 miles

***BROKER PRICE FLOOR ON DAILY TIRE MAINTENANCE (w/o Driver Related Damages)***

→ 0.02% daily wear

***BROKER PRICE FLOOR ON DAILY PAYOUT FOR TIRE MAINTENANCE (w/o Driver Related Damages)***

- \$36.00 daily budget

**SCHEDULE MAINTENANCE EXPENSES NEGOTIATED  
WITH DELIVERING CARRIER**

Daily Expense Negotiated to: \$140.75 daily

Hourly Expense Negotiated to: \$12.80 hourly

Per Mile Expense Negotiated to: \$0.39 per mile

**LUBE AND OIL DAILY  
PERCENTAGES & EXPENSES**

*Hotshot Operations*

→ 0,01%

→ \$5.00 daily

*General Freight Operations*

→ 0,05%

→ \$17.50 daily

*Heavy Haul Operations*

→ 0.02%

→ \$17.50

**BRAKE PADS CONSUMPTION  
DAILY PERCENTAGES &  
EXPENSES**

*Hotshot Operations*

→ 0,01%

→ \$31.92 daily

*General Freight Operations*

→ 0,01%

→ \$71.82 daily

*Heavy Haul Operations*

→ 0.02%

→ \$95.76 daily

**BRAKES ADJUSTMENT AND  
TIRE ROTATION DAILY  
PERCENTAGES & EXPENSES**

*Hotshot Operations*

→ 0,03%

→ \$24.00 daily

*General Freight Operations*

→ 0,03%

→ \$54.00 daily

*Heavy Haul Operations*

→ 0.02%

→ \$72.00

**HVAC FLUSH & WINTERIZED  
DAILY PERCENTAGES &  
EXPENSES**

*Hotshot Operations*

→ 0,01%

→ \$7.94 daily

*General Freight Operations*

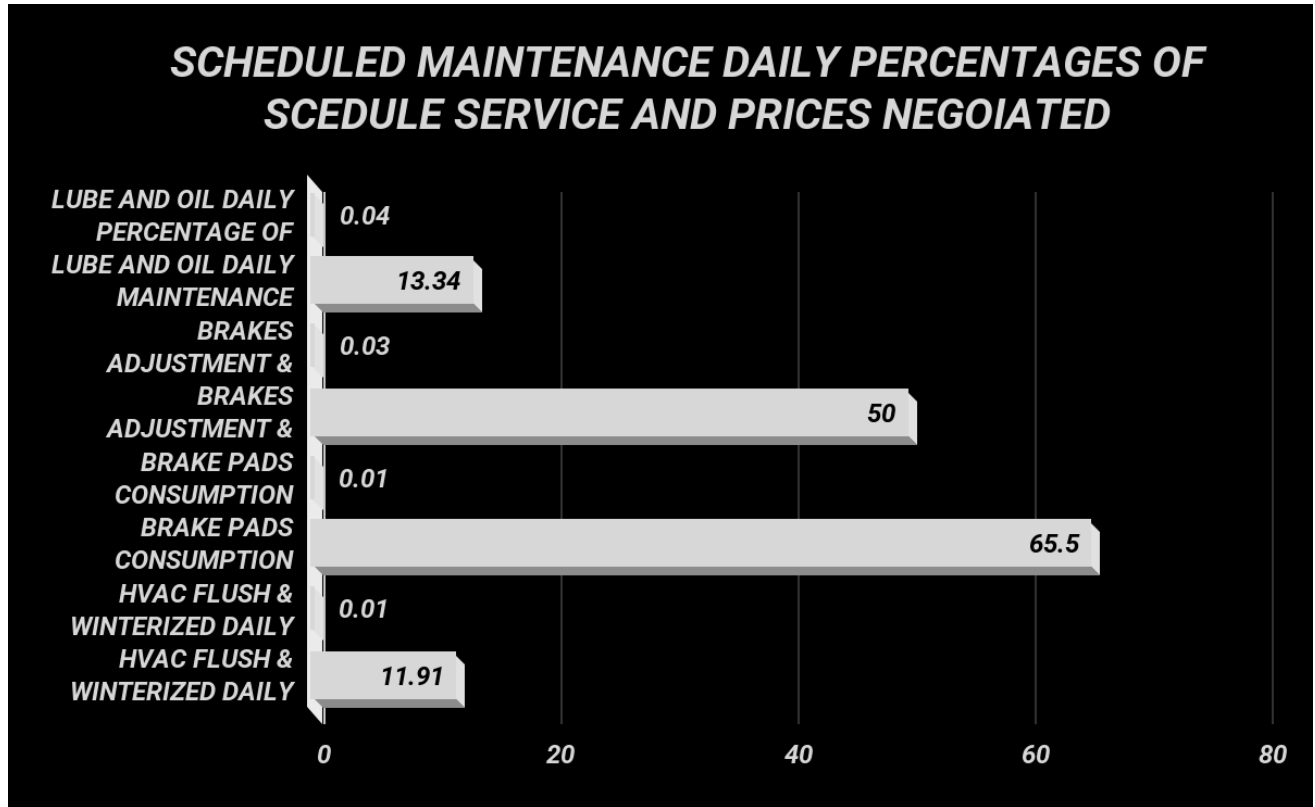
→ 0,01%

→ \$13.89 daily

*Heavy Haul Operations*

→ 0.01%

→ \$13.89 daily



**BROKER & CARRIER  
NEGOTIATED RATES AS A  
PRICE FLOOR ON LUBE & OIL  
DAILY PERCENTAGES AND  
EXPENSES**

- 0.04%
- \$13.34

**BROKER & CARRIER  
NEGOTIATED RATES AS A  
PRICE FLOOR ON BRAKE PADS  
CONSUMPTION DAILY  
PERCENTAGES OF PAD WEAR  
AND EXPENSES**

- 0.01%
- \$65.50

**BROKER & CARRIER  
NEGOTIATED RATES AS A  
PRICE FLOOR ON BRAKES  
ADJUSTMENT & TIRE  
ROTATION DAILY  
PERCENTAGES AND EXPENSES**

- 0.03%
- \$50.00

**BROKER & CARRIER  
NEGOTIATED RATES AS A  
PRICE FLOOR ON HVAC FLUSH  
& WINTERIZED DAILY  
EXPENSES OF DETERIORATION**

- 0.01%
- \$11.91

## ***OTR & COMMUNICATION EXPENSES NEGOTIATED WITH DELIVERING CARRIER***

Daily Expense Negotiated to: **\$359.84 daily**

Hourly Expense Negotiated to: **\$32.72 hourly**

Per Mile Expense Negotiated to: **\$0.99 per mile**

	<b><i>HOT SHOT OPERATIONS</i></b>	<b><i>GENERAL FREIGHT OPERATIONS</i></b>	<b><i>HEAVY HAUL OPERATIONS</i></b>
<i>MEALS &amp; BEVERAGES</i>	\$20.00 daily	\$20.00 daily	\$20.00 daily
<i>LODGING</i>	\$53.58 (3 Nights weekly)	\$35.72 (2 nights weekly)	\$125.00 (7 nights weekly)
<i>SHOWERS</i>	\$2.86 daily (showers weekly)	\$7.15 daily (showers weekly)	\$8.58 daily (showers weekly)
<i>WASHING &amp; DRYING</i>	\$2.86 daily	\$2.86 daily	\$2.86 daily
<i>BARE ESSENTIALS</i> (Hygiene - Bath, Bed & Beyond - Walmart - Target)	\$3.59 daily	\$3.59 daily	\$3.59 daily
<i>MEDICATION</i> (Allergies, Asthma, Colds, Pains)	\$2.86 daily	\$2.86 daily	\$2.86 daily
<i>ELD's, SOFTWARE &amp; GPS</i> (Verizon Connect - Trucking Office - Raken App - Quicken - Microsoft Office 360)	\$16.67 daily	\$16.67 daily	\$16.67 daily
<i>LOAD BOARDS</i> (DAT One Load Board - Broker Carrier Combo)	\$11.91 daily	\$11.91 daily	\$11.91 daily
<i>IFTA Fuel Tax</i> ( [North Carolina IFTA \$0.40 per gallon)	\$13.00 daily	\$26.24 daily	\$31.08 daily
<i>ALCOHOL &amp; DRUG CONSORTIUM</i>	\$1.59 daily	\$1.59 daily	\$1.59 daily
<i>TAX CONSULTANT</i> (H&R Block - \$150k Salary)	\$2.44 daily	\$2,44 daily	\$2.44 daily
<i>WEBSITE</i> (Marketing & Social Media - Construction Blue Book [rigging and hauling shippers])	\$7.15 daily	\$7.15 daily	\$7.15 daily
<i>COMMUNICATION</i> (Cell Phone, Tablet, Chrome Book, Laptop, Printer - Verizon Wireless Business - 7 Lines [Truck, Shop & Office])	\$13.10 daily	\$13.10 daily	\$13.10 daily

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<i>OFFICE SUPPLIES (Ink, Paper, Stamps, Business Cards, Pens, Workbooks)</i>	<i>\$4.77 daily</i>	<i>\$4.77 daily</i>	<i>\$4.77 daily</i>
<i>UNIFORM (UniFirst - High Visibility Work Shirts, Hood Sweat Shirts, Pants and Shorts w/Name on Back of Shirts in High Visibility)</i>	<i>\$42.00 daily</i>	<i>\$42.00 daily</i>	<i>\$42.00 daily</i>
<i>PARKING (Lowe's Stores &amp; Home Depot Stores to Commercial Sales - \$50.00 Reserve parking to Manager or Store)</i>	<i>\$14.29 daily</i>	<i>\$14.29 daily</i>	<i>\$14.29 daily</i>
<i>SECRETARY (Virtual Office, Call Center Rep)</i>	<i>\$9.52 daily</i>	<i>\$9.52 daily</i>	<i>\$9.52 daily</i>
<i>EQUIPMENT WASHING &amp; DETAILING (Blue Beacon &amp; Truck Detailing and Polishing Shops - Giving Jobs)</i>	<i>\$38.10 daily</i>	<i>\$38.10 daily</i>	<i>\$38.10 daily</i>
<i>EMPLOYEES (Lumpers - North Carolina State Construction Labor Wage - \$25.00 hourly or \$10.00 per 1,000 lbs. Handled)</i>	<i>\$57.15 daily</i>	<i>\$57.15 daily</i>	<i>\$57.15 daily</i>
<i>TIPS (Servers, Polishers, Loaders - Up to 10% of Bills to Servers, Technicians or Loaders)</i>	<i>\$6.00 daily</i>	<i>\$6.00 daily</i>	<i>\$6.00 daily</i>
<i>LOADING &amp; SECUREMENT SUPPLIES (Straps, Tarps, Chains, Binders associated with or without Permits or Shipping Requirements)</i>	<i>\$4.77 daily</i>	<i>\$4.77 daily</i>	<i>\$4.77 daily</i>



	<i>BROKER AGREED NEGOTIATION RATE (Price Floor Daily)</i>
<i>MEALS (Breakfast, Lunch, Dinner &amp; Snacks)</i>	<i>\$20.00 daily</i>
<i>LODGING (Marriott Bonvoy, Hilton Hotels, Quality Inn)</i>	<i>\$71.43 daily</i>
<i>SHOWERS (Truck Stops and Planet Fitness)</i>	<i>\$6.20 daily</i>
<i>WASHING &amp; DRYING (Laundromat and Truck Stops Facilities)</i>	<i>\$2.86 daily</i>
<i>BARE ESSENTIALS (Bed, Bath &amp; Beyond - Target - Walmart)</i>	<i>\$3.59 daily</i>
<i>MEDICATION</i>	<i>\$2.86 daily</i>
<i>ELD's &amp; SOFTWARE (Verizon Connect - Trucking Office)</i>	<i>\$16.67 daily</i>
<i>LOAD BOARD (DAT One Load Board)</i>	<i>\$11.91 daily</i>
<i>IFTA TAX (North Carolina Fuel Tax Rate \$0.40 per gallon)</i>	<i>\$23.44 daily</i>
<i>ALCOHOL &amp; DRUG CONSORTIUM (FastMed Urgent Care - 2001 Sunset Ave. -</i>	<i>\$1.59 daily</i>

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<i>Rocky Mount, NC - (252)458-2508</i>	
<i>TAX CONSULTANT (H&amp;R Block - Rocky Mount, NC / Quarterly Employee Tax)</i>	<i>\$2.44 daily</i>
<i>WEBSITE (Go Daddy Domain)</i>	<i>\$7.15 daily</i>
<i>COMMUNICATION (Verizon Connect)</i>	<i>\$13.10 daily</i>
<i>OFFICE SUPPLIES (Office Depot - Rocky Mount, NC)</i>	<i>\$4.77 daily</i>
<i>UNIFORM (UniFirst Corporation - High Visibility Work Shirts, Hooded Shirts, Pants &amp; Shorts with Company Name)</i>	<i>\$42.00 daily</i>
<i>PARKING (Reserving &amp; Overnight)</i>	<i>\$14.29 daily</i>
<i>SECRETARY / BOOKKEEPING (Virtual Office - Quick Books, Quicken)</i>	<i>\$9.52 daily</i>
<i>EQUIPMENT WASHING &amp; DETAILING</i>	<i>\$38.10 daily</i>
<i>EMPLOYEES (Lumpers)</i>	<i>\$57.15 daily</i>
<i>TIPS</i>	<i>\$6.00 daily</i>
<i>LOADING &amp; SECUREMENT</i>	<i>\$4.77 daily</i>

## ***LUMPERS EXPENSES NEGOTIATED WITH DELIVERING CARRIER***

### *Employees:*

1. *In labor law, an employee is an individual who works for another person or organization under an express or implied contract for hire, where the employer has the right to control the details of their work. Key factors that define an employee include the employer's control over when, where, and how the work is done, the provision of tools and equipment, and the worker's economic dependence on the employer. The legal definition can differ slightly based on jurisdiction and specific laws, such as the Fair Labor Standards Act (FLSA).*
  - a. *People Ready - Temp Agency*
  - b. *Teamsters Warehouse Division - Union Tradesmen or Tradewomen*
    - i. *Hire to offload trailer or load trailer*
    - ii. *North Carolina State Labor Rate - Construction Building Trade Laborer (10' Around Building or Inside of building) is approximately \$16.44 per hour each employee*

### *Contractors:*

1. *In labor law, a contractor is an individual or entity that agrees to perform a specific service for another party under a contract, rather than being an employee. The key distinction is that contractors are generally not subject to the employer's control over how they perform their work, and they are responsible for organizing their own workload and occupational activities. This status has significant implications for taxes and benefits, as contractors are not covered by employee protections like minimum wage, overtime, or unemployment insurance.*
  - a. *Crane Operators & Crew (Rental)*
  - b. *Telehandler Operator & Crew (Rental)*
  - c. *Excavator Operator & Crew (Rental)*
  - d. *Forklift Operator & Crew (Rental)*
  - e. *Loader Operator & Crew (Rental)*
  - f. *Skid Steer Operator & Crew (Rental)*
  - g. *Heavy Duty Wrecker & Crew (Rental)*
  - h. *Operating Engineer & Laborer - Union Tradesmen or Tradewomen*
    - i. *Hire by Shipper or Receiver to Offload or Unload or Even Both Eating away Deliver Carrier Hour of Service (HOS) Window of 14- Hour Clock*

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ii. *Restricting Movement or Daily Capital for Business Operation due Contract Lack of Planning or Organizing a lift or load prohibiting movement in a 14-Hour Window)*

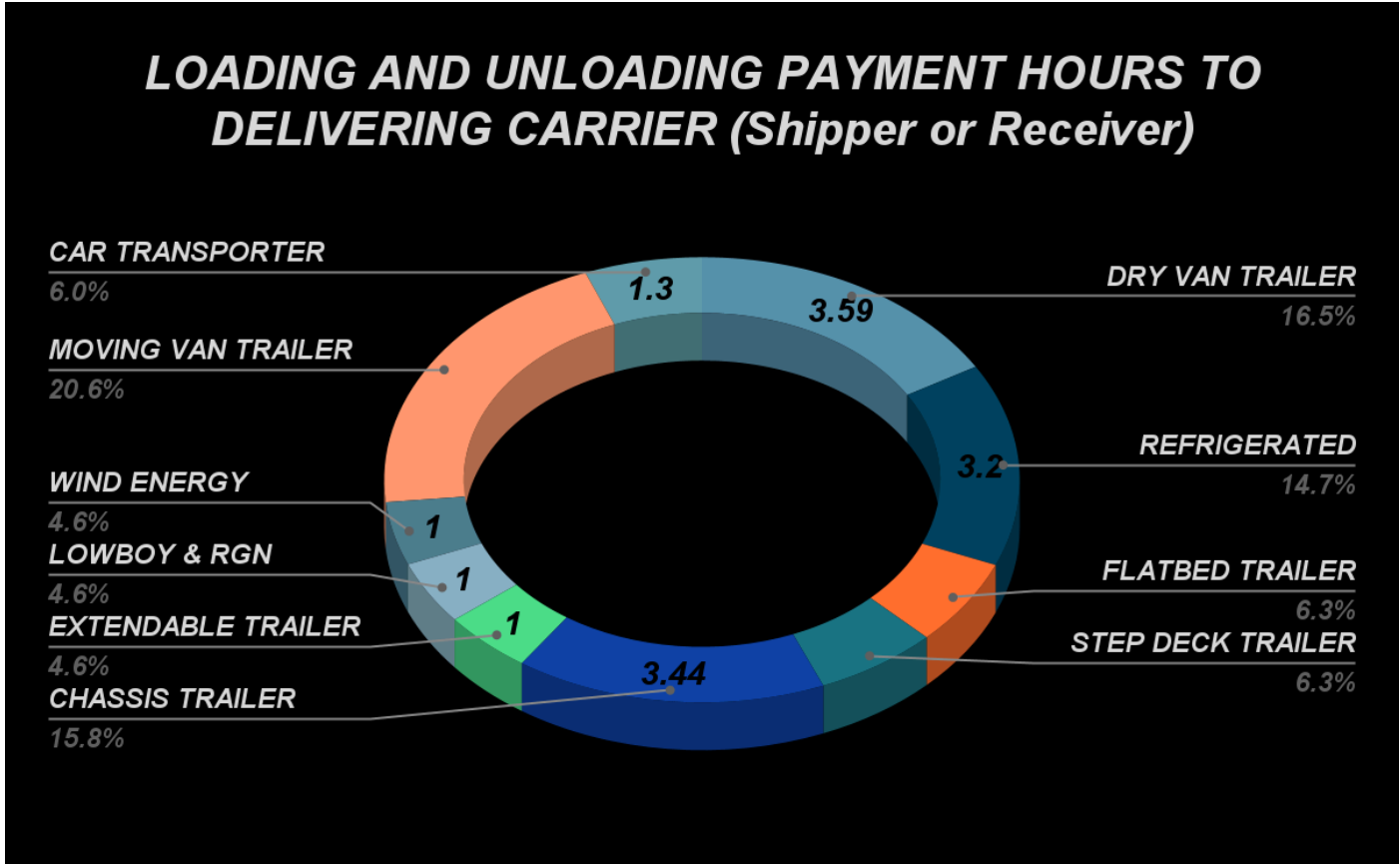
1. *North Carolina State Union Trade Labor Rate - Operating Engineer (skilled professional who operates heavy machinery in construction or maintains and operates equipment in industrial settings) is approximately an average of \$27.02 per hour per Engineer.*

	<b>HOT SHOT OPERATIONS</b>	<b>GENERAL FREIGHT OPERATIONS</b>	<b>HEAVY HAUL OPERATIONS</b>
<i>DRY VAN FREIGHT PERCENTAGE DAILY LUMPERS ARE REQUIRED</i>	5% - Employees or Contractors are Required Daily 1. 0.4 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$19.73 Daily	10% - Employees or Contractors are Required Daily 1. 0.8 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$39.46 Daily	2% - Employees or Contractors are Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$7.90 Daily
<i>REFRIGERATED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i>	3% - Employees or Contractors are Required Daily 1. 0.24 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$11.84 Daily	10% - Employees or Contractors are Required Daily 1. 0.8 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$39.46 Daily	2% - Employees or Contractors are Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$7.90 Daily
<i>FLATBED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i>	5% - Employees or Contractors are Required Daily 1. 0.4 Hours 2. 3 Contract Rentals Affiliates 3. \$81.06 Hourly 4. \$32.43 Daily	1% - Employees or Contractors are Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$6.49 Daily	1% - Employees or Contractors are Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$6.49 Daily
<i>STEP DECK FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i>	5% - Employees or Contractors are Required Daily 1. 0.4 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$32.43 Daily	1% - Employees or Contractors are Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$6.49 Daily	1% - Employees or Contractors Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$6.49 Daily

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<p><i>CHASSIS CONTAINERS FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i></p>	<p><i>5% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.4 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$19.73 Daily</li> </ol>	<p><i>10% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.8 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$39.46 Daily</li> </ol>	<p><i>1% - Employees or Contractors Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.16 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$7.90 Daily</li> </ol>
<p><i>EXTENDABLE FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</i></p>	<p><i>1% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>	<p><i>1% - Employees or Contractor are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>	<p><i>1% - Employees or Contractors Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>
<p><i>LOWBOY &amp; RGN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</i></p>	<p><i>1% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>	<p><i>1% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>	<p><i>1% - Employees or Contractors Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>
<p><i>WIND ENERGY FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</i></p>	<p><i>1% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>	<p><i>1% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>	<p><i>1% - Employees or Contractors Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. \$6.49 Daily</li> </ol>
<p><i>MOVING VAN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</i></p>	<p><i>10% - Employees or Contractors Are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.8 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$39.46 Daily</li> </ol>	<p><i>10% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.8 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$39.46 Daily</li> </ol>	<p><i>1% - Employees or Contractors Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.16 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$7.90 Daily</li> </ol>
<p><i>CAR TRANSPORTER FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</i></p>	<p><i>1% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.08 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$3.95 Daily</li> </ol>	<p><i>2% - Employees or Contractors are Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.16 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$7.90 Daily</li> </ol>	<p><i>1% - Employees or Contractors Required Daily</i></p> <ol style="list-style-type: none"> <li>1. 0.16 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. \$7.90 Daily</li> </ol>





	<b>UP FRONT PAYMENT HOURS TO DELIVERING CARRIER (Loading or Unloading)</b>
<i>DRY VAN TRAILER CARGO HANDLING</i>	<i>3.59 Hours - (\$177.40)</i>
<i>REFRIGERATED TRAILER CARGO HANDLING</i>	<i>3.2 Hours - (\$157.83)</i>
<i>FLATBED TRAILER CARGO HANDLING</i>	<i>1.36 Hours - (\$110.32)</i>
<i>STEP DECK TRAILER CARGO HANDLING</i>	<i>1.36 Hours - \$110.32)</i>
<i>CHASSIS TRAILER CONTAINERS CARGO HANDLING</i>	<i>3.44 Hours - (\$169.68)</i>
<i>EXTENDABLE TRAILER CARGO HANDLING</i>	<i>1 Hours - (\$81.06)</i>
<i>LOWBOY &amp; RGN TRAILERS CARGO HANDLING</i>	<i>1 Hours - (\$81.06)</i>
<i>WIND ENERGY TRAILER CARGO HANDLING</i>	<i>1 Hours - (\$81.06)</i>
<i>MOVING VAN TRAILER CARGO HANDLING</i>	<i>4.48 Hours - (\$220.96)</i>
<i>CAR TRANSPORTER CARGO HANDLING</i>	<i>1.3 Hours - (\$64.12)</i>

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	<p><b>BROKER ON LUMPERS AND CONTRACTOR NEGOTIATED OPERATIONS</b></p> <ol style="list-style-type: none"> <li>1. Dry Van Trailer Services                             <ul style="list-style-type: none"> <li>o \$220.96 up front Loading or Unloading</li> </ul> </li> <li>2. Refrigerated Trailer Services</li> <li>3. Flatbed Trailer Services (+ Conestoga Trailer)</li> <li>4. Step Deck Trailer Services</li> <li>5. Chassis Trailer Services</li> <li>6. Extendable Trailer Services</li> <li>7. RGN &amp; Lowboy Trailer Services</li> <li>8. Wind Energy Trailer Services</li> <li>9. Moving Van Trailer Services</li> <li>10. Car Transport Trailer Services (Enclosed or Open)</li> </ol>
<p><i>DRY VAN FREIGHT PERCENTAGE DAILY LUMPERS ARE REQUIRED</i></p>	<p>5.6% - Employees or Contractors Required Daily</p> <ol style="list-style-type: none"> <li>1. 0.45 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (3.59 Hours up Front)                             <ul style="list-style-type: none"> <li>o \$177.40 Lumper Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading (3.59 Hours up Front)                             <ul style="list-style-type: none"> <li>o \$177.40 Lumper Pay</li> </ul> </li> </ol>
<p><i>REFRIGERATED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i></p>	<p>5% - Employees or Contractors Required Daily</p> <ol style="list-style-type: none"> <li>1. 0.4 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (3.2 Hours up Front)                             <ul style="list-style-type: none"> <li>o \$157.83 Lumper Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading                             <ul style="list-style-type: none"> <li>o \$157.83 Lumper Pay</li> </ul> </li> </ol>
<p><i>FLATBED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i></p>	<p>2.3% - Employees or Contractors Required Daily</p> <ol style="list-style-type: none"> <li>1. 0.17 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (1.36 Hours up Front)                             <ul style="list-style-type: none"> <li>o \$110.32 Contractor Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading                             <ul style="list-style-type: none"> <li>o \$110.32 Contractor Pay</li> </ul> </li> </ol>
<p><i>STEP DECK FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</i></p>	<p>2.3% - Employees or Contractors Required Daily</p> <ol style="list-style-type: none"> <li>1. 0.17 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (1.36 Hours up Front)</li> </ol>

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	<ul style="list-style-type: none"> <li>○ \$110.32 Contractor Pay</li> <li>5. Delivering Carrier Responsible for Unloading (1.36 Hours up Front) <ul style="list-style-type: none"> <li>○ \$110.32 Contractor Pay</li> </ul> </li> </ul>
<p>CHASSIS CONTAINERS FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED</p>	<p>5.3% - Employees or Contractors Required Daily</p> <ul style="list-style-type: none"> <li>1. 0.43 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (3.44 Hours up Front) <ul style="list-style-type: none"> <li>○ \$169.68 Lumper Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading (3.44 Hours up Front) <ul style="list-style-type: none"> <li>○ \$169.68 Lumper Pay</li> </ul> </li> </ul>
<p>EXTENDABLE FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</p>	<p>1% - Employees or Contractors Required Daily</p> <ul style="list-style-type: none"> <li>1. 0.125 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (1.0 Hours up Front) <ul style="list-style-type: none"> <li>○ \$81.06 Contractor Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading (1.0 Hours up Front) <ul style="list-style-type: none"> <li>○ \$81.06 Contractor Pay</li> </ul> </li> </ul>
<p>LOWBOY &amp; RGN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</p>	<p>1% - Employees or Contractors Required Daily</p> <ul style="list-style-type: none"> <li>1. 0.125 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (1.0 Hours up Front) <ul style="list-style-type: none"> <li>○ \$81.06 Contractor Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading (1.36 Hours up Front) <ul style="list-style-type: none"> <li>○ \$81.06 Contractor Pay</li> </ul> </li> </ul>
<p>WIND ENERGY FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</p>	<p>1% - Employees or Contractors Required Daily</p> <ul style="list-style-type: none"> <li>1. 0.125 Hours</li> <li>2. 3 Employees</li> <li>3. \$81.06 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (1.0 Hours up Front) <ul style="list-style-type: none"> <li>○ \$81.06 Contractor Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading (1.0 Hours up Front) <ul style="list-style-type: none"> <li>○ \$81.06 Contractor Pay</li> </ul> </li> </ul>
<p>MOVING VAN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</p>	<p>7% - Employees or Contractors Required Daily</p> <ul style="list-style-type: none"> <li>1. 0.56 Hours</li> <li>2. 3 Employees</li> <li>3. \$49.32 Hourly</li> <li>4. Delivering Carrier Responsible for Loading (4.48 Hours up Front) <ul style="list-style-type: none"> <li>○ \$220.96 Lumper Pay</li> </ul> </li> <li>5. Delivering Carrier Responsible for Unloading (4.48 Hours up Front) <ul style="list-style-type: none"> <li>○ \$220.96 Lumper Pay</li> </ul> </li> </ul>

<p>CAR TRANSPORTER FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED</p>	<p>1.3% - Employees or Contractors Required Daily</p> <ol style="list-style-type: none"><li>1. 0.16 Hours</li><li>2. 3 Employees</li><li>3. \$49.32 Hourly</li><li>4. Delivering Carrier Responsible for Loading (1.3 Hours up Front)<ul style="list-style-type: none"><li>o \$64.12 Lumper Pay</li></ul></li><li>5. Delivering Carrier Responsible for Unloading (1.3 Hours up Front)<ul style="list-style-type: none"><li>o \$64.12 Lumper Pay</li></ul></li></ol>
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## ***SELF PAY NEGOTIATION***

*Brokers and Delivering Carriers pay themselves for lifestyle expenses by taking an owner's draw or a salary, depending on their business structure. They can also use a strategic mix of tax-advantaged accounts and legitimate business deductions to lower their taxable income and free up cash for personal use.*

### ***Methods for Brokers and Delivering Carriers Paying Themselves***

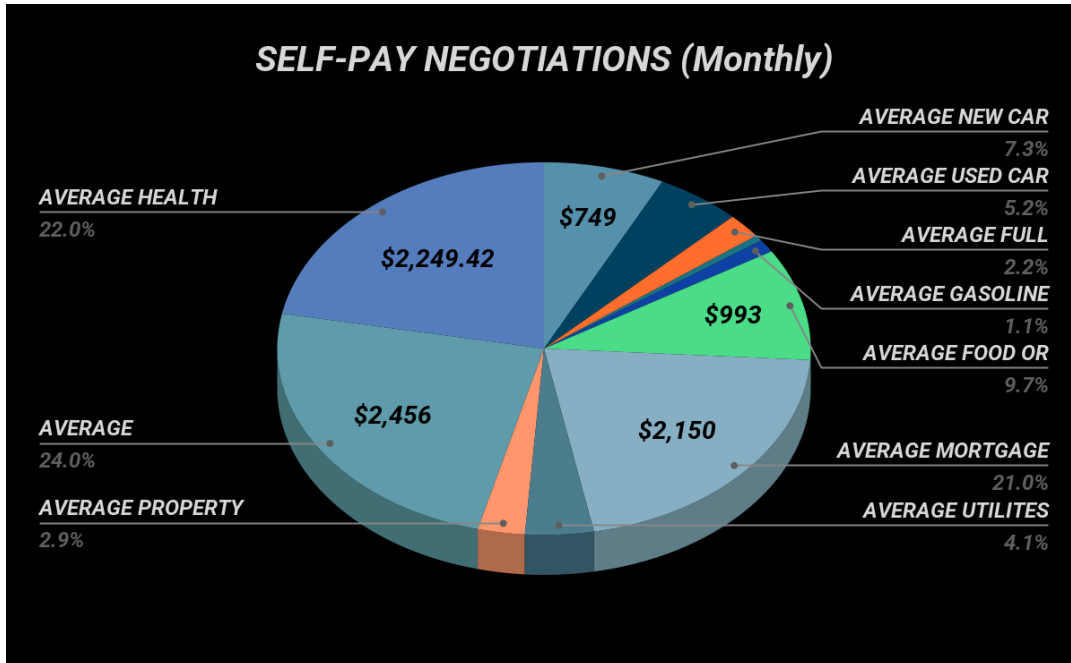
*The best way for a broker and delivering carrier to take money for personal use depends on the legal structure of their business.*

#### ***Owner's Draw***

- *For sole proprietorships and LLCs: If you are a sole proprietor or the sole owner of an LLC, the IRS considers your business and personal finances to be one and the same. You can take an "owner's draw," or a withdrawal of the business's profits, at any time. There is no set schedule or reasonable salary requirement.*
- *Best practice: Though an owner's draw offers great flexibility, it's crucial to leave enough money in the business to cover estimated taxes and future operating expenses. Many owners allocate a percentage of their net profits—around 30% to 50%—for their own pay.*

### ***Reasonable Salaries for Brokers and Delivering Carriers***

- *For S-corporations: If you own an S-corporation, the IRS requires you to pay yourself a "reasonable salary" that is in line with your role, experience, and industry.*
- *How it works: You can pay yourself a regular, steady salary through payroll. Any additional money you take from the business can be in the form of a distribution, which is not subject to self-employment taxes. The salary you pay yourself is a deductible business expense.*



	SELF-PAY NEGOTIATIONS (Monthly)
AVERAGE NEW CAR PAYMENT (Monthly)	\$749.00
AVERAGE USED CAR PAYMENT (Monthly)	\$529.00
AVERAGE FULL COVERAGE INSURANCE PAYMENT (Monthly)	\$220.00
AVERAGE LIABILITY COVERAGE INSURANCE PAYMENT (Monthly)	\$52.25
AVERAGE MILEAGE TRAVELED (Monthly)	31 mpg
AVERAGE MPG RATING	\$3.07 to \$3.17 per gallon
AVERAGE GASOLINE PRICE PER GALLON	434.7 to 438.5 gallons
AVERAGE GALLONS OF GASOLINE CONSUMED (Monthly)	\$1,334.53 to \$1,390.05
AVERAGE GASOLINE EXPENSES (Monthly)	\$113.53
AVERAGE FOOD OR GROCERICES EXPENSES (Monthly)	\$993.00
AVERAGE MORTGAGE EXPENSES (Monthly)	\$2,150.00
AVERAGE UTILITIES EXPENSES (Monthly)	\$424.00

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<i>AVERAGE PROPERTY TAXES EXPENSES (Monthly)</i>	\$291.67
<i>AVERAGE HOMEOWNER INSURANCE EXPENSES (Monthly)</i>	\$2,456.00
<i>AVERAGE HEALTH INSURANCE EXPENSES (Monthly)</i>	\$2,249.42
<i>TOTAL SELF PAY (Monthly)</i>	\$10,227.87
<i>TOTAL WEEKLY SELF PAY</i>	\$2,378.57
<i>TOTAL DAILY SELF PAY</i>	\$339.79
<i>TOTAL HOURLY SELF PAY (HOS - 14 Hour Window)</i>	\$24.27

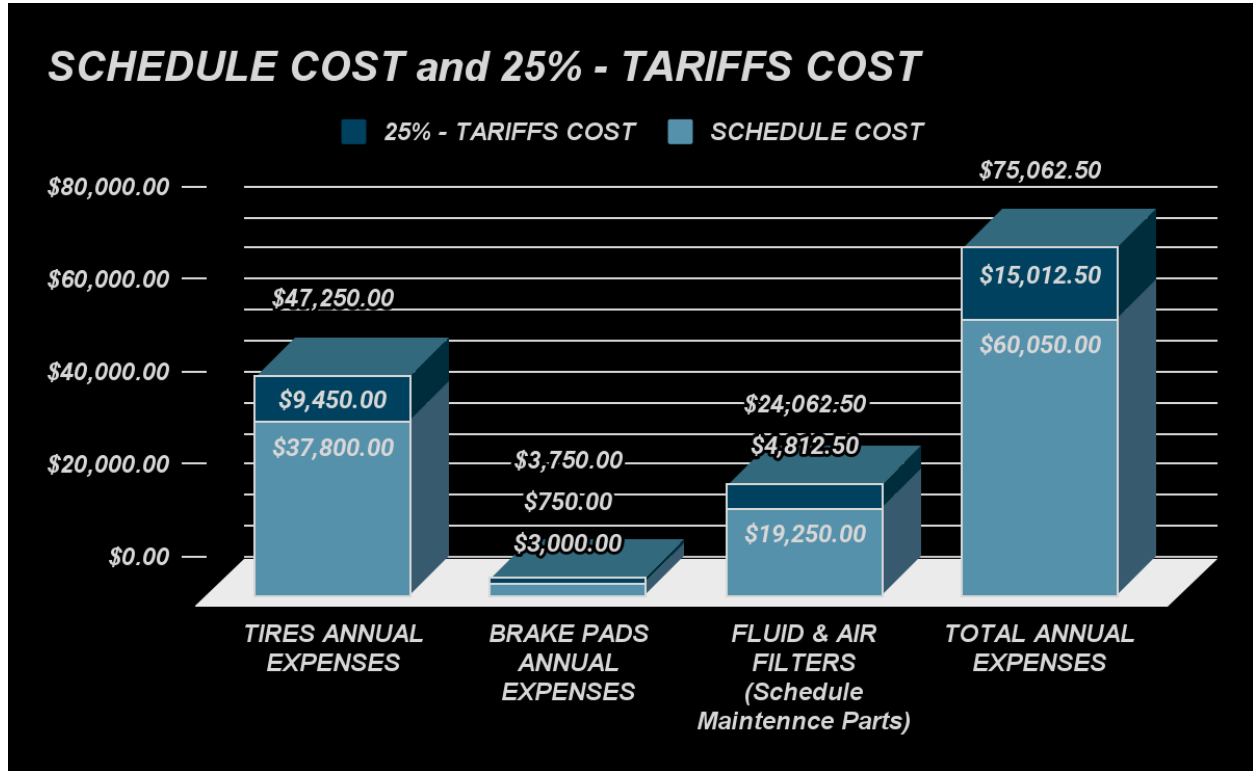
***25% - HEAVY DUTY TRUCK TARIFFS ON PARTS (November 1, 2025)***

*A 25% tariff on imported medium- and heavy-duty truck parts takes effect on November 1, 2025, as part of Section 232 tariffs on trucks and buses. This tariff applies to key parts like engines, transmissions, and chassis and is intended to bolster U.S. truck and bus manufacturing. Certain exemptions apply, such as for parts that qualify for preferential treatment under the {United States-Mexico-Canada Agreement (USMCA)} and for*

*specific products like aluminum and steel from Canada and Mexico. A tariff offset program is also being implemented for domestic manufacturers to help with costs.*

***Key details of the tariff:***

- ***Tariff Rate:*** *A 25% ad valorem duty on imported medium- and heavy-duty truck parts.*
- ***Effective Date:*** *November 1, 2025.*
- ***Purpose:*** *To reduce U.S. reliance on foreign suppliers for critical components and strengthen domestic manufacturing capacity.*
- ***Covered Products:*** *Key parts including engines, transmissions, tires, and chassis.*
- ***USMCA Exemption:*** *Parts that qualify for preferential treatment under the USMCA will not be subject to the new tariff until the Department of Commerce establishes a process to apply duties to their non-U.S. content.*
- ***Tariff offset:*** *A 3.75% offset is available for U.S. manufacturers of medium- and heavy-duty trucks and engines assembled domestically, reflecting a 25% tariff on approximately 15% of the vehicle's total value.*
- ***Exemptions:*** *The tariffs do not apply to specific products like aluminum, steel, copper, and wood products that fall under other Section 232 proclamations or are from Canada and Mexico, according to this JD Supra article.*



	<i>SCHEDULE COST</i>	<i>25% - TARIFFS COST</i>	<i>COST ON NOVEMBER 1, 2025</i>
<i>TIRES ANNUAL EXPENSES</i>	\$37,800.00	\$9,450.00	\$47,250.00
<i>BRAKE PADS ANNUAL EXPENSES</i>	\$3,000.00	\$750.00	\$3,750.00
<i>FLUID &amp; AIR FILTERS (Schedule Maintenance Parts)</i>	\$19,250.00	\$4,812.50	\$24,062.50
<i>TOTAL ANNUAL EXPENSES</i>	\$60,050.00	\$15,012.50	\$75,062.50

***HEALTHCARE EXPENSES FOR A BUSINESS OWNER***

*The 2025 average annual premium for employer-sponsored family health insurance is approximately \$26,993, with workers paying an average of \$6,850 out-of-pocket. For single coverage, the average annual premium is \$9,325, and workers contribute around \$1,440.*

### ***Employer-Sponsored Insurance***

- *Family plan: The total annual premium is about \$26,993, a 6% increase from 2024.*
  - *Employee contribution: Roughly \$6,850 per year.*
- *Single coverage: The total annual premium is about \$9,325.*
  - *Employee contribution: Roughly \$1,440 per year.*

### ***Individual Market Insurance***

- *Monthly average for Bronze plans: Approximately \$380 to \$488, with an average deductible around \$7,400.*
- *Monthly average for Silver plans: Approximately \$495 to \$621, with an average deductible around \$5,300.*
- *Monthly average for Gold plans: Approximately \$510 to \$676, with an average deductible around \$1,500.*
- *Monthly average for Platinum plans: Approximately \$540+ to \$913, with an average deductible around \$500–\$1,000.*



*DRY VAN TRAILER*



*REFEER TRAILER*



*CONESTOGA TRAILER*



*MOVING VAN TRAILER*



*ENCLOSED CAR TRANSPORTER*



*OPEN CAR TRANSPORTER*



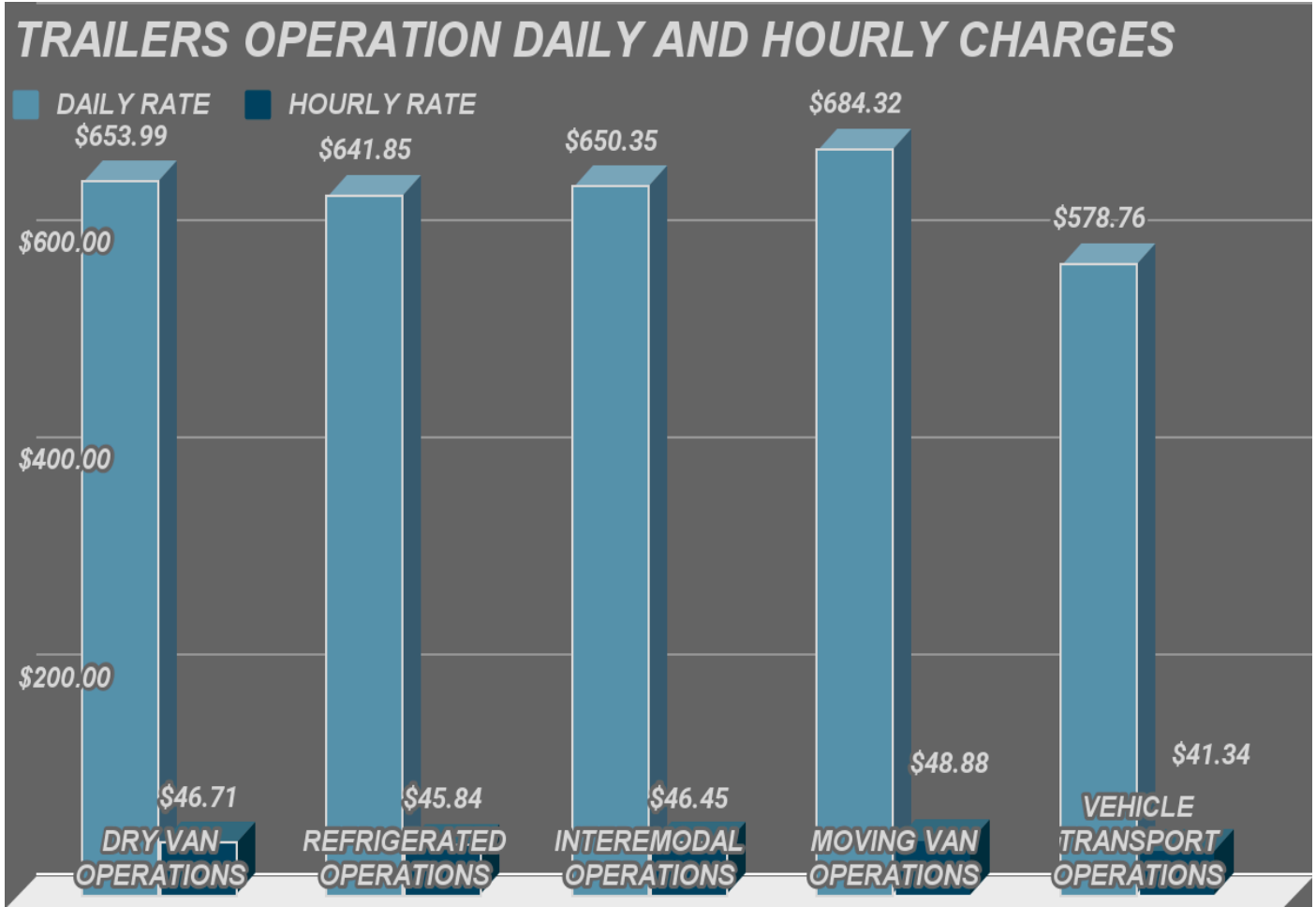
*DRY VAN STRAIGHT TRUCK*



*CARGO VAN*

# ***GENERAL FREIGHT ENCLOSED TRAILER BROKERING CHARGES***

***BROKERING RATE REQUIRED FOR DISPATCHING***



*BROKER RATE REQUIRED FOR DISPATCHING  
FREIGHT TO OWNER OPERATORS  
(N.J.R. Logistics Group Net Pay)*

*\$653.99 Required Daily  
or  
\$46.71 per hour (14-Hour Window of Daily Service)  
**DRY VAN OPERATIONS***

*BROKER RATE REQUIRED FOR DISPATCHING  
FREIGHT TO OWNER OPERATORS  
(N.J.R. Logistics Group Net Pay)*

*\$641.85 Required Daily  
or  
\$45.84 per hour (14-Hour Window of Daily Service)  
**REFRIGERATED OPERATIONS***

*BROKER RATE REQUIRED FOR DISPATCHING  
FREIGHT TO OWNER OPERATORS  
(N.J.R. Logistics Group Net Pay)*

*\$650.35 Required Daily  
or  
\$46.45 per hour (14-Hour Window of Daily Service)  
**INTERMODAL OPERATIONS***

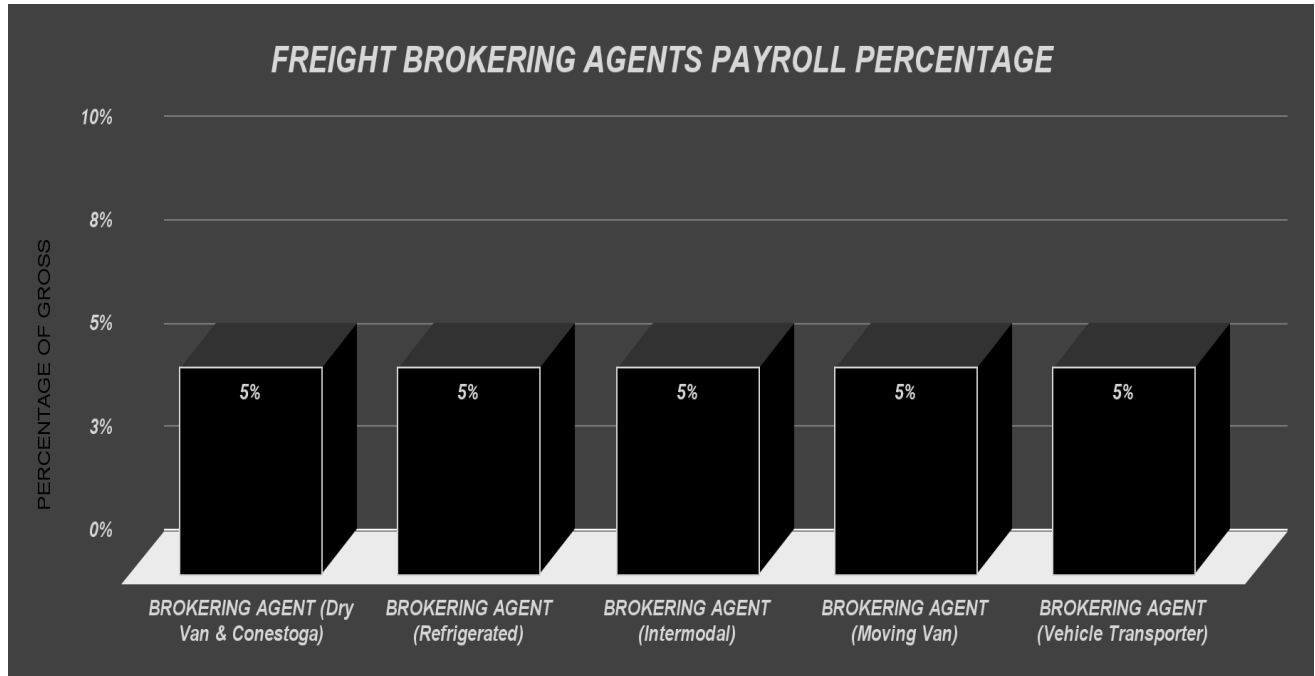
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*BROKER RATE REQUIRED FOR DISPATCHING  
FREIGHT TO OWNER OPERATORS  
(N.J.R. Logistics Group Net Pay)*

*\$684.32 Required Daily  
or  
\$48.88 per hour (14-Hour Window of Daily Service)  
**MOVING VAN OPERATIONS***

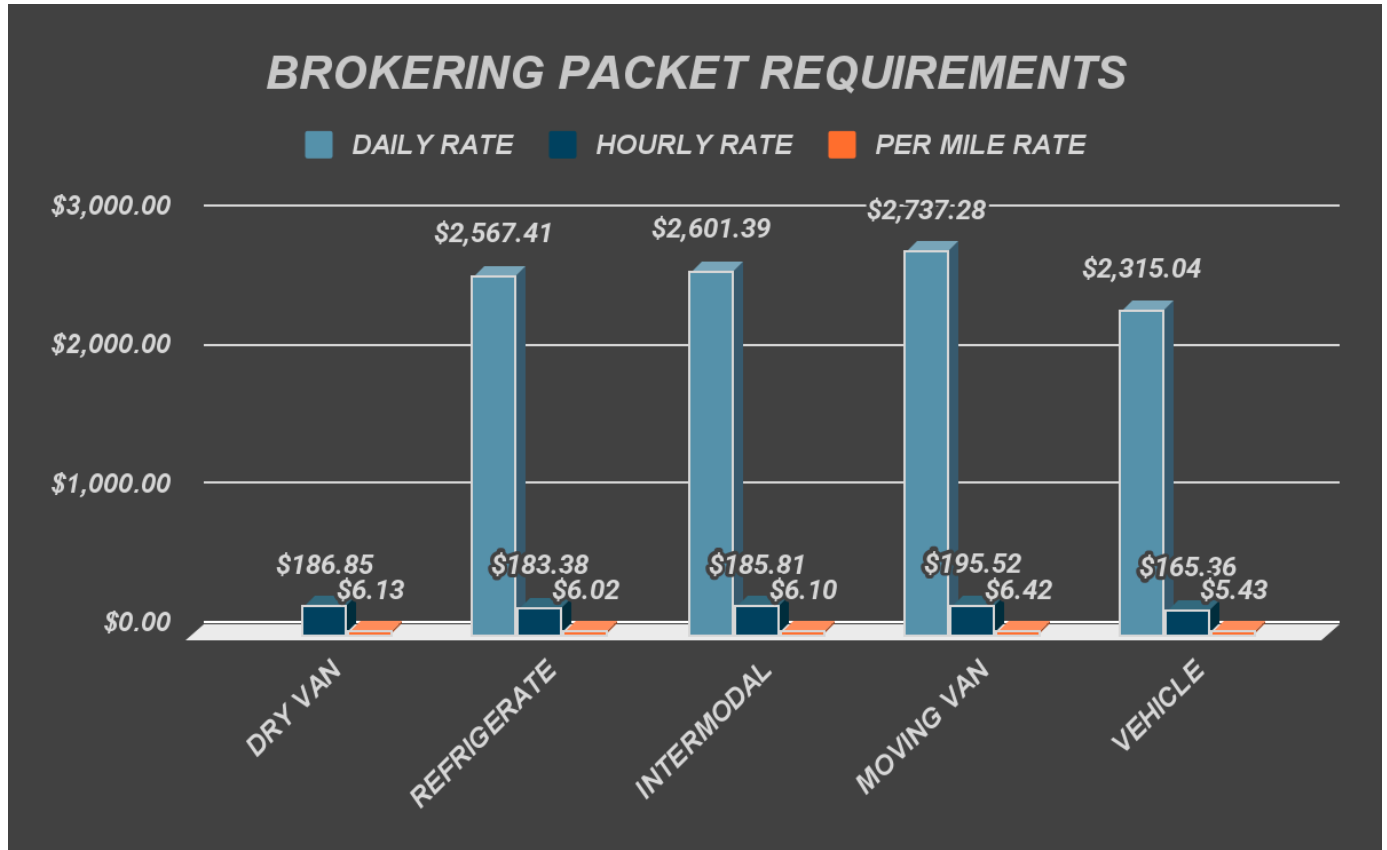
*BROKER RATE REQUIRED FOR DISPATCHING  
FREIGHT TO OWNER OPERATORS  
(N.J.R. Logistics Group Net Pay)*

*\$578.76 Required Daily  
or  
\$41.34 per hour (14-Hour Window of Daily Service)  
**VEHICLE TRANSPORT OPERATIONS***



	<b>PERCENTAGE OF GROSS</b>	<b>ESTIMATE JOBS WEEKLY</b>	<b>ESTIMATE PAYROLL to AGENTS GROSS PAY</b>	<b>ESTIMATE JOBS DAILY (5 days of operation)</b>	<b>ESTIMATE WORK TIME (per job)</b>
<i>BROKERING AGENT (Dry Van &amp; Conestoga)</i>	<i>5% of Gross Income</i>	<i>20 - Jobs Weekly</i>	<i>\$2,000.00 Weekly x 52 Weeks = \$104,000.00</i>	<i>4 Jobs Daily</i>	<i>0.33 Hours out of 12-Hour Window 5:00am to 5:00pm (Shipping &amp; Receiving Hours)</i>
<i>BROKERING AGENT (Refrigerated)</i>	<i>5% of Gross Income</i>	<i>20 - Jobs Weekly</i>	<i>\$2,000.00 Weekly x 52 Weeks = \$104,000.00</i>	<i>4 Jobs Daily</i>	<i>0.33 Hours out of 12-Hour Window 5:00am to 5:00pm (Shipping &amp; Receiving Hours)</i>
<i>BROKERING AGENT (Intermodal)</i>	<i>5% of Gross Income</i>	<i>20 - Jobs Weekly</i>	<i>\$2,000.00 Weekly x 52 Weeks = \$104,000.00</i>	<i>4 Jobs Daily</i>	<i>0.33 Hours out of 12-Hour Window 5:00am to 5:00pm (Shipping &amp; Receiving Hours)</i>
<i>BROKERING AGENT (Moving Van)</i>	<i>5% of Gross Income</i>	<i>20 - Jobs Weekly</i>	<i>\$2,000.00 Weekly x 52 Weeks = \$104,000.00</i>	<i>4 Jobs Daily</i>	<i>0.33 Hours out of 12-Hour Window 5:00am to 5:00pm (Shipping &amp; Receiving Hours)</i>
<i>BROKERING AGENT (Vehicle Transporter)</i>	<i>5% of Gross Income</i>	<i>20 - Jobs Weekly</i>	<i>\$2,000.00 Weekly x 52 Weeks = \$104,000.00</i>	<i>4 Jobs Daily</i>	<i>0.33 Hours out of 12-Hour Window 5:00am to 5:00pm (Shipping &amp; Receiving Hours)</i>

**BROKERING PACKET REQUIREMENT**



**BROKERING PACKET REQUIREMENT**

(Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP

\$2,615.95 Required Daily or  
\$186.85 hourly (14 Hour Window of Service to Move Freight)  
**DRY VAN OPERATIONS**

**BROKERING PACKET REQUIREMENT**

(Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP

\$2,567.41 Required Daily  
or  
\$183.38 hourly (14 Hour Window of Service to Move Freight)  
**REFRIGERATED OPERATIONS**

**BROKERING PACKET REQUIREMENT**

(Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP

\$2,601.39 Required Daily  
or  
\$185.81 hourly (14 Hour Window of Service to Move Freight)  
**INTERMODAL OPERATIONS**

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*BROKERING PACKET REQUIREMENT*

*(Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP*

*\$2,737.28 Required Daily*

*or*

*\$195.52 hourly (14 Hour Window of Service to Move Freight)*

**MOVING VAN OPERATIONS**

*BROKERING PACKET REQUIREMENT*

*(Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP*

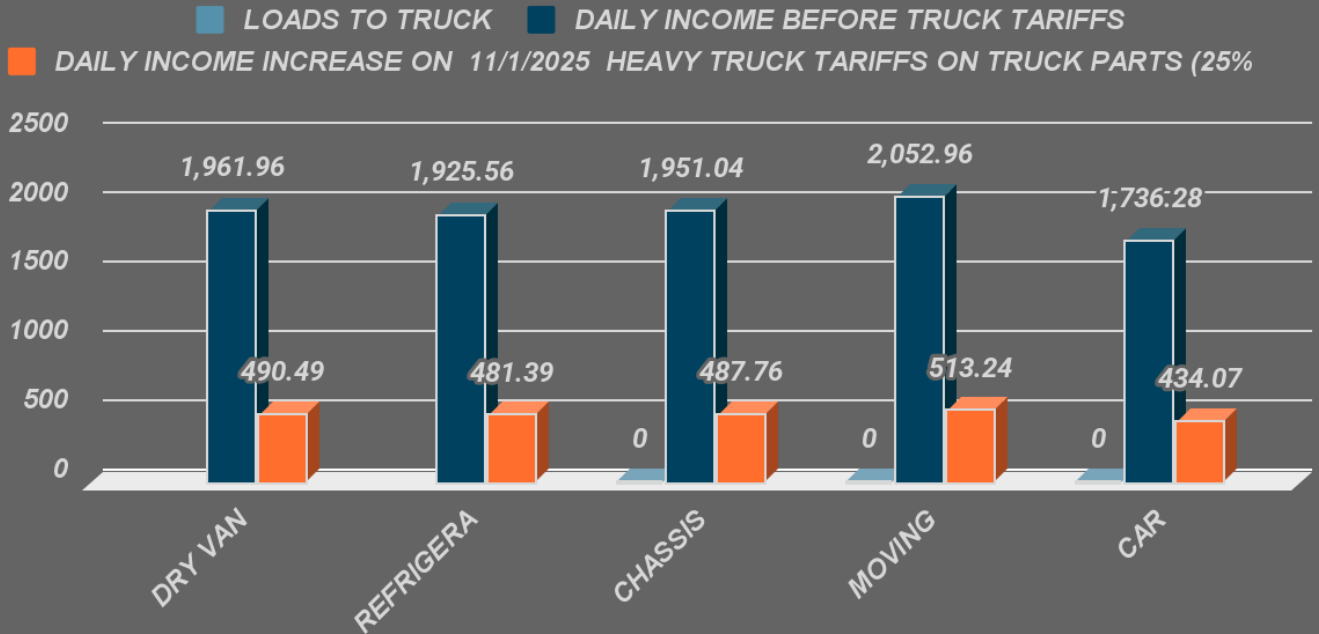
*\$2,315.04 Required Daily*

*or*

*\$165.36 hourly (14 Hour Window of Service to Move Freight)*

**VEHICLE TRANSPORT OPERATIONS**

## BROKER PACKET ON ENCLOSEED GENERAL FREIGHT RATES TO MOVE FREIGHT IN NORTH CAROLINA

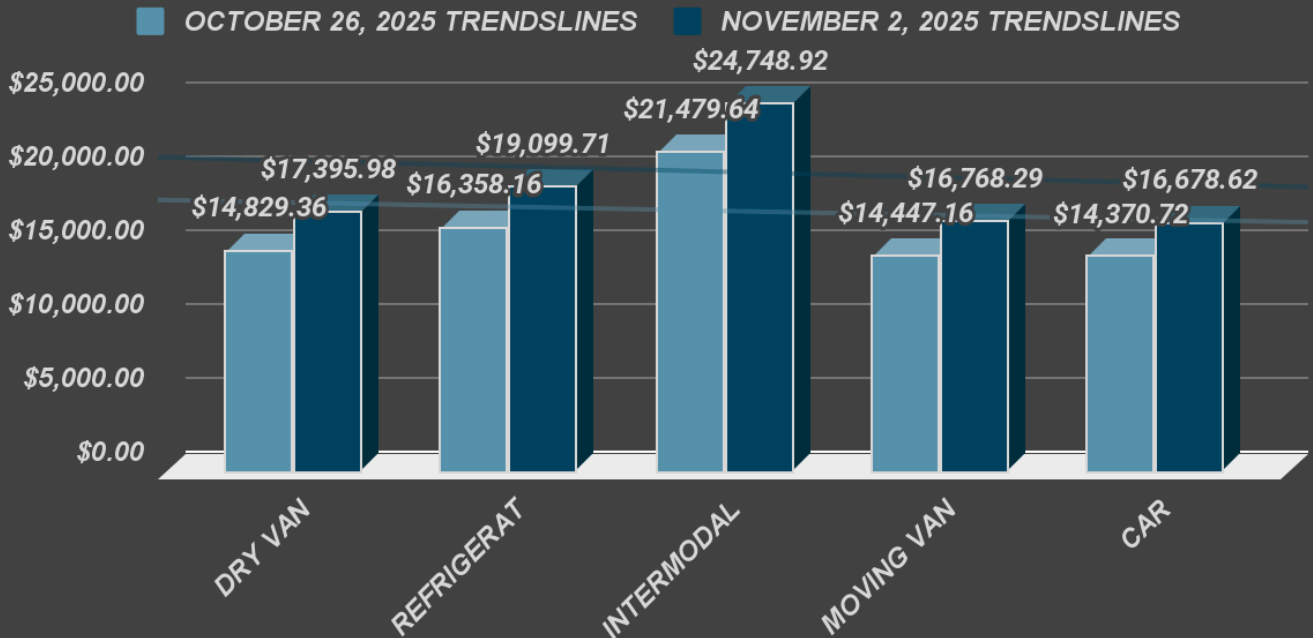


	LOADS TO TRUCK RATIO IN NORTH CAROLINA	DAILY INCOME BEFORE TRUCK TARIFFS	DAILY INCOME INCREASE ON 11/1/2025 HEAVY TRUCK TARIFFS ON TRUCK PARTS (25% Increase)
<p><b>DRY VAN &amp; CONESTOGA OPERATIONS</b>                      (North Carolina)</p> <ul style="list-style-type: none"> <li>• 5.5 Loads to 1 Truck</li> <li>• \$1,961.96 Daily Income to N.J.R. Trucking</li> <li>• \$140.14 Hourly</li> <li>• \$5.39 per mile (before truck tariffs)</li> <li>• \$6.74 per mile after Nov. 1. 2025 (After Truck Tariffs)</li> </ul>	5.5 to 1 Loads to Truck Ratio	\$1,961.96 Daily Income Before Nov. 1, 2025	\$490.49 Tariffs  November 1, 2025 \$2,452.45 Daily Rate

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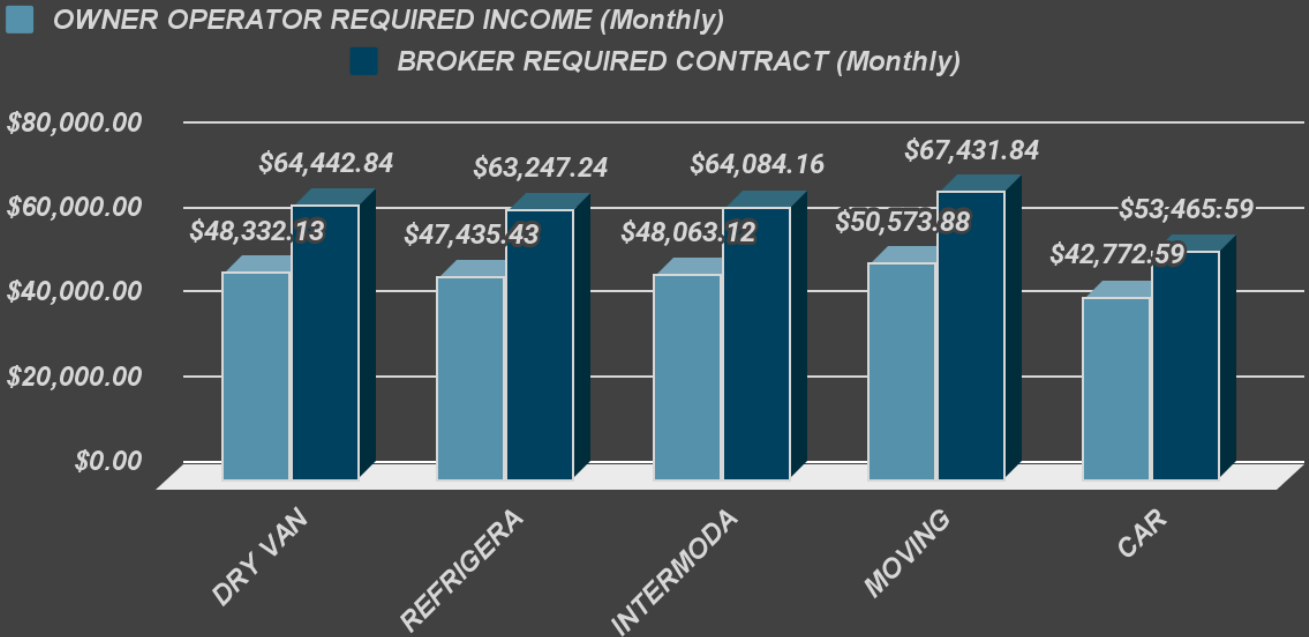
<p><b>REFRIGERATED OPERATIONS (North Carolina)</b></p> <ul style="list-style-type: none"> <li>● 3.9 Loads to 1 Truck</li> <li>● \$1,925.56 Daily Income to N.J.R. Trucking</li> <li>● \$137.54 Hourly</li> <li>● \$5.29 per mile (before truck tariffs)</li> <li>● \$6.61 per mile after Nov. 1. 2025 (After Truck Tariffs)</li> </ul>	<p>3.9 to 1 Loads to Truck Ratio</p>	<p>\$1,925.56 Daily Income Before Nov. 1, 2025</p>	<p>\$481.39 Tariffs  November 1, 2025 \$2,406.95 Daily Rate</p>
<p><b>CHASSIS OPERATIONS (North Carolina)</b></p> <ul style="list-style-type: none"> <li>● No Ratio loads to Truck Data Available</li> <li>● \$1,951.04 Daily Income to N.J.R. Trucking</li> <li>● \$139.36 Hourly</li> <li>● \$5.36 per mile (before truck tariffs)</li> <li>● \$6.70 per mile after Nov. 1. 2025 (After Truck Tariffs)</li> </ul>	<p>No Data</p>	<p>\$1,951.04 Daily Income Before Nov. 1, 2025</p>	<p>\$487.76 Tariffs  November 1, 2025 \$2,438.80 Daily Rate</p>
<p><b>MOVING VAN OPERATIONS (North Carolina)</b></p> <ul style="list-style-type: none"> <li>● No Ratio loads to Truck Data Available</li> <li>● \$2,052.96 Daily Income to N.J.R. Trucking</li> <li>● \$146.64 Hourly</li> <li>● \$5.64 per mile (before truck tariffs)</li> <li>● \$7.05 per mile after Nov. 1. 2025 (After Truck Tariffs)</li> </ul>	<p>No Data</p>	<p>\$2,052.96 Daily Income Before Nov. 1, 2025</p>	<p>\$513.24 Tariffs  November 1, 2025 \$2,566.20 Daily Rate</p>
<p><b>CAR TRANSPORTER OPERATION (Enclosed or Open) (North Carolina)</b></p> <ul style="list-style-type: none"> <li>● No Ratio loads to Truck Data Available</li> <li>● \$1,736.28 Daily Income to N.J.R. Trucking</li> <li>● \$124.02 Hourly</li> <li>● \$4.77 per mile (before truck tariffs)</li> <li>● \$5.96 per mile after Nov. 1. 2025 (After Truck Tariffs)</li> </ul>	<p>No Data</p>	<p>\$1,736.28 Daily Income Before Nov. 1, 2025</p>	<p>\$434.07 Tariff  November 1, 2025 \$2,170.3/ Daily Rate</p>

## DAT TRENDSLINES COMPARSION FOR 10/26/2025 TO 11/02/2025



	OCTOBER 26, 2025 TRENDSLINES	NOVEMBER 2, 2025 TRENDSLINES	PERCENTAGE DECREASE OR INCREASE	INCOME OR LOSS DAILY
<i>DRY VAN TRAILER (8,967 Monthly Miles)</i>	<i>\$14,829.36 (\$1.94 per mile)</i>	<i>\$17,395.98 (\$1.94 per mile)</i>	<i>(+)15%</i>	<i>(+) \$122.18</i>
<i>REFRIGERATED TRAILER (8,967 Monthly Miles)</i>	<i>\$16,358.16 (\$1.82 per mile)</i>	<i>\$19,099.71 (\$2.13 per mile)</i>	<i>(+)15%</i>	<i>(+) \$130.55</i>
<i>INTERMODAL TRAILERS (8,967 Monthly Miles)</i>	<i>\$21,479.64 (\$2.40 per mile)</i>	<i>\$24,748.92 (\$2.76 per mile)</i>	<i>(+)15%</i>	<i>(+) \$155.68</i>
<i>MOVING VAN TRAILER (8,967 Monthly Miles)</i>	<i>\$14,447.16 (\$1.62 per mile)</i>	<i>\$16,768.29 (\$1.87 per mile)</i>	<i>(+)15%</i>	<i>(+) \$110.53</i>
<i>CAR TRANSPORTER (8,967 Monthly Miles)</i>	<i>\$14,370.72 (\$1.61 per mile)</i>	<i>\$16,678.62 (\$1.86 per mile)</i>	<i>(+)15%</i>	<i>(+) \$109.90</i>

## CONSUMER COST FOR TARIFF ON HEAVY DUTY TRUCKS TRANSPORTING ENCLOSED TRAILER



	OWNER OPERATOR REQUIRED INCOME (Monthly)	BROKER REQUIRED CONTRACT (Monthly)	SHIPPER or VAN LINES AGENT COST PER PALLET (Monthly)	CONSUMER COST PER PALLET (Monthly)
DRY VAN ([1]Owner Operator Lifestyle & Business Operations)	\$48,332.13	\$64,442.84	\$39.35 per pallet • 3 Loads Weekly • 1,638 pallets monthly	\$49.19 per pallet • 3 Loads Weekly • 1,638 pallets monthly
REFRIGERATED ([1]Owner Operator Lifestyle & Business)	\$47,435.43	\$63,247.24	\$38.62 per pallet • 3 Loads Weekly • 1,638 pallets monthly	\$48.28 per pallet • 3 Loads Weekly • 1,638 pallets monthly

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<i>Operations)</i>				
<i>INTERMODAL ([1]Owner Operator)</i>	<i>\$48,063.12</i>	<i>\$64,084.16</i>	<i>\$39.13 per pallet</i>  <ul style="list-style-type: none"> <li>● <i>3 Loads Weekly</i></li> <li>● <i>1,638 pallets monthly</i></li> </ul>	<i>\$48.92 per pallet</i>  <ul style="list-style-type: none"> <li>● <i>3 Loads Weekly</i></li> <li>● <i>1,638 pallets monthly</i></li> </ul>
<i>MOVING VAN ([1]Owner Operator)</i>	<i>\$50,573.88</i>	<i>\$67,431.84</i>	<i>\$1,729.03 per liftvan</i>  <ul style="list-style-type: none"> <li>● <i>1 Loads Weekly</i></li> <li>● <i>39 liftvans monthly</i></li> </ul>	<i>\$2,542.70 (1st) - 3,000 lbs</i>  <ul style="list-style-type: none"> <li>● <i>\$2,542.70 per 1,000 lbs. Afterwards</i></li> </ul>
<i>CAR TRANSPORTER ([1]Owner Operator)</i>	<i>\$42,772.59</i>	<i>\$53,465.59</i>	<i>\$742.58 per vehicle</i>  <ul style="list-style-type: none"> <li>● <i>24 vehicles weekly</i></li> <li>● <i>72 vehicles monthly</i></li> </ul>	<i>\$928.23 per vehicle</i>  <ul style="list-style-type: none"> <li>● <i>Destination &amp; Delivery Charges</i></li> </ul>



*2026 Kenworth W900L w/86" Studio Sleeper  
USDOT# 3030152 on Chrome Steps w/Name of Company  
Naomi Jeanette Robinson Trucking*

***OWNER OPERATOR DELIVERING GENERAL FREIGHT WITH  
ENCLOSED TRAILERS OPERATING AND SELF PAY EXPENSES***

		CHASSIS (Shipping Container)		
DRY VAN	REFRIGERATED		MOVING VAN LINE	
OWNER	OWNER	OWNER	HAUL OWNER	CAR TRANSPORTER
OPERATOR	OPERATOR	OPERATOR	OPERATOR	OWNER OPERATOR

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<i>FUEL COST (Per Mile)</i>	<i>\$1.08</i>	<i>\$1.08</i>	<i>\$1.08</i>	<i>\$1.08</i>	<i>\$1.08</i>
<i>TIRES COST (Per Mile)</i>	<i>\$0.10</i>	<i>\$0.10</i>	<i>\$0.10</i>	<i>\$0.10</i>	<i>\$0.10</i>
<i>OTR &amp; COMMUNICATION (Per Mile)</i>	<i>\$0.99</i>	<i>\$0.99</i>	<i>\$0.99</i>	<i>\$0.99</i>	<i>\$0.99</i>
<i>LUMPERS EXPENSE (Shipper &amp; Receiver / Per Mile)</i>	<i>\$0.97</i>	<i>\$0.87</i>	<i>\$0.94</i>	<i>\$1.22</i>	<i>\$0.35</i>
<i>BUSINESS VEHICLE PAYMENT (Per Mile)</i>	<i>\$0.09</i>	<i>\$0.09</i>	<i>\$0.09</i>	<i>\$0.09</i>	<i>\$0.09</i>
<i>BUSINESS VEHICLE AUTO INSURANCE (Per Mile)</i>	<i>\$0.03</i>	<i>\$0.03</i>	<i>\$0.03</i>	<i>\$0.03</i>	<i>\$0.03</i>
<i>BUSINESS VEHICLE GASOLINE OR DIESEL EXPENSES (Per Mile)</i>	<i>\$0.32</i>	<i>\$0.32</i>	<i>\$0.32</i>	<i>\$0.32</i>	<i>\$0.32</i>
<i>GROCERIES (OTR &amp; Home) EXPENSES (Per Mile)</i>	<i>\$0.13</i>	<i>\$0.13</i>	<i>\$0.13</i>	<i>\$0.13</i>	<i>\$0.13</i>
<i>MORTGAGE EXPENSES (Per Mile)</i>	<i>\$0.57</i>	<i>\$0.57</i>	<i>\$0.57</i>	<i>\$0.57</i>	<i>\$0.57</i>
<i>UTILITIES EXPENSES (Per Mile)</i>	<i>\$0.06</i>	<i>\$0.06</i>	<i>\$0.06</i>	<i>\$0.06</i>	<i>\$0.06</i>
<i>PROPERTY TAX EXPENSES (Per Mile)</i>	<i>\$0.04</i>	<i>\$0.04</i>	<i>\$0.04</i>	<i>\$0.04</i>	<i>\$0.04</i>
<i>HOMEOWNERS INSURANCE EXPENSES (Per Mile)</i>	<i>\$0.03</i>	<i>\$0.03</i>	<i>\$0.03</i>	<i>\$0.03</i>	<i>\$0.03</i>
<i>HEALTH INSURANCE EXPENSES (Per Mile)</i>	<i>\$0.11</i>	<i>\$0.11</i>	<i>\$0.11</i>	<i>\$0.11</i>	<i>\$0.11</i>
<i>COMMERCIAL TRUCK INSURANCE (Per Mile)</i>	<i>\$0.48</i>	<i>\$0.48</i>	<i>\$0.48</i>	<i>\$0.48</i>	<i>\$0.48</i>
<i>SCHEDULE MAINTENANCE EXPENSES (Per Mile)</i>	<i>\$0.39</i>	<i>\$0.39</i>	<i>\$0.39</i>	<i>\$0.39</i>	<i>\$0.39</i>
<b><i>TOTAL (Per Mile)</i></b>	<b><i>\$5.39</i></b>	<b><i>\$5.29</i></b>	<b><i>\$5.36</i></b>	<b><i>\$5.64</i></b>	<b><i>\$4.77</i></b>
<i>DAT TRENDSLINES RATE (North Carolina Per Mile Rates &amp; Loads to Truck Ratio)</i>	<i>\$1.94 - Trendlines / 5,5 to 1 Loads Ratio (10-26/2025 @ 4:45pm)</i>	<i>\$2.14 - Trendlines / 3.9 to 1 Loads Ratio (10-26-2025 @ 4:49pm)</i>	<i>\$2.81 - Trendline (10-26-2025 @ 4:59pm)</i>	<i>\$1.89 - Trendlines (10-26-2025 @ 5:01pm)</i>	<i>\$1.88 - Trendlines (10-26-2025 @ 5:03pm)</i>
<i>TOTAL MONTHLY EXPENSES (7,644 Miles Monthly Average out of 21-days as OTR Carrier)</i>	<i>\$41,201.16</i>	<i>\$40,436.76</i>	<i>\$40,971.84</i>	<i>\$43,112.16</i>	<i>\$36,461.88</i>
<i>CURRENT NORTH CAROLINA TRENDSLINES INCOME RATE x 21 DAYS or MONTHLY MILEAGE (7,644 x Trendline per mile) =</i>	<i>\$14,829.36</i>	<i>\$16,358.16</i>	<i>\$21,479.64</i>	<i>\$14,447.16</i>	<i>\$14,370.72</i>
<i>CURRENT NORTH CAROLINA</i>	<i>21,237 Monthly</i>	<i>18,895 Monthly</i>	<i>14,580 Monthly</i>	<i>22,810 Monthly</i>	<i>19,394 Monthly</i>

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<p><i>TRENDSLINES RATE MILEAGE REQUIRED TO MEET EXPENSES (7,644 ÷ Trendsline per mile) =</i></p>	<p><i>Mileage or 1,011 miles daily in 10 Driving Hours = 101 mph Avg. Speed</i></p>	<p><i>Mileage or 899 miles daily in 10 hours driving = 89.9 mph Avg. Speed</i></p>	<p><i>Mileage or 694 miles daily in 10 hours driving = 69.4 mph Avg. Speed</i></p>	<p><i>Mileage or 1,086 miles daily in 10 hours - 108.6 mph avg. speed</i></p>	<p><i>Mileage or 923 miles daily in 10 hours = 92.3 mph avg. speed</i></p>
<p><i>DAILY RATE REQUIRED FOR OWNER OPERATOR (75% of Gross Income to N.J.R. Trucking [Delivering Carrier])</i></p>	<p><i>\$1,961.96 Required Daily or \$140.14 per hour (14-Hour Window of Operation)</i></p>	<p><i>\$1,925.56 Required Daily or \$137.54 per hour (14-Hour Window of Operation)</i></p>	<p><i>\$1,951.04 Required Daily or \$139.36 per hour (14-Hour Window of Operation)</i></p>	<p><i>\$2,052.96 Required Daily or \$146.64 per hour (14-Hour Window of Operation)</i></p>	<p><i>\$1,736.28 Required Daily or \$124.02 per hour (14-Hour Window of Operation)</i></p>



*48' ALUMINUM FLATBED  
SPREAD AXLE*



*48' ALUMINIUM TRI AXLE STEEP*



*TRI AXLE MINI DECK TRAILER*



*85-TON 3+3+3 FRONT STEER  
LOWBOY*



*EXPANDING PERIMETER FRAME  
3+3+3 TRAILER*



*DOUBLE SCHNABEL SYSTEM  
TRAILER*



*HIGHWAY MAX EXTENDED  
ALL-IN-ONE TRAILER*

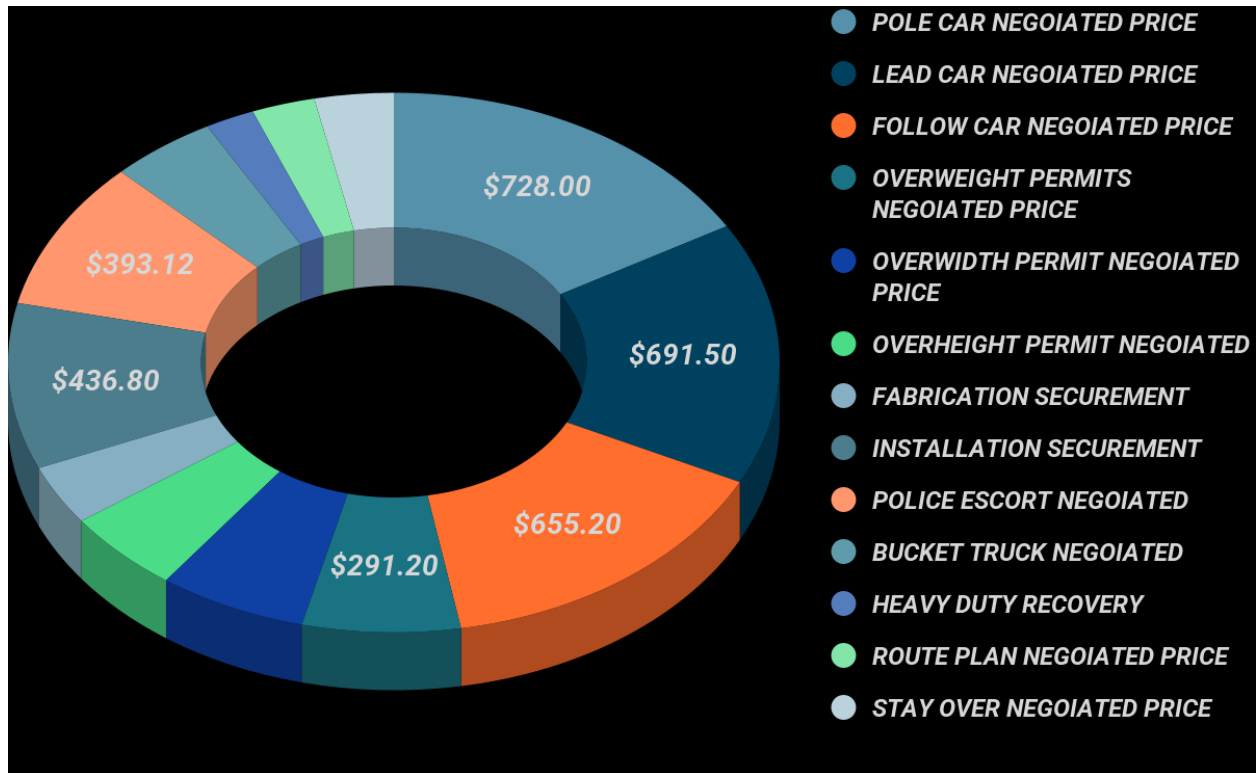


*25,000 lbs. GOOSENECK HOTSHOT  
TRAILER*



*TRI AXLE FLATBED TRUCK*

# ***GENERAL FREIGHT OPEN DECK TRAILERS BROKERING EXPENSE***



<i>POLE CAR NEGOTIATED PRICE</i>	<i>\$728.00 daily rate</i>
<i>LEAD CAR NEGOTIATED PRICE</i>	<i>\$691.50 daily rate</i>
<i>FOLLOW CAR NEGOTIATED PRICE</i>	<i>\$655.20 daily rate</i>
<i>OVERWEIGHT PERMITS NEGOTIATED PRICE</i>	<i>\$291.20 daily rate</i>
<i>OVERWIDTH PERMIT NEGOTIATED PRICE</i>	<i>\$273.00 daily rate</i>
<i>OVERHEIGHT PERMIT NEGOTIATED PRICE</i>	<i>\$218.40 daily rate</i>

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<i>FABRICATION SECUREMENT NEGOTIATED PRICE</i>	<i>\$157.56 daily rate</i>
<i>INSTALLATION SECUREMENT NEGOTIATED PRICE</i>	<i>\$436.80 daily rate</i>
<i>POLICE ESCORT NEGOTIATED PRICE</i>	<i>\$393.12 daily rate</i>
<i>BUCKET TRUCK NEGOTIATED PRICE</i>	<i>\$196.56 daily rate</i>
<i>HEAVY DUTY RECOVERY NEGOTIATED PRICE</i>	<i>\$91.00 daily rate</i>
<i>ROUTE PLAN NEGOTIATED PRICE</i>	<i>\$116.48 daily rate</i>
<i>STAY OVER NEGOTIATED PRICE</i>	<i>\$145.60 daily rate</i>

## **PERMITS & PILOT CAR EXPENSES NEGOTIATED WITH DELIVERING CARRIER**

Daily Expense Negotiated to: \$4,394.42 daily

Hourly Expense Negotiated to: \$399.50 hourly

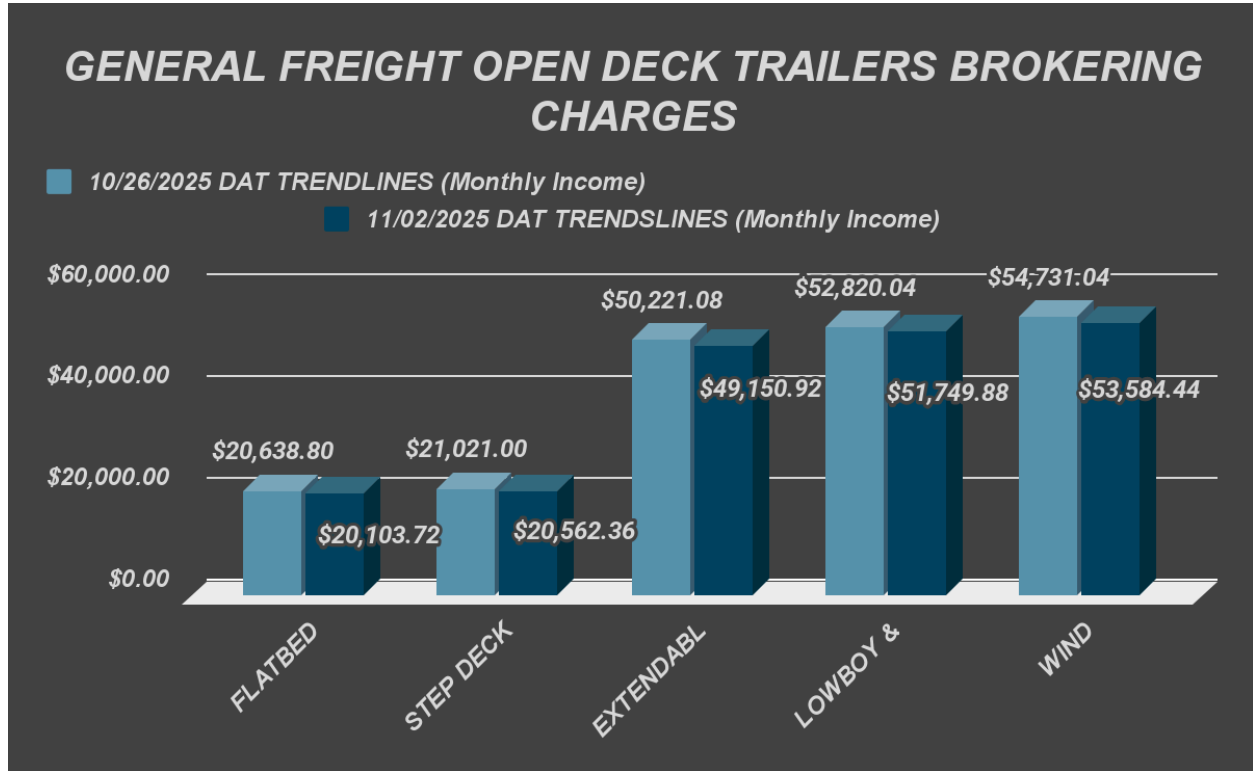
Per Mile Expense Negotiated to: \$12.08 per mile

	<b>HOT SHOT OPERATIONS</b>	<b>GENERAL FREIGHT OPERATION</b>	<b>HEAVY HAUL OPERATIONS</b>
<b>POLE CAR</b> <i>(Height Stick - 13'6" or more on Drop Deck Trailers Only - \$2.00 per mile)</i>	\$910.00 daily	\$854.00 daily	\$420.00 daily
<b>LEAD CAR</b> <i>(Communications Vehicle - 10' Wide All Open Deck Trailers - \$1.90 per mile)</i>	\$864.50 daily	\$811.00 daily	\$399.00 daily
<b>FOLLOW CAR</b> <i>(Security &amp; Safety Vehicle - 75' Length or More - \$1.80 per mile)</i>	\$819.00 daily	\$768.60 daily	\$378.00 daily
<b>OVERWEIGHT PERMIT</b> <i>(17,000 lbs. per axle permit weight or greater - 20 x \$0.04 x mileage)</i>	\$364.00 daily	\$341.60 daily	\$168.00 daily
<b>OVERWIDTH PERMIT</b> <i>(108" wide or more - 25 x \$0.03 x mileage)</i>	\$341.25 daily	\$320.25 daily	\$157.50 daily
<b>OVERHEIGHT PERMIT</b> <i>(168" tall or more - 30 x \$0.02 x mileage)</i>	\$273.00 daily	\$256.20 daily	\$126.00 daily
<b>FABRICATION SECUREMENT</b> <i>(Steel - Length x Width x Depth ([102" x 0.33" x 0.09"] x mileage ÷ 7 days)</i>	\$196.95 daily	\$184.83 daily	\$90.90 daily
<b>INSTALLATION SECUREMENT</b> <i>(Flags, Lights &amp; Signs - 10 x 0.84 x mileage ÷ 7 days)</i>	\$546.00 daily	\$512.40 daily	\$252.00 daily
<b>POLICE ESCORT</b> <i>(75 x \$0.10 x mileage ÷ 7 days)</i>	\$491.40 daily	\$461.16 daily	\$226.80 daily
<b>BUCKET TRUCK</b> <i>(Low Line Wires, Traffic Lights - 13.5 x \$0.04 x mileage)</i>	\$245.70 daily	\$230.58 daily	\$113.40 daily
<b>HEAVY DUTY RECOVERY</b> <i>(Trailer Assistance [Lift or pull] - 35 x \$0.05 x mileage ÷ 7 days)</i>	\$113.75 daily	\$106.75 daily	\$52.50 daily
<b>ROUTE PLAN</b> <i>(8 x \$0.04 x mileage)</i>	\$145.60 daily	\$136.64 daily	\$67.20 daily
<b>STAY OVER</b> <i>([Police, Pilot Cars Operators, Escort Team Members - 10 x \$0.04 x mileage)</i>	\$182.00 daily	\$170.80 daily	\$84.00 daily



*2026 Kenworth W900B Tri Axle Non Steer 22,500 lbs. Lift Axle, 4-Speed Aux. Transmission,  
Cummins X15 605 hp 2050 lb-ft of Torque.  
USDOT# 3030152 (On Steps w/Name [N.J.R. Trucking])*

***OWNER OPERATOR DELIVERING HEAVY HAUL & SPECIALIZED FREIGHT  
OPERATING AND SELF PAY EXPENSES***



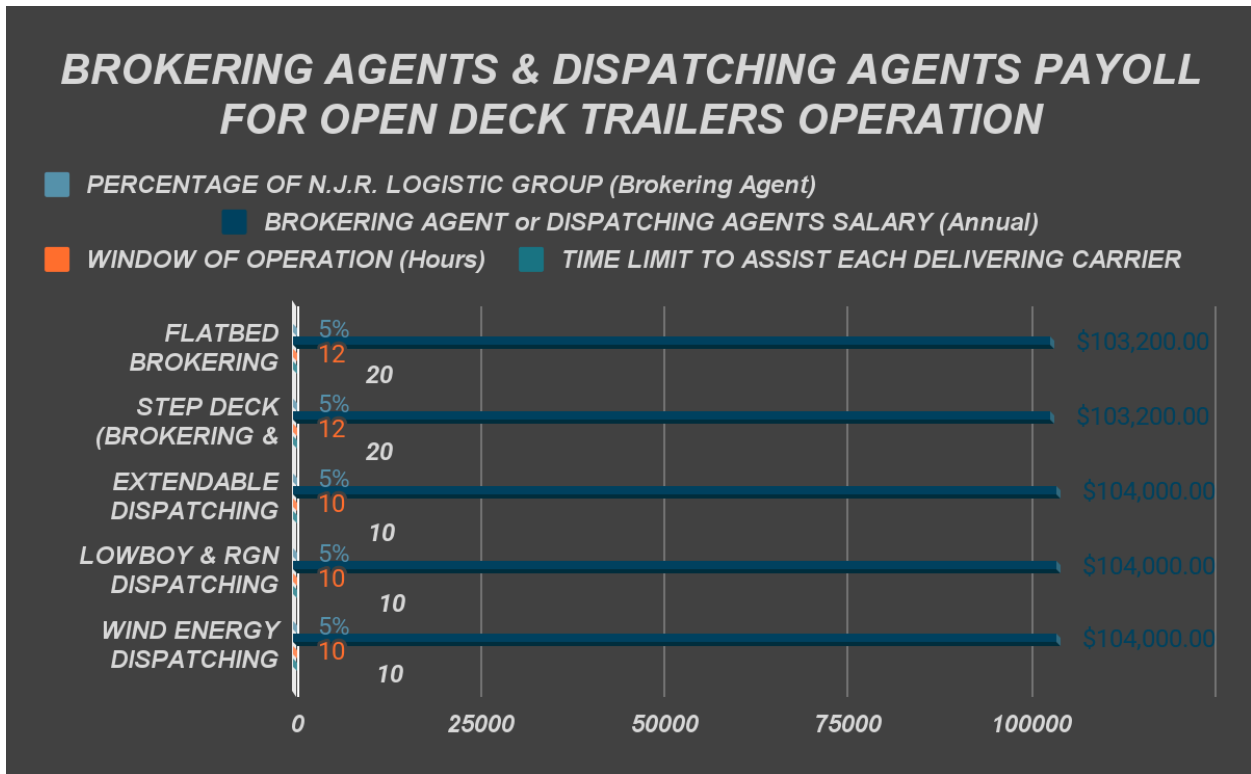
	10/26/2025 DAT TRENDLINES (Monthly Income)	11/02/2025 DAT TRENDLINES (Monthly Income)	PERCENTAGE (+) OR (-) ON 11/02/2025 @ 5:38pm	TOTAL AMOUNT GAIN OR LOSS ON 11/2/2025 @ 5:38pm
FLATBED OPERATIONS (7,644 Monthly Miles)	\$20,638.80 (\$2.70 per mile)	\$20,103.72 (\$2.63 per mile)	(-) 2%	(-) \$535.08
STEP DECK OPERATIONS (7,644 Monthly Miles)	\$21,021.00 (\$2.75 per mile)	\$20,562.36 (\$2.69 per mile)	(-) 2%	(-) \$458.64
EXTENDABLE TRAILER OPERATIONS (7,644 Monthly Miles)	\$50,221.08 (\$6.57 per mile)	\$49,150.92 (\$6.43 per mile)	(-) 2%	(-) \$1,070.16
LOWBOY & RGN's TRAILERS OPERATIONS (7,644 Monthly Miles)	\$52,820.04 (\$6.91 per mile)	\$51,749.88 (\$6.77 per mile)	(-) 2%	(-) \$1,070.16
WIND ENERGY TRAILERS OPERATIONS	\$54,731.04 (\$7.36 per mile)	\$53,584.44 (\$7.01 per mile)	(-) 2%	(-) \$1,146.60

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(7,644 Monthly Miles)

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**BROKERING AGENTS & DISPATCHING AGENTS PAYROLL FOR OPEN DECK TRAILERS**



**Dispatching Daylight Saving Time**

- 0.1 Hours out of 10-Hours
- Window 6:00am to 4:00pm
- November thru April
- (No Sundays - Saturday's Until Noon)
- Night Moves Exceptions

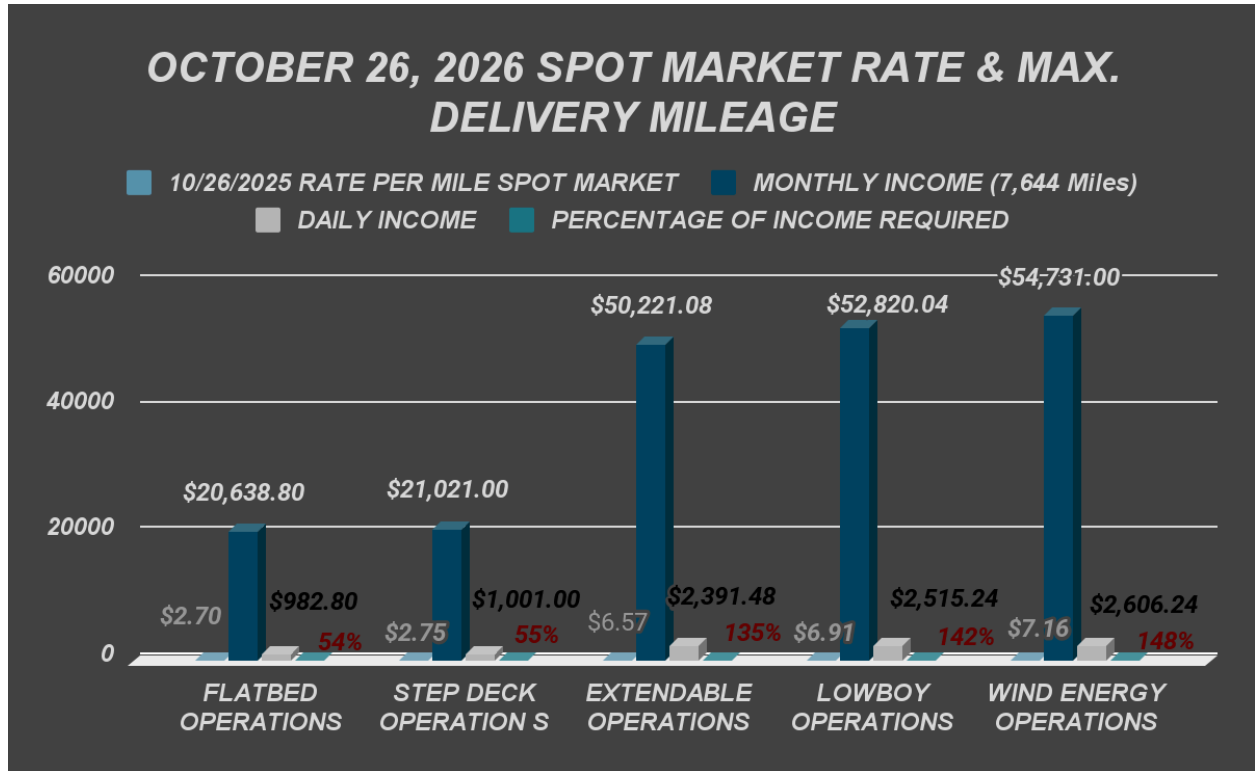
**Dispatching Spring Hours**

- 0.06 Hours out of 15-Hour
- Window 6:00am to 9:30pm
- May thru October
- (Dispatching Spring - Summer & 1st Half of Fall Months)
- (No Sundays - Saturday's Until Noon)
- Night Moves Exceptions

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	<i>PERCENTAGE OF N.J.R. LOGISTIC GROUP (Brokering Agent)</i>	<i>BROKERING AGENT or DISPATCHING AGENTS SALARY (Annual)</i>	<i>WINDOW OF OPERATION</i>	<i>TIME LIMIT TO ASSIST EACH DELIVERING CARRIER (Dead Head and Delivery Professionally)</i>
<i>FLATBED BROKERING AGENT</i>	5%	<i>\$103,200.00 Annually - \$8,600.00 Monthly - \$430.00 per load</i>	<i>12-Hours (Standby to Assist Owner Operators at Shipper or Receiver or Delayed Delivery)</i>	<i>0.33 Hours (20 Minutes)</i>
<i>STEP DECK (BROKERING &amp; DISPATCHING AGENT)</i>	5%	<i>\$103,200.00 Annually - \$8,600.00 Monthly - \$430.00 per load</i>	<i>12-Hours on Flatbed Loads (9.25' Height) / 10-Hours Oversized (Standby)</i>	<i>0.33 Hours (20 Minutes Flatbed) / 0.1 Hours (10 Minutes Specialized) Assisting Professionally)</i>
<i>EXTENDABLE DISPATCHING AGENT</i>	5%	<i>\$104,000.00 Annually - \$8,666.67 Monthly (\$577.77 per dispatch)</i>	<i>10-Hours (Daylight Savings Time) / 15-Hours (Spring Time) Standby</i>	<i>0.1 Hours (10 Minutes - Daylight Savings Time) / 0.06 Hours (3.6 Minutes Specialized) Assisting Professionally</i>
<i>LOWBOY &amp; RGN DISPATCHING AGENT</i>	5%	<i>\$104,000.00 Annually - \$8,666.67 Monthly (\$577.77 per dispatch)</i>	<i>10-Hours (Daylight Savings Time) / 15-Hours (Spring Time) Standby</i>	<i>0.1 Hours (10 Minutes - Daylight Savings Time) / 0.06 Hours (3.6 Minutes Specialized) Assisting Professionally</i>
<i>WIND ENERGY DISPATCHING AGENT</i>	5%	<i>\$104,000.00 Annually - \$8,666.67 Monthly (\$577.77 per dispatch)</i>	<i>10-Hours (Daylight Savings Time) / 15-Hours (Spring Time) Standby</i>	<i>0.1 Hours (10 Minutes - Daylight Savings Time) / 0.06 Hours (3.6 Minutes Specialized) Assisting Professionally</i>

**OCTOBER 26, 2025 SPOT MARKET RATES WITH MAX. DELIVERY MILEAGE ALLOW WITH RATES**



	10/26/2025 RATE PER MILE SPOT MARKET	MONTHLY INCOME (7,644 Miles)	DAILY INCOME	PERCENTAGE OF INCOME REQUIRED	DELIVERY MAX MILEAGE
FLATBED OPERATIONS	\$2.70	\$20,638.80	\$982.80	54%	195 Miles Drop 7.5 Hours to be loaded and unloaded • 53% of 14 Hour Window 4.8 Hours Driving • 34% of 14 Hour Window 2.7 Hours for loading and unloading • 19% of 14 Hour Window

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					<p><i>Retention Pay</i>  <i>\$130.78 Hourly</i></p> <ul style="list-style-type: none"> <li><i>Begins 55% of 14 Hour Window</i></li> </ul> <p><i>\$2.18 per minute</i></p> <ul style="list-style-type: none"> <li><i>Begins 54% of 14 Hour Window</i></li> </ul>
<i>STEP DECK OPERATIONS</i>	<i>\$2.75</i>	<i>\$21,021.00</i>	<i>\$1,001.00</i>	<i>55%</i>	<p><i>199 Miles Drop</i></p> <p><i>7.6 Hours to be loaded and unloaded</i></p> <ul style="list-style-type: none"> <li><i>54% of 14 Hour Window</i></li> </ul> <p><i>4.9 Hours Driving</i></p> <ul style="list-style-type: none"> <li><i>35% of 14 Hour Window</i></li> </ul> <p><i>2.7 Hours for loading and unloading</i></p> <ul style="list-style-type: none"> <li><i>19% of 14 hour Window</i></li> </ul> <p><i>Retention Pay</i>  <i>\$130.78 Hourly</i></p> <ul style="list-style-type: none"> <li><i>Begins 55% of 14 Hour Window</i></li> </ul> <p><i>\$2.18 per minute</i></p> <ul style="list-style-type: none"> <li><i>Begins 54% of 14 Hour Window</i></li> </ul>
<i>EXTENDABLE OPERATIONS</i>	<i>\$6.57</i>	<i>\$50,221.08</i>	<i>\$2,391.48</i>	<i>135%</i>	<p><i>491 Miles Drop</i></p> <p><i>18.8 Hours to be loaded and unloaded</i></p> <ul style="list-style-type: none"> <li><i>2 Days Delivery</i></li> <li><i>34% of 2nd Day (14-Hour Window)</i></li> </ul> <p><i>12.1 Hours Driving</i></p> <ul style="list-style-type: none"> <li><i>2 Day Delivery</i></li> </ul>

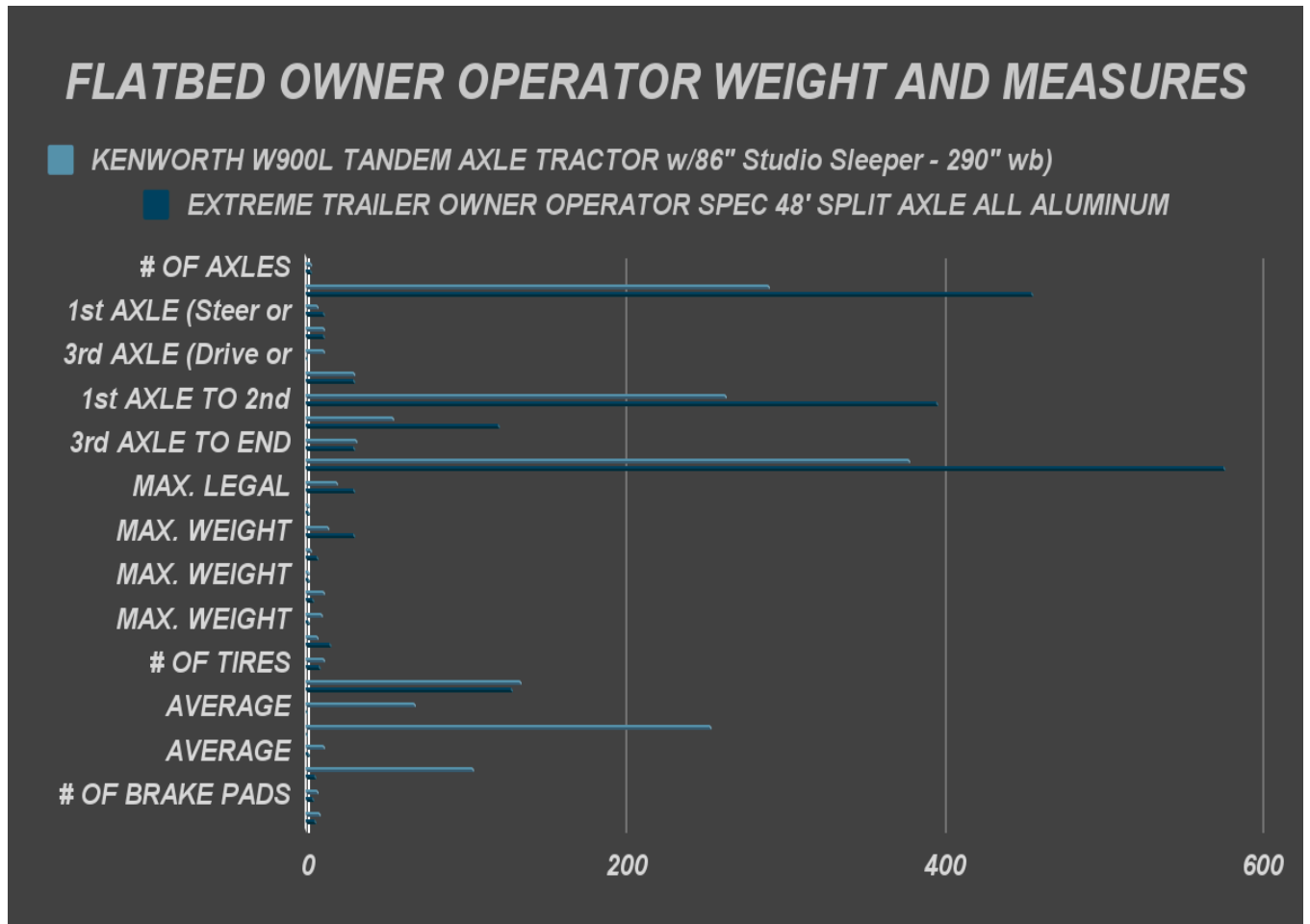
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					<ul style="list-style-type: none"> <li>• 22% of 2nd Day (14-Hour Window)</li> </ul> <p>6.7 Hours for loading and unloading</p> <ul style="list-style-type: none"> <li>• 47% of 14-Hour Window</li> </ul> <p>Retention Pay \$126.62 Hourly</p> <ul style="list-style-type: none"> <li>• 4.9 Hours on 2nd Day of 14-Hour Window</li> </ul> <p>\$2.11 per minute</p> <ul style="list-style-type: none"> <li>• 4.8 Hours on 2nd Day of 14-Hour Window</li> </ul>
LOWBOY OPERATIONS	\$6.91	\$52,820.04	\$2,515.24	142%	<p>517 Miles Drop</p> <p>21 Hours to be loaded and unloaded w/o permit or DOT Delays</p> <ul style="list-style-type: none"> <li>• 3 days delivery</li> <li>• 50% of 2nd Day 14-Hour Window</li> </ul> <p>14.7 Hours Driving</p> <ul style="list-style-type: none"> <li>• 3 day driving delivery</li> <li>• 35% of 3rd Day 14-Hour Window</li> </ul> <p>6.3 Hours for loading and unloading</p> <ul style="list-style-type: none"> <li>• 45% of 14-Hour Window</li> </ul> <p>Retention Pay \$126.62 Hourly</p> <ul style="list-style-type: none"> <li>• 51% of 3rd day 14-Hour Window Start Time</li> </ul>

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					<p><i>\$2.11 per minute</i></p> <ul style="list-style-type: none"> <li>● <i>50% of 2nd day 14-Hour Window Start Time</i></li> </ul>
<p><i>WIND ENERGY OPERATIONS</i></p>	<p><i>\$7.16</i></p>	<p><i>\$54,731.00</i></p>	<p><i>\$2,606.24</i></p>	<p><i>148%</i></p>	<p><i>536 Miles Drop</i></p> <p><i>21 Hours to be loaded and unloaded w/o permit or DOT Delays</i></p> <ul style="list-style-type: none"> <li>● <i>4 day delivery</i></li> <li>● <i>50% of 3rd Day 14-Hour Window</i></li> </ul> <p><i>17.8 Hours Driving</i></p> <ul style="list-style-type: none"> <li>● <i>3 day driving delivery</i></li> <li>● <i>2% of 4th Day 14-Hour Window</i></li> </ul> <p><i>3.2 Hours for loading and unloading</i></p> <ul style="list-style-type: none"> <li>● <i>22% of 14-Hour Window</i></li> </ul> <p><i>Retention Pay</i></p> <p><i>\$126.62 Hourly</i></p> <ul style="list-style-type: none"> <li>● <i>51% of 2nd day 14-Hour Window Start Time</i></li> </ul> <p><i>\$2.11 per minute</i></p> <ul style="list-style-type: none"> <li>● <i>50% of 2nd day 14-Hour Window Start Time</i></li> </ul>

**FLATBED TRAILER OWNER OPERATOR RATE PER MILE**



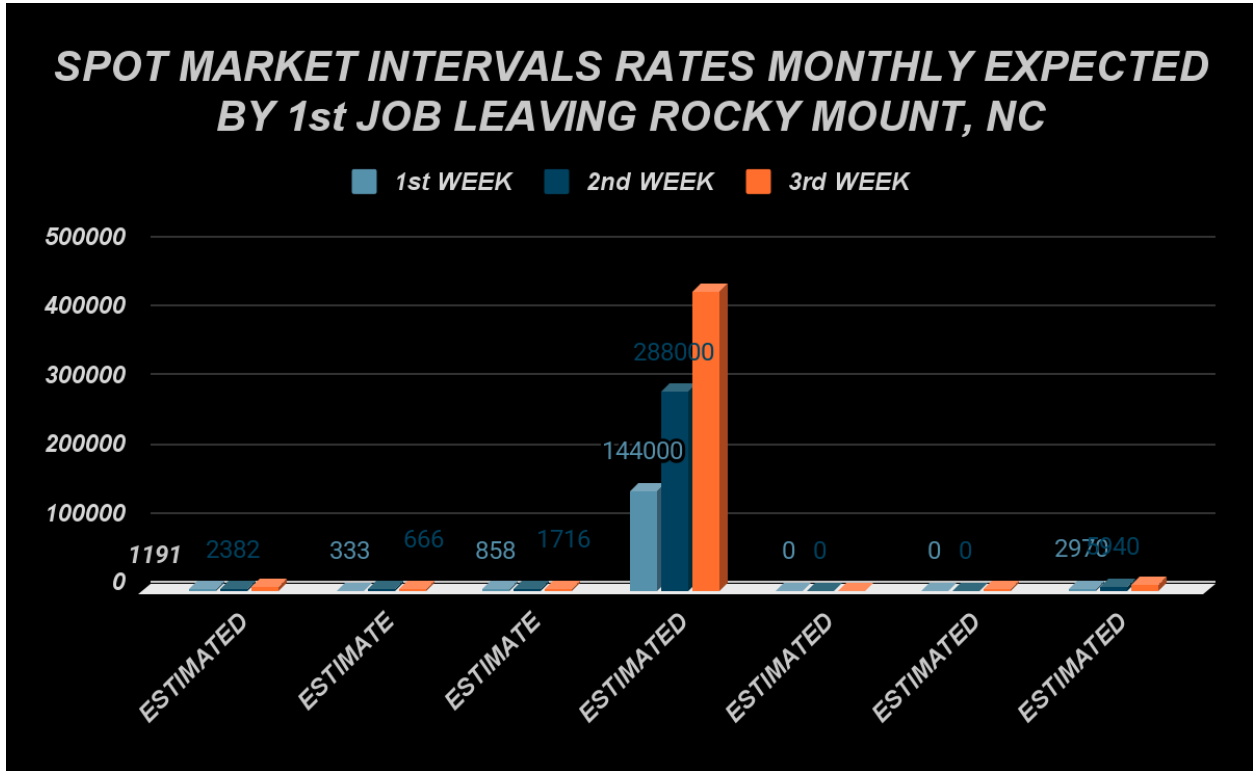
	<i>KENWORTH W900L TANDEM AXLE TRACTOR w/86" Studio Sleeper - 290" wb)</i>	<i>EXTREME TRAILER OWNER OPERATOR SPEC 48' SPLIT AXLE ALL ALUMINUM</i>
<i># OF AXLES</i>	<i>3 Axles</i>	<i>2 Axles</i>
<i>WHEELBASE or KINGPIN TO AXLES SPACING (Inches)</i>	<i>290"</i>	<i>456"</i>
<i>1st AXLE (Steer or Trailer) RATING (Tons)</i>	<i>6.5 Tons</i>	<i>10 Tons</i>
<i>2nd AXLE (Drive or Trailer) RATING (Tons)</i>	<i>10 Tons</i>	<i>10 Tons</i>
<i>3rd AXLE (Drive or Trailer) RATING (Tons)</i>	<i>10 Tons</i>	<i>N/a</i>

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<i>FRONT BUMPER TO 1st AXLE (or Kingpin) SPACING (Inches)</i>	<i>30"</i>	<i>30"</i>
<i>1st AXLE TO 2nd AXLE (or Kingpin to Trailer 1st Axle) (Inches)</i>	<i>263"</i>	<i>396"</i>
<i>2nd AXLE TO 3rd AXLE (Trailer 1st to 2nd Axle) (Inches)</i>	<i>54"</i>	<i>120"</i>
<i>3rd AXLE TO END OF TRACTOR (or 2nd Axle to End of Trailer)</i>	<i>31"</i>	<i>30"</i>
<i>TOTAL LENGTH (Inches)</i>	<i>378"</i>	<i>576"</i>
<i>MAX. LEGAL WEIGHT (With or Without Permits) (Tons)</i>	<i>19.38 Tons</i>	<i>29.54 Tons</i>
<i>MAX. WEIGHT BETWEEN FRONT BUMPER AND 1st AXLE (Tons)</i>	<i>1.53 Tons</i>	<i>1.53 Tons</i>
<i>MAX. WEIGHT BETWEEN 1st Axle AND 2nd AXLE (Tons)</i>	<i>13.48 Tons</i>	<i>29.5 Tons</i>
<i>MAX. WEIGHT BETWEEN 2nd AXLE AND 3rd AXLE (Tons)</i>	<i>2.76 Tons</i>	<i>6.15 Tons</i>
<i>MAX. WEIGHT BETWEEN 3rd AXLE AND END OF FRAME (Tons)</i>	<i>1.59 Tons</i>	<i>1.53 Tons</i>
<i>TARE WEIGHT (Light Weight) (Tons)</i>	<i>10 Tons</i>	<i>4.34 Tons</i>
<i>MAX. WEIGHT ALLOWED ON 5th WHEEL (or Kingpin) (Tons)</i>	<i>9.38 Tons</i>	<i>1.53 Tons</i>
<i>AVERAGE AXLE RATING FOR PERMIT ORDERING (Tons)</i>	<i>6.46 Tons</i>	<i>14.77 Tons</i>
<i># OF TIRES</i>	<i>10 Tires</i>	<i>8 Tires</i>
<i>AVERAGE TIRES PRICE (+ 25% Tariffs / \$1,125.00 per tire) DAILY EXPENSES</i>	<i>\$133.92 Daily Tire Expenses</i>	<i>\$128.57 Daily Tire Expenses</i>
<i>AVERAGE GALLONS OF FUEL CONSUMED DAILY</i>	<i>67.5 Gallons Consumed</i>	<i>N/a</i>
<i>AVERAGE DIESEL FUEL COST DAILY (\$3.76 per gallon)</i>	<i>\$253.80 Daily Fuel Expenses</i>	<i>N/a</i>
<i>AVERAGE AMOUNT OF SCHEDULE SERVICE INTERVAL ANNUALLY</i>	<i>11 Service Intervals</i>	<i>1 Service Intervals</i>
<i>AVERAGE SCHEDULE SERVICE INTERVAL</i>	<i>\$104.76</i>	<i>\$5.71</i>

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<i>COST DAILY</i>	<i>Daily Service Interval</i>	<i>Daily Service Interval</i>
<i># OF BRAKE PADS</i>	6 <i>Brake Pads</i>	4 <i>Brake Pads</i>
<i>BRAKE PADS EXPENSES DAILY</i>	\$8.57 <i>Daily Brake Pads Expenses</i>	\$5.71 <i>Daily Brake Pads Expenses</i>



	1st WEEK	2nd WEEK	3rd WEEK
<i>ESTIMATED MILEAGE</i>	1,191 miles	2,382 miles	3,573 miles
<i>ESTIMATE DEADHEAD MILEAGE WEEKLY</i>	333	666	999
<i>ESTIMATE TRIP MILEAGE</i>	858 miles	1,716 miles	2,574 miles
<i>ESTIMATED SHIPMENT WEIGHT TRANSPORTED</i>	144,000 lbs.	288,000 lbs.	432,000 lbs.
<i>ESTIMATED TIMES FREIGHT BROKER AGENT WILL PAY DELIVERING CARRIER</i>	0	0	1
<i>ESTIMATED INCOME FOR DELIVERING CARRIER (without factoring company)</i>	\$0	\$0	\$990.00
<i>ESTIMATED INCOME FOR DELIVERING CARRIER (with factoring company - No Percentage to factoring company)</i>	\$2,970.00 1st Week	\$5,940.00 2nd Week	\$8,910.00 3rd Week

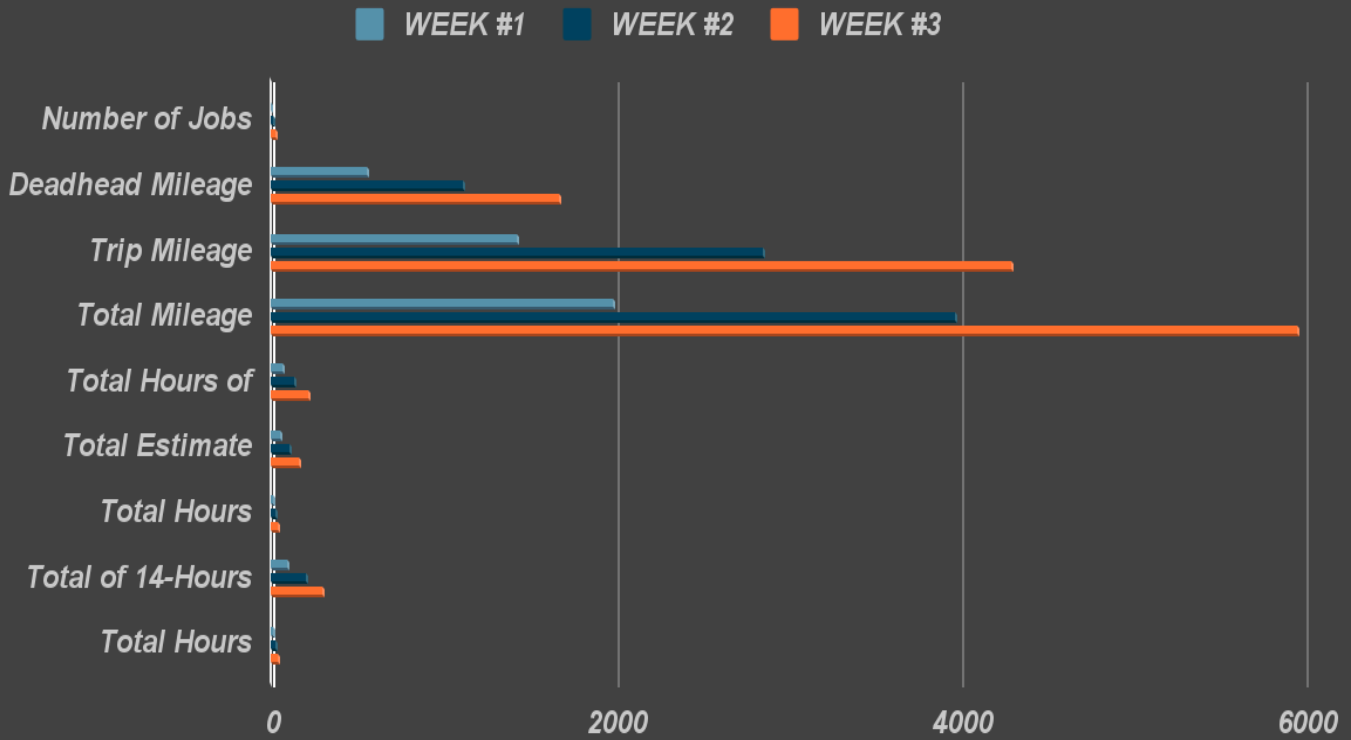
STARTING	PICK UP	DESTINATION	RATE	DAYS TO PAY	LOAD TYPE
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<i>LOCATION</i>	<i>LOCATION</i>	<i>LOCATION</i>			
<i>Rocky Mount, NC</i>	<i>Chester, VA (111 Deadhead Miles)</i>	<i>Mainland, PA (286 Trip Mileage)</i>	<i>\$990.00</i>	<i>20-Days to Pay</i>	<i>Full Commodity - Lumber Length - 48' Weight - 48,000 lbs.</i>

*Spot Market Rate - \$3.77 per mile last 30-Days going points north*

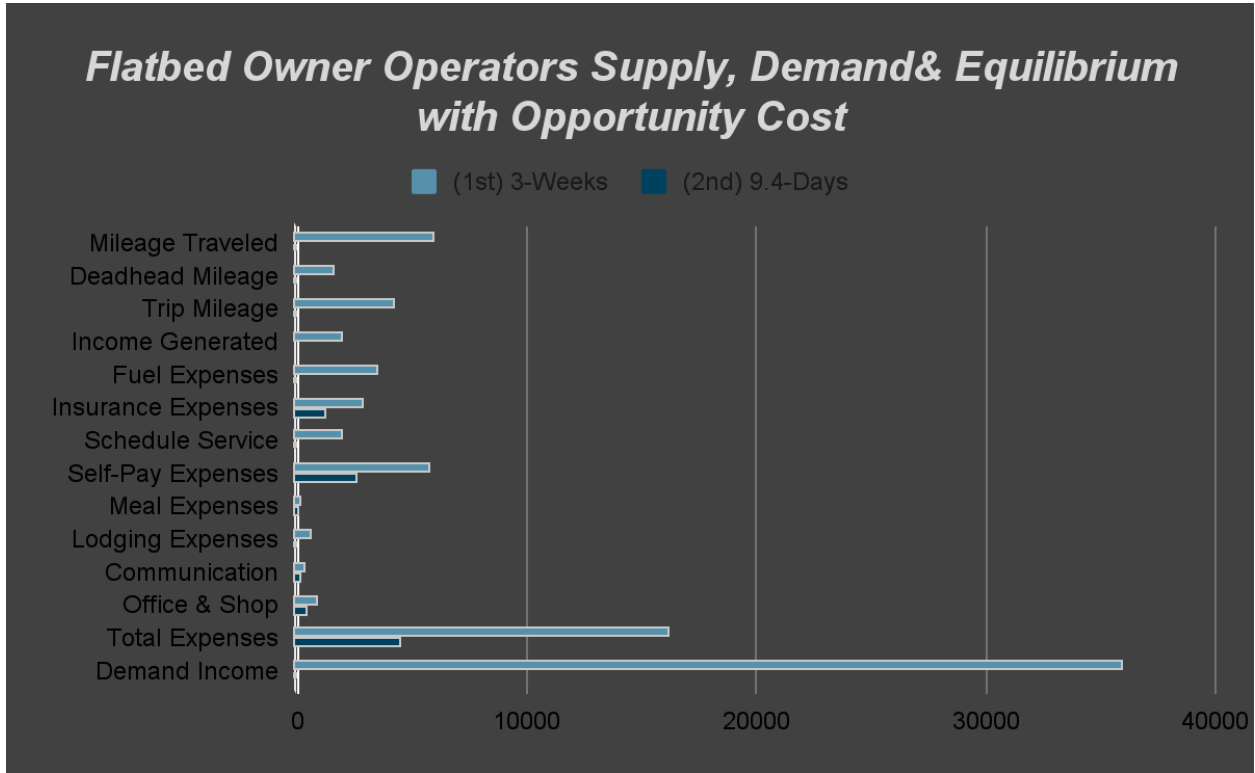
## 21 Days as an Owner Operator Max HOS Service & Jobs Infographics



	WEEK #1	WEEK #2	WEEK #3
<i>Number of Jobs Completed</i>	5 Jobs	10 Jobs	30 Jobs
<i>Deadhead Mileage Estimate</i>	555 <i>Deadhead Miles Allowance</i>	1,110 <i>Deadhead Miles Allowance</i>	1,665 <i>Deadhead Miles Allowance</i>
<i>Trip Mileage Estimate</i>	1,430 <i>Trips Mileage Allowance</i>	2,860 <i>Trips Mileage Allowance</i>	4,290 <i>Trip Mileage Allowance</i>
<i>Total Mileage Estimate</i>	1,985 <i>Total Mileage Allowance</i>	3,970 <i>Total Mileage Allowance</i>	5,955 <i>Total Mileage Allowance</i>

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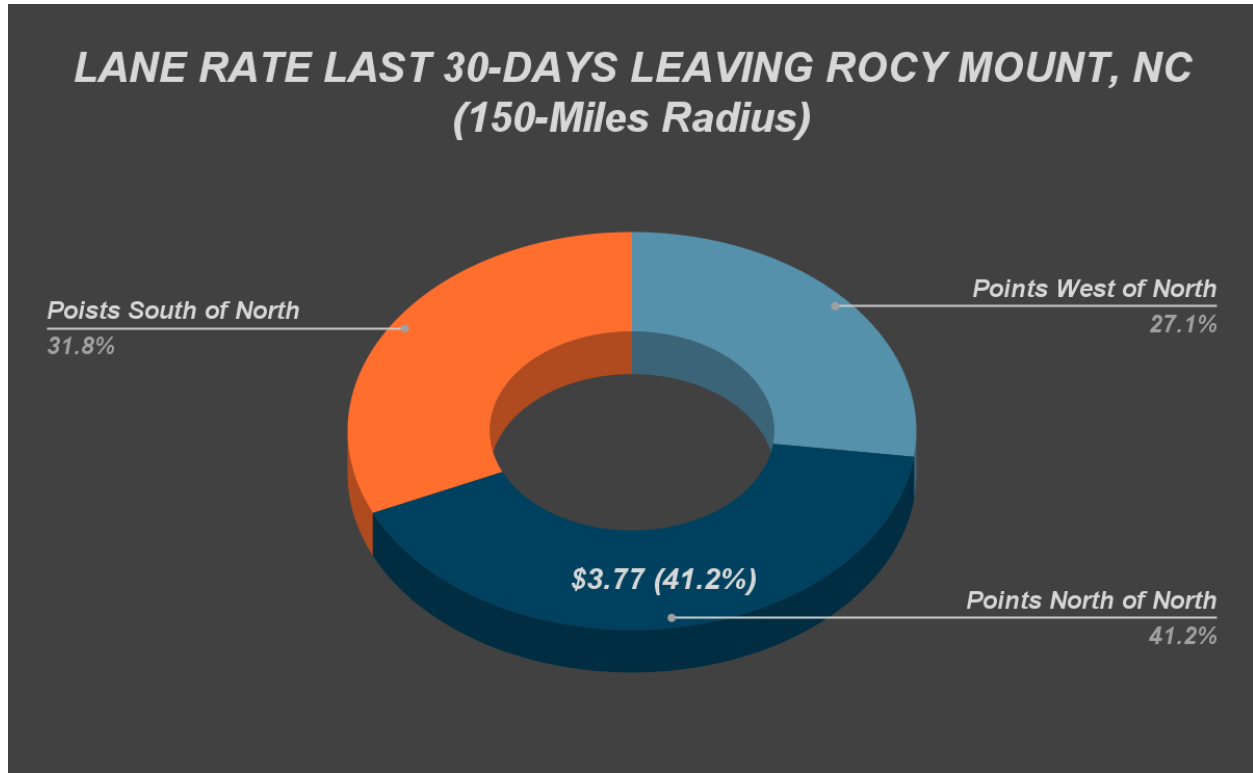
<i>Total Hours of Service (HOS) Available</i>	<i>70 Hours of Service (HOS)</i>	<i>140 Hours of Service (HOS)</i>	<i>210 Hours of Service (HOS)</i>
<i>Total Estimate Driving Hours Estimate</i>	<i>56 Driving Hours Allowance</i>	<i>112 Driving Hours Allowance</i>	<i>168 Driving Hours Allowance</i>
<i>Total Hours Available for On-Duty (Securing, Fueling &amp; Pre Trip)</i>	<i>14 On-Duty Hours Excluding Driving Allowance</i>	<i>28 On-Duty Hours Excluding Driving Allowance</i>	<i>42 On-Duty Hours Excluding Driving Allowance</i>
<i>Total of 14-Hours Window Available (Searching Loads, Route Plan &amp; Office Work)</i>	<i>98 Window Hours of Operation Allowance</i>	<i>196 Window Hours of Operation Allowance</i>	<i>294 Window Hours of Operation Allowance</i>
<i>Total Hours Available Between Loads to Deadhead to Shippers'</i>	<i>12.61 Total Hours Between Loads (2.52 Hours Between Jobs) Allowance</i>	<i>25.22 Total Hours Between Loads (2.52 Hours Between Jobs) Allowance</i>	<i>37.83 Total Hours Between Loads (2.52 Hours Between Jobs) Allowance</i>



	(1st) 3-Weeks	(2nd) 9.4-Days
<i>Mileage Traveled</i>	5,955 <i>Mileage</i>	N/a
<i>Deadhead Mileage</i>	1,665 <i>Deadhead Mileage</i>	N/a
<i>Trip Mileage</i>	4,290 <i>Trip Mileage</i>	N/a
<i>Income Generated (Current Spot Market Rate) 20-Days to Pay after Completion of Job</i>	\$1,980.00 <i>Spot Market Income</i>	\$9,306.00 <i>Spot Market Income</i>
<i>Fuel Expenses</i>	\$3,493.60 <i>Fuel Expenses</i>	N/a
<i>Insurance Expenses</i>	\$2,878.26 <i>Commercial Insurance Rate</i>	\$1,288.35 <i>Commercial Insurance Rate</i>
<i>Schedule Service Expenses</i>	\$1,999.71 <i>Schedule Service Expenses</i>	N/a

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<i>Self-Pay Expenses</i>	\$5,756.52 <i>Self-Pay Expenses</i>	\$2,576.72 <i>Self-Pay Expenses</i>
<i>Meal Expenses</i>	\$210.00 <i>Meals Expenses</i>	\$94.00 <i>Meal Expenses</i>
<i>Lodging Expenses</i>	\$600.00 <i>Lodging Expenses</i>	N/a
<i>Communication Expenses</i>	\$345.00 <i>Communication Expenses</i>	\$154.53 <i>Communication Expenses</i>
<i>Office &amp; Shop Expenses</i>	\$897.00 <i>Office &amp; Shop Expenses</i>	\$401.94 <i>Office &amp; Shop Expenses</i>
<i>Total Expenses</i>	\$16,180.09 <i>Total Expenses The (1st) 21-Days of the Month</i>	\$4,515.54 <i>Total Expenses (2nd) Half of the Month</i>
<i>Demand Income</i>	\$36,000.00 <i>Monthly Income</i>  <ul style="list-style-type: none"> <li>● \$2,400.00 per load Contract</li> <li>● \$1,714.28 daily income contract</li> <li>● \$122.44 per hour (14 hour window contract)</li> <li>● \$670.44 deadhead expenses per load contract</li> <li>● \$8.39 per mile contract</li> <li>● \$6.04 per all traveled miles agreement</li> </ul>	N/a



	LANE RATE LAST 30 DAYS
<i>Points West of North Carolina (per mile rate)</i>	\$2.48
<i>Points North of North Carolina (per mile rate)</i>	\$3.77
<i>Points South of North Carolina (per mile rate)</i>	\$2.91

<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$653.99 Required Daily or \$46.71 per hour (14-Hour Window of Daily Service) <b>FLATBED OPERATIONS</b></i>
<i>BROKER RATE REQUIRED FOR DISPATCHING</i>	<i>\$641.85 Required Daily</i>

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<i>FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>or</i> \$45.84 per hour (14-Hour Window of Daily Service) <b>STEP DECK OPERATIONS</b>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	\$650.35 Required Daily <i>or</i> \$46.45 per hour (14-Hour Window of Daily Service) <b>EXTENDABLE TRAILER OPERATIONS</b>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	\$684.32 Required Daily <i>or</i> \$48.88 per hour (14-Hour Window of Daily Service) <b>LOWBOY OPERATIONS</b>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	\$578.76 Required Daily <i>or</i> \$41.34 per hour (14-Hour Window of Daily Service) <b>WIND ENERGY TRAILERS OPERATIONS</b>

	<i>FLATBED OWNER OPERATOR</i>	<i>STEP DECK OWNER OPERATOR</i>	<i>EXTENDABLE TRAILERS OWNER OPERATOR</i>	<i>LOWBOY &amp; RGN OWNER OPERATOR</i>	<i>WIND ENERGY TRAILERS OWNER OPERATORS</i>
<i>FUEL COST (Per Mile)</i>	\$1.08	\$1.08	\$1.08	\$1.08	\$1.08
<i>TIRES COST (Per Mile)</i>	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
<i>OTR &amp; COMMUNICATION (Per Mile)</i>	\$0.99	\$0.99	\$0.99	\$0.99	\$0.99
<i>CONTRACTORS EXPENSES (Per Mile)</i>	\$0.61	\$0.61	\$0.45	\$0.45	\$0.45
<i>BUSINESS VEHICLES PAYMENT (Per Mile)</i>	\$0.09	\$0.09	\$0.09	\$0.09	\$0.09
<i>BUSINESS VEHICLE AUTO INSURANCE (Per Mile)</i>	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03

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<i>BUSINESS VEHICLE GASOLINE OR DIESEL EXPENSES (Per Mile)</i>	\$0.32	\$0.32	\$0.32	\$0.32	\$0.32
<i>GROCERIES (OTR &amp; Home) EXPENSES (Per Mile)</i>	\$0.13	\$0.13	\$0.13	\$0.13	\$0.13
<i>MORTGAGE EXPENSES (Per Mile)</i>	\$0.57	\$0.57	\$0.57	\$0.57	\$0.57
<i>UTILITIES EXPENSES (Per Mile)</i>	\$0.06	\$0.06	\$0.06	\$0.06	\$0.06
<i>PROPERTY TAXES EXPENSES (Per Mile)</i>	\$0.04	\$0.04	\$0.04	\$0.04	\$0.04
<i>HOMEOWNERS INSURANCE EXPENSES (Per Mile)</i>	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03
<i>HEALTH INSURANCE EXPENSES (Per Mile)</i>	\$0.11	\$0.11	\$0.11	\$0.11	\$0.11
<i>COMMERCIAL TRUCK INSURANCE (Per Mile)</i>	\$0.48	\$0.48	\$0.48	\$0.48	\$0.48
<i>SCHEDULE MAINTENANCE EXPENSES (Per Mile)</i>	\$0.39	\$0.39	\$0.39	\$0.39	\$0.39
<i>PERMITS &amp; PILOT CARS EXPENSES (Per Mile)</i>	\$12.07	\$12.07	\$12.07	\$12.07	\$12.07
<i>TOTAL w/PERMITS &amp; PILOT CARS EXPENSES (Per Mile)</i>	\$17.10	\$17.10	\$16.94	\$16.94	\$16.94
<i>TOTAL w/o PERMITS &amp; PILOT CARS EXPENSES (Per Mile)</i>	\$5.03	\$5.03	\$4.87	\$4.87	\$4.87
<i>DAT TRENDSLINES RATE (North Carolina Per Mile Rates &amp; Loads to Truck Ratio)</i>	\$2.70 - Trendlines / 18 to 1 Loads Ratio (10/26/2025 @ 4:53pm)	\$2.75 - (10-26-2025 @ 5:05pm)	\$6.57 - (10/-26-2025 @ 5:08pm)	\$6.91 - (10/26/2025 @ 5:10pm)	\$7.16 - (10/26/2025 @ 5:11pm)
<i>TOTAL MONTHLY EXPENSES (7,644 Miles Monthly Average out of 21-days as OTR Carrier w/o Permits &amp; Pilot Cars Expenses)</i>	\$38,449.32	\$38,449.32	\$37,226.28	\$37,226.28	\$37,226.28
<i>TOTAL MONTHLY EXPENSES (7,644 Miles Monthly Average out of 21-days as OTR Carrier w/Permits &amp; Pilot Cars Expenses Deadhead &amp; Loaded)</i>	\$130,712.40	\$130,712.40	\$129,489.36	\$129,489.36	\$129,489.36
<i>CURRENT NORTH CAROLINA OPEN DECK TRENDSLINES INCOME RATE x 21 DAYS or MONTHLY MILEAGE (7,644 x Trendline per mile) =</i>	\$20,638.80	\$21,021.00	\$50,221.08	\$52,820.04	\$54,731.04
<i>CURRENT NORTH CAROLINA TRENDSLINES RATE MILEAGE</i>	14,240 Monthly Mileage or 678	13,981 Monthly Mileage or 665	5,666 Monthly Miles or 269 miles in 10	5,387 Monthly Miles or 256 miles	5,199 monthly miles or 247 miles

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<i>REQUIRED TO MEET EXPENSES (7,644 ÷ Trendsline per mile) =</i>	<i>miles in 10 Driving Hours = 67.8 mph Avg. Speed</i>	<i>miles in 10 driving hours = 66.5 mph avg. speed</i>	<i>driving hours = 26.9 mph avg. speed</i>	<i>in 10 driving hours = 25.6 mph avg. speed</i>	<i>in 10 driving hours = 24.7 mph avg. speed</i>
<i>DAILY RATE REQUIRED FOR OWNER OPERATOR (75% of Gross Income to N.J.R. Trucking [Delivering Carrier])</i>	<i>\$1,830.92 Required Daily or \$130.78 per hour (14-Hour Window of Operation)</i>	<i>\$1,830.92 Required Daily or \$130.78 per hour (14-Hour Window of Operation)</i>	<i>\$1,772.68 Required Daily or \$126.62 per hour (14-Hour Window of Operation)</i>	<i>\$1,772.68 Required Daily or \$126.62 per hour (14-Hour Window of Operation)</i>	<i>\$1,772.68 Required Daily or \$126.62 per hour (14-Hour Window of Operation)</i>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$610.31 Required Daily or \$43.59 per hour (14-Hour Window of Daily Service)</i>	<i>\$610.31 Required Daily or \$43.59 per hour (14-Hour Window of Daily Service)</i>	<i>\$590.89 Required Daily or \$42.20 per hour (14-Hour Window of Daily Service)</i>	<i>\$590.89 Required Daily or \$42.20 per hour (14-Hour Window of Daily Service)</i>	<i>\$590.89 Required Daily or \$42.20 per hour (14-Hour Window of Daily Service)</i>
<i>BROKERING PACKET REQUIREMENT (Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP</i>	<i>\$2,441.23 Required Daily or \$174.37 hourly (14 Hour Window of Service to Move Freight)</i>	<i>\$2,441.23 Required Daily or \$174.37 hourly (14 Hour Window of Service to Move Freight)</i>	<i>\$2,363.57 Required Daily or \$168.83 hourly (14 Hour Window of Service to Move Freight)</i>	<i>\$2,363.57 Required Daily or \$168.83 hourly (14 Hour Window of Service to Move Freight)</i>	<i>\$2,363.57 Required Daily or \$168.83 hourly (14 Hour Window of Service to Move Freight)</i>