



Broker/Shipper Packet

NAOMI JEANETTE ROBINSON LOGISTICS GROUP LLC

1549 Vance Street

Rocky Mount, NC 27803

Office# (252)877-2108

<https://www.njrtruckingllc.com>

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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.

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

We also have the one and only E-Logic system. This is 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.

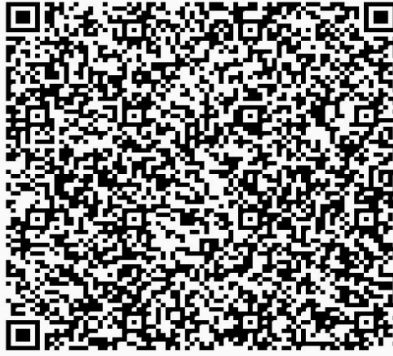
Just Some of the Services We Offer!

- 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. Household & Commercial Goods
- I. Produce Specialization
- J. Heavy Hauling
- K. 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



Scan this QR to download
my Vcard

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*

With E-Logic 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

1549 Vance Street

Rocky Mount, NC 27803

Office# (252)877-2108

Fax# (252)8772117

Cell# (252)903-3751

njrlogistics@njrtruckingllc.com

<https://www.njrtruckingllc.com>

Tariq Robinson (CEO of Operations) – Cell Phone – (252)903-3751

- Email – tariq.robinson1969@gmail.com

Brokering Agents – Phone – (252)877-2108

- Email – njrlogistics@njrtruckingllc.com

Accounts Payable: (Tariq Robinson)

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

Accounts Receivable: (Tariq Robinson)

- Navy Federal Credit Union (Business Premium Checking)
- Phone – (252)903-3751
- E-mail – 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

1000 Independence Ave. SW

Washington, DC 20024

Business Relationship - Bookkeeping & Accountant Coach

(800)247-5626

Trade & Reference Information Cont.

Naomi Jeanette Robinson Logistics Group Llc

MC# 1750730

USDOT# 4444805

BANK INFORMATION:

Navy Federal Credit Union

21 Eagle Wing Way

Garner, NC 27529

Business Relationship - Investment and Stock Market Coach

(888)842-6328

CREDIT REFERENCES:

Verizon

767 Word Plaza #107

Rocky Mount, NC 27804

Contact – Verizon Connect Commercial Sales Agent

(252)406-0565

U-Haul Moving & Storage of Rocky Mount

131 S. Wesleyan Blvd.

Rocky Mount, NC 27804

Contact - Commercial Sales Agent

(252)366-5660

Crisdel Group

240 Ryan Street

South Plainfield, NJ 07080

Contact - Mike Criscola President of Building and Construct [Concrete Operation]

(908)561-7550

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

Trade & Reference Information Cont.

Naomi Jeanette Robinson Logistics Group Llc

MC# 1750730

USDOT# 4444805

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

Lowe's Home Improvement Center

Store# 547

700 N. Wesleyan Blvd.

Rocky Mount, NC 27804

Contact - Commercial Sales Department (Pro Department or Building Material)

Interstate Van Lines

3901 Ironwood Place

Landover, MD 20785

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

Total Family Care Coalition

1214 I Street SE

Washington, DC 20003

Contact - Gale President of Operations

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

Bret Scarbrough Construction

45 E. Aviation Way

Newman, GA 30263

Contact - Bill (Superintendent / Engineer)

Monarch Behavioral Health Outpatient Office

809 Tiffany Blvd.

Rocky Mount, NC

Contact - Rick or Ashley

Trade & Reference Information Cont.

Naomi Jeanette Robinson Logistics Group Llc

MC# 1750730

USDOT# 4444805

CUSTOMER REFERENCES:

Farmers Furniture

Sutters Plaza

518 Sutter's Creek Blvd.

Rocky Mount, NC 27804

Contact - Michele Brown (Store Manager)

Rocky Mount Radiator & A/C

550 S. Wesleyan Blvd.

Rocky Mount, NC 27803

Contact - Brain - CEO of Operations

Planet Fitness of Rocky Mount

1271 Cobb Corners Drive

Rocky Mount, NC 27804

Contact - Gerald Costen Jr. - Assistant Store Manager

Starbucks

550 N. Wesleyan Blvd.

Rocky Mount, NC 27804

Contact - John Pittman (Store Manager) - Entire Staff

Dunkin

2120 Stone Rose Drive

Rocky Mount, NC 27804

Contact - Entire Staff

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:*
 - 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 -

- 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.

- *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

SIGNED

**PRINTED
NAME**

TITLE

SHIPPER

SIGNED

**PRINTED
NAME**

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 Liable Corporation

BANK INFORMATION

NAME OF BANK			
CONTACT PERSON	PHONE	FAX	
ACCOUNT RECEIVABLE#	ACCOUNT PAYABLE#	ACCOUNT SAVINGS	

THREE CARRIER REFERENCES

CARRIER	PHONE	FAX
<u>Naomi Jeanette Robinon Trucking</u>	<u>(252)903-3751</u>	Or <u>tariq.robinson1969@gmail.com</u>
		Email
CARRIER	PHONE	FAX
_____	_____	Or _____
		Email
CARRIER	PHONE	FAX
_____	_____	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

PICKUP TRUCKS

**SHIPPER
PREFERRED
CHOICE**
Yes _____
No _____
Don't Care _____

**AXLES
PREFERRED**
of Axles _____

TRANSPORT PREP
➤ Live Loading _____
➤ Float Load _____
➤ Palletize _____
➤ Bundled _____

EQUIPMENT DIMENSION
(Inches)
→ Length _____"
→ Floor Height _____"
→ Width _____"
→ Int. Height _____
→ Ext. Height _____
→ Light Weight _____

CARGO VANS

**SHIPPER
PREFERRED
CHOICE**
Yes _____
No _____
Don't Care _____

**AXLES
PREFERRED**
of Axles _____

TRANSPORT PREP
➤ Live Loading _____
➤ Float Load _____
➤ Palletize _____
➤ Bundled _____

EQUIPMENT DIMENSION
(Inches)
→ Length _____"
→ Floor Height _____"
→ Width _____"
→ Int. Height _____
→ Ext. Height _____
→ Light Weight _____

HOTSHOT CAR TRANSPORTERS

**SHIPPER
PREFERRED
CHOICE**
Yes _____
No _____
Don't Care _____

**AXLES
PREFERRED**
of Axles _____

TRANSPORT PREP
➤ Disable Vehicle _____
➤ Rollback Req. _____
➤ Warehouse Assist. _____
➤ Rotator Assist _____
➤ Recovery _____
➤ Freight Forwarding _____

EQUIPMENT DIMENSION
(Inches)
→ Length _____"
→ Width _____"
→ Ground Clearance _____
→ Ext. Height _____
→ Light Weight _____

DEALER LOGISTICS
Type of Dealer _____
➤ _____
Type of Logistics Location _____
➤ _____

VEHICLE LOGISTICS
Car Capacity _____
Deck Dimension _____
PTO Operations _____
Electric Operations _____

HOTSHOT FLATBEDS

**SHIPPER
PREFERRED
CHOICE**
Yes _____
No _____
Don't Care _____

**AXLES
PREFERRED**
of Axles _____

TRANSPORT PREP
➤ Crane Assist _____
➤ Forklift Assist _____
➤ Tarp _____
➤ Intermodal Assist _____
➤ Palletize _____
➤ Bundled _____

EQUIPMENT DIMENSION
(Inches)
→ Length _____"
→ 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 _____
➤ Commercial Delivery _____

EQUIPMENT DIMENSION
(Inches)
→ Length _____"
→ Floor Height _____"
→ Width _____"
→ Int. Height _____
→ Ext. Height _____
→ Light Weight _____

TYPE OF LOGISTICS CARRIER

➤ 3PL _____

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 _____

**AXLES
PREFERRED**
of Axles _____

TRANSPORT PREP
➤ Heavy Equipment Del. _____
➤ Farming Delivery _____
➤ Vehicle Delivery _____

EQUIPMENT DIMENSION
(Inches)
→ Length _____
→ Floor Height _____

No _____
Don't Care _____

- HVAC Delivery _____
- Electrical Delivery _____
- Mechanical Delivery _____
- Fabrication Delivery _____

→ 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**

**AXLES
PREFERRED
of Axles _____**

TRANSPORT PREP

EQUIPMENT DIMENSION

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

Yes _____
No _____
Don't Care _____

**TYPE OF RGN
TRAILER**
Mini Deck _____
Double Drop _____
Sliding Axle _____

- Heavy Equipment Del. _____
- Farming Delivery _____
- Vehicle Delivery _____
- HVAC Delivery _____
- Electrical Delivery _____
- Mechanical Delivery _____
- Fabrication Delivery _____

(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 _____
 - _____
 - _____
 - _____
 - _____

**LOWBOY
(RGN)**

**SHIPPER
PREFERRED
CHOICE**

**LOWBOY
PREFERRED
of Axles _____**

TRANSPORT PREP

EQUIPMENT DIMENSION

NOTE: If the shipper or receiver

Yes _____
No _____

LOWBOY

- Heavy Equipment Del. _____
- Farming Delivery _____
- Vehicle Delivery _____
- HVAC Delivery _____

(Inches)
→ Length _____"
→ Floor Height _____"
→ Width _____"

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.

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

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 _____

- Electrical Delivery _____
- Mechanical Delivery _____
- Fabrication Delivery _____

- ➔ Int. Height _____
- ➔ Ext. Height _____
- ➔ Light Weight _____

TYPE OF LOGISTIC MOVE

- Overweight Permit _____
- Over Length Permit _____
- Over Width Permit _____
- Over Height Permit _____
- # of Pilot Cars _____
 - _____
 - _____
 - _____
 - _____

MODULAR AND EXTENDABLE TRAILERS

Extendable Trailers Type

Flatbed____
Step Deck____
Mini Deck____
Lowboys____
Expanding Frame____
Blade____
Dual Lane____
Schnable System____

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.

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 _____
- Over Width Permit _____

EQUIPMENT DIMENSION

- (Inches)
- ➔ Length _____"
 - ➔ Floor Height _____"
 - ➔ Width _____"
 - ➔ Ext. Height _____
 - ➔ Light Weight _____

The Road has to be at least ½ the length of the trailer to make a turn without damaging homeowners or state property. The road the carrier is on has to be ½ 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 Height Permit ____

➤ # of Pilot Cars ____

- _____
- _____
- _____
- _____

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

ALL STATES	Lower 48 States	ROCKY MOUNT. NC TO FAR POINTS (Mileage)	NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025)
Over The Road 21-Days Data	Income Data for 21-Days OTR Income Mileage - <u>4,650 Miles</u> Income Driving Hours - <u>139.45 Hours</u> Income Days - <u>15 Days Profit</u> Income Billing Hours - <u>216.8 Hours</u>	325° -North West Washington State Mileage - <u>2,325 Miles</u> Driving Hours - <u>58.125 Hours</u> ETA to Washington State - <u>6.45 Days</u> Hourly Charges Estimate - <u>90.4 Billing Hours</u>	Flatbed West Rate - <u>\$2.19 per mile</u> Midwest Rate - <u>\$2.58 per mile</u> Gulf Coast Rate - <u>\$2.54 per mile</u> South Rate - <u>\$2.63 per mile</u> East Coast Rate - <u>\$2.33 per mile</u>
	Capital Data for 21-Days OTR Average Mileage Traveled - <u>6,510 Miles</u> Deadhead to Shipper Avg. <u>124 Miles</u> Average Delivery Mileage - <u>310 Miles</u> Average Jobs Completed - <u>15 Jobs</u> Flatbed Avg. Income	210° -South West Texas Mileage - <u>1,472.5 Miles</u> Driving Hours - <u>36.81 Hours</u> ETA to Washington State - <u>4.09 Days</u> Hourly Charges Estimate - <u>57.2 Billing Hours</u>	Dry Van West Rate - <u>\$2.10 per mile</u> Midwest Rate - <u>\$2.27 per mile</u> Gulf Coast Rate - <u>\$1.99 per mile</u> South Rate - <u>\$1.95 per mile</u> East Coast Rate - <u>\$1.89 per mile</u>
	Dry Van Avg. Income ➤ Avg. Rate - <u>\$2.45 per mile</u> ➤ Avg. Daily Rate - <u>\$542.50</u> ➤ Avg. Per Load - <u>\$759.50</u> Reefer Avg. Income ➤ Avg. Rate - <u>\$2.42 per mile</u> ➤ Avg. Daily Rate - <u>\$535.85</u> ➤ Avg. Per Load - <u>\$750.20</u>	180° -South Key West, Florida Mileage - <u>852.5 Miles</u> Driving Hours - <u>21.31 Hours</u> ETA to Washington State - <u>2.36 Days</u> Hourly Charges Estimate - <u>33.1 Billing Hours</u> 30° -North East Maine Mileage - <u>930 Miles</u> Driving Hours - <u>23.25 Hours</u> ETA to Washington State - <u>2.58 Days</u> Hourly Charges Estimate - <u>36.1</u>	Reefer West Rate - <u>\$2.57 per mile</u> Midwest Rate - <u>\$2.87 per mile</u> Gulf Coast Rate - <u>\$2.34 per mile</u> South Rate - <u>\$2.14 per mile</u> East Coast Rate - <u>\$2.21 per mile</u>

		<u>Billing Hours</u>	
ZONE 0	Connecticut Maine Massachusetts New Jersey New Hampshire Rhode Island Vermont Income Data for 21-Days OTR Income Mileage - <u>7,569 Miles</u> Income Driving Hours - <u>189.2 Hours</u> Income Days - <u>21 Days Profit</u> Income Billing Hours - <u>294.3 Hours</u> Capital Data for 21-Days OTR Average Mileage Traveled - <u>8,619 Miles</u> Deadhead to Shipper Avg. <u>50 Miles</u> Average Delivery Mileage - <u>360 Miles</u> Average Jobs Completed - <u>21 Jobs</u> Flatbed Avg. Income ➤ Avg. Rate - <u>\$2.45 per mile</u> ➤ Avg. Daily Rate - <u>\$882.00</u> ➤ Avg. Per Load - <u>\$882.00</u> Dry Van Avg. Income ➤ Avg. Rate - <u>\$2.04 per mile</u> ➤ Avg. Daily Rate - <u>\$734.40</u> ➤ Avg. Per Load - <u>\$734.40</u> Reefer Avg. Income ➤ Avg. Rate - <u>\$2.42 per mile</u> ➤ Avg. Daily Rate - <u>\$871.20</u> Avg. Per Load - <u>\$871.20</u>	FROM ROCKY MOUNT, NC DATA 30° -North East Maine Mileage - <u>930 Miles</u> Driving Hours - <u>23.25 Hours</u> ETA to Washington State - <u>2.58 Days</u> Hourly Charges Estimate - <u>36.1 Billing Hours</u>	NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025) Flatbed East Coast Rate - <u>\$2.33 per mile</u> Dry Van East Coast Rate - <u>\$1.89 per mile</u> Reefer East Coast Rate - <u>\$2.21 per mile</u>
ZONE 1	Delaware New York Pennsylvania Income Data for 21-Days OTR Income Mileage - <u>7,569 Miles</u> Income Driving Hours - <u>189.2 Hours</u> Income Days - <u>21 Days Profit</u> Income Billing Hours - <u>294.3 Hours</u>	FROM ROCKY MOUNT, NC DATA 30° -North East Maine Mileage - <u>930 Miles</u> Driving Hours - <u>23.25 Hours</u> ETA to Washington State - <u>2.58 Days</u> Hourly Charges Estimate - <u>36.1</u>	NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025) Flatbed East Coast Rate - <u>\$2.33 per mile</u> Dry Van East Coast Rate - <u>\$1.89 per mile</u>

	Capital Data for 21-Days OTR Average Mileage Traveled - <u>8,619 Miles</u> Deadhead to Shipper Avg. <u>50 Miles</u> Average Delivery Mileage - <u>360 Miles</u> Average Jobs Completed - <u>21 Jobs</u> Flatbed Avg. Income ➤ Avg. Rate - <u>\$2.45 per mile</u> ➤ Avg. Daily Rate - <u>\$882.00</u> ➤ Avg. Per Load - <u>\$882.00</u> Dry Van Avg. Income ➤ Avg. Rate - <u>\$2.04 per mile</u> ➤ Avg. Daily Rate - <u>\$734.40</u> ➤ Avg. Per Load - <u>\$734.40</u> Reefer Avg. Income ➤ Avg. Rate - <u>\$2.42 per mile</u> ➤ Avg. Daily Rate - <u>\$871.20</u> Avg. Per Load - <u>\$871.20</u>	<u>Billing Hours</u>	Reefer East Coast Rate - <u>\$2.21 per mile</u>
ZONE 2	Maryland North Carolina South Carolina Virginia West Virginia Income Data for 21-Days OTR Income Mileage - <u>8,100 Miles</u> Income Driving Hours - <u>162 Hours</u> Income Days - <u>21 Days Profit</u> Income Billing Hours - <u>294.3 Hours</u> Capital Data for 21-Days OTR Average Mileage Traveled - <u>8,625 Miles</u> Deadhead to Shipper Avg. <u>25 Miles</u> Average Delivery Mileage - <u>385 Miles</u> Average Jobs Completed - <u>21 Jobs</u> Flatbed Avg. Income ➤ Avg. Rate - <u>\$2.45 per mile</u> ➤ Avg. Daily Rate - <u>\$943.25</u> ➤ Avg. Per Load - <u>\$943.25</u> Dry Van Avg. Income	FROM ROCKY MOUNT, NC DATA 30° -North East Maine Mileage - <u>930 Miles</u> Driving Hours - <u>23.25 Hours</u> ETA to Washington State - <u>2.58 Days</u> Hourly Charges Estimate - <u>36.1</u> <u>Billing Hours</u>	NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025) Flatbed East Coast Rate - <u>\$2.33 per mile</u> Dry Van East Coast Rate - <u>\$1.89 per mile</u> Reefer East Coast Rate - <u>\$2.21 per mile</u>

	➤ Avg. Rate - <u>\$2.04 per mile</u> ➤ Avg. Daily Rate - <u>\$786.85</u> ➤ Avg. Per Load - <u>\$786.85</u> Reefer Avg. Income ➤ Avg. Rate - <u>\$2.42 per mile</u> ➤ Avg. Daily Rate - <u>\$933.42</u> - Avg. Per Load - <u>\$933.42</u>		
ZONE 3	Alabama Florida Georgia Mississippi Tennessee Income Data for 21-Days OTR Income Mileage - <u>9,372 Miles</u> Income Driving Hours - <u>187 Hours</u> Income Days - <u>11 Days Profit</u> Income Billing Hours - <u>154 Hours</u> Capital Data for 21-Days OTR Average Mileage Traveled - <u>9,922 Miles</u> Deadhead to Shipper Avg. <u>50 Miles</u> Average Delivery Mileage - <u>852 Miles</u> Average Jobs Completed - <u>11 Jobs</u> Flatbed Avg. Income ➤ Avg. Rate - <u>\$2.45 per mile</u> ➤ Avg. Daily Rate - <u>\$1,093.40</u> ➤ Avg. Per Load - <u>\$2,088.06</u> Dry Van Avg. Income ➤ Avg. Rate - <u>\$2.04 per mile</u> ➤ Avg. Daily Rate - <u>\$910.42</u> ➤ Avg. Per Load - <u>\$1,738.08</u> Reefer Avg. Income ➤ Avg. Rate - <u>\$2.42 per mile</u> ➤ Avg. Daily Rate - <u>\$1,080.01</u> - Avg. Per Load - <u>\$2,061.84</u>	ROCKY MOUNT, NC TO FAR POINTS (Mileage) 180° -South Key West, Florida Mileage - <u>852.5 Miles</u> Driving Hours - <u>21.31 Hours</u> ETA to Washington State - <u>2.36 Days</u> Hourly Charges Estimate - <u>33.1 Billing Hours</u>	NORTH CAROLINA LOGISTICS RATES DATA (11/16/2025) Flatbed South Rate - <u>\$2.63 per mile</u> Dry Van South Rate - <u>\$1.95 per mile</u> Reefer South Rate - <u>\$2.14 per mile</u>
ZONE 4	Indiana Kentucky	FROM ROCKY MOUNT, NC DATA	NORTH CAROLINA LOGISTICS RATES DATA

	Michigan Ohio Income Data for 21-Days OTR Income Mileage - <u>8,520 Miles</u> Income Driving Hours - <u>189.3 Hours</u> Income Days - <u>10 Days Profit</u> Income Billing Hours - <u>140 Hours</u> Capital Data for 21-Days OTR Average Mileage Traveled - <u>9,069 Miles</u> Deadhead to Shipper Avg. <u>50 Miles</u> Average Delivery Mileage - <u>852 Miles</u> Average Jobs Completed - <u>10 Jobs</u> Flatbed Avg. Income ➤ Avg. Rate - <u>\$2.45 per mile</u> ➤ Avg. Daily Rate - <u>\$994.00</u> ➤ Avg. Per Load - <u>\$2,087.40</u> Dry Van Avg. Income ➤ Avg. Rate - <u>\$2.04 per mile</u> ➤ Avg. Daily Rate - <u>\$827.65</u> ➤ Avg. Per Load - <u>\$1,738.00</u> Reefer Avg. Income ➤ Avg. Rate - <u>\$2.42 per mile</u> ➤ Avg. Daily Rate - <u>\$981.82</u> Avg. Per Load - <u>\$2,061.84</u>	315° -North West Michigan Mileage - <u>775 Miles</u> Driving Hours - <u>17.2 Hours</u> ETA to Michigan - <u>1.91 Days</u> Hourly Charges Estimate - <u>26.7</u> <u>Billing Hours</u>	(11/16/2025) Flatbed Midwest Rate - <u>\$2.58 per mile</u> Dry Van Midwest Rate - <u>\$2.27 per mile</u> Reefer Midwest Rate - <u>\$2.87 per mile</u>
ZONE 5	Iowa Minnesota Montana North Dakota South Dakota Wisconsin		
ZONE 6	Illinois Kansas Missouri Nebraska		
ZONE 7	Arkansas Louisiana		

	Oklahoma Texas		
ZONE 8	Arizona Colorado Idaho Nevada New Mexico Utah Wyoming		
ZONE 9	California Oregon Washington State		
INTERCONT INENTAL			

BUSINESS LICENSE


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

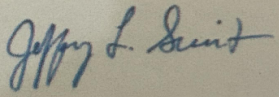
1200 New Jersey Ave., S.E.
Washington, DC 20590

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.


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 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 <i>Purpose of Form</i>, below.																																																				
Print or type. See Specific Instructions on page 3.	1 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.)																																																			
	2 Business name/disregarded entity name, if different from above.																																																			
	3a Check the appropriate box for federal tax classification of the entity/individual whose name is entered on line 1. Check only one of the following seven boxes. ☐ Individual/sole proprietor ☐ C corporation ☐ S corporation ☐ Partnership ☐ Trust/estate ☐ LLC. Enter the tax classification (C = C corporation, S = S corporation, P = Partnership) Note: 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. ☐ Other (see instructions)																																																			
	4 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.)																																																			
	3b 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 ☐																																																			
5 Address (number, street, and apt. or suite no.). See instructions.		Requester's name and address (optional)																																																		
6 City, state, and ZIP code																																																				
7 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 <i>How to get a TIN</i>, later.																																																				
Note: If the account is in more than one name, see the instructions for line 1. See also <i>What Name and Number To Give the Requester</i> for guidelines on whose number to enter.																																																				
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="10" style="text-align: center;">Social security number</td> </tr> <tr> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> <td style="width: 20%;"> </td> </tr> <tr> <td colspan="10" style="text-align: center;">or</td> </tr> <tr> <td colspan="10" style="text-align: center;">Employer identification number</td> </tr> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </table>			Social security number																				or										Employer identification number																			
Social security number																																																				
or																																																				
Employer identification number																																																				
Part II Certification																																																				
Under penalties of perjury, I certify that:																																																				
1. 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																																																				
2. 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																																																				
3. I am a U.S. citizen or other U.S. person (defined below); and																																																				
4. 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.																																																				
Sign Here	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.																																																				
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

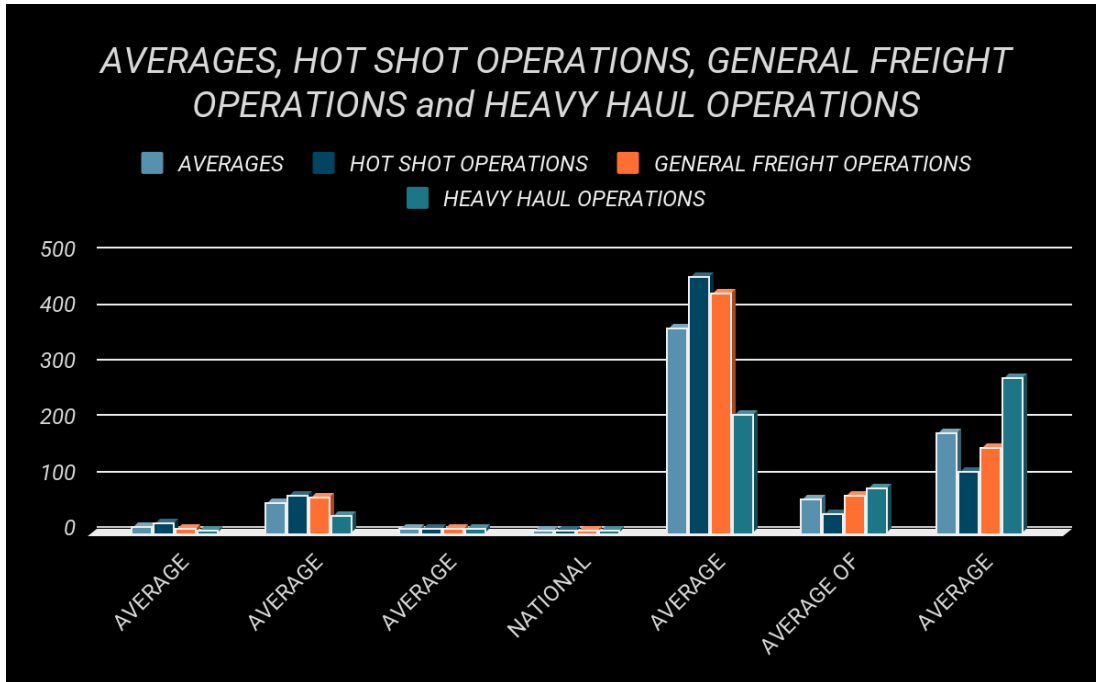
NEGOTIATED WITH DELIVERING CARRIER

Daily Expense Negotiated to: **\$392.52 daily**

Hourly Expense Negotiated to: **\$35.69 hourly**

Per Mile Expense Negotiated to: **\$1.08 per mile**

	HOT SHOT OPERATIONS	GENERAL FREIGHT OPERATIONS	HEAVY HAUL OPERATIONS
AVERAGE FUEL RATING	14 mpg	6.5 mpg	2.7 mpg
AVERAGE SPEED OF DRIVEN WITH w/o SHIPMENT (mph)	65 mph	61 mph	30 mph
AVERAGE DAILY DRIVING HOURS (Behind Wheel w/o Traffic Jams)	7 - hours	7 - hours	7 - hours
NATIONAL DIESEL FUEL PRICE (10/17/2025)	\$3.66 per gallon	\$3.66 per gallon	\$3.66 per gallon
AVERAGE MILEAGE DRIVEN DAILY WITH OR WITHOUT TRAFFIC	455 - miles	427 - miles	210 - miles
AVERAGE OF FUEL CONSUMED DAILY WITH TRAILER & SHIPMENT (Gallons)	32.5 - gallons	65.6 - gallons	77.7 - gallons
AVERAGE DAILY INSURANCE COST TO OPERATE (OTR or Park)	\$108.50 daily insurances expenses	\$150.69 daily insurance expenses	\$273.98 daily insurance expenses



	<i>BROKER (price floor)</i>
<i>AVERAGE FUEL RATING</i>	<i>7.7 mpg (Broker offered fuel mpg Rating to Carrier)</i>
<i>AVERAGE SPEED OF DRIVEN WITH w/o SHIPMENT (mph)</i>	<i>52 mph average speed Carrier will be able to maintain in 60 minutes.</i>
<i>AVERAGE DAILY DRIVING HOURS (Behind Wheel w/o Traffic Jams)</i>	<i>7 average driving hours with speeds at or over 52 mph average</i>
<i>NATIONAL DIESEL FUEL PRICE (10/17/2025)</i>	<i>\$3.66 per gallon diesel (Coast to Coast Fuel Rate Offered to Carrier)</i>
<i>AVERAGE MILEAGE DRIVEN DAILY WITH OR WITHOUT TRAFFIC</i>	<i>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)</i>
<i>AVERAGE OF FUEL CONSUMED DAILY WITH TRAILER & SHIPMENT (Gallons)</i>	<i>58.6 gallons of fuel to be consumed and awarded to Carrier for transport</i>
<i>AVERAGE DAILY INSURANCE COST TO OPERATE (OTR or Park)</i>	<i>\$177.76 Commercial Insurance Daily Expenses</i>
<i>AVERAGE DAILY FUEL EXPENSE OFFERED TO CARRIER</i>	<i>\$214.76 Fuel Cost Allowance Daily</i>

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

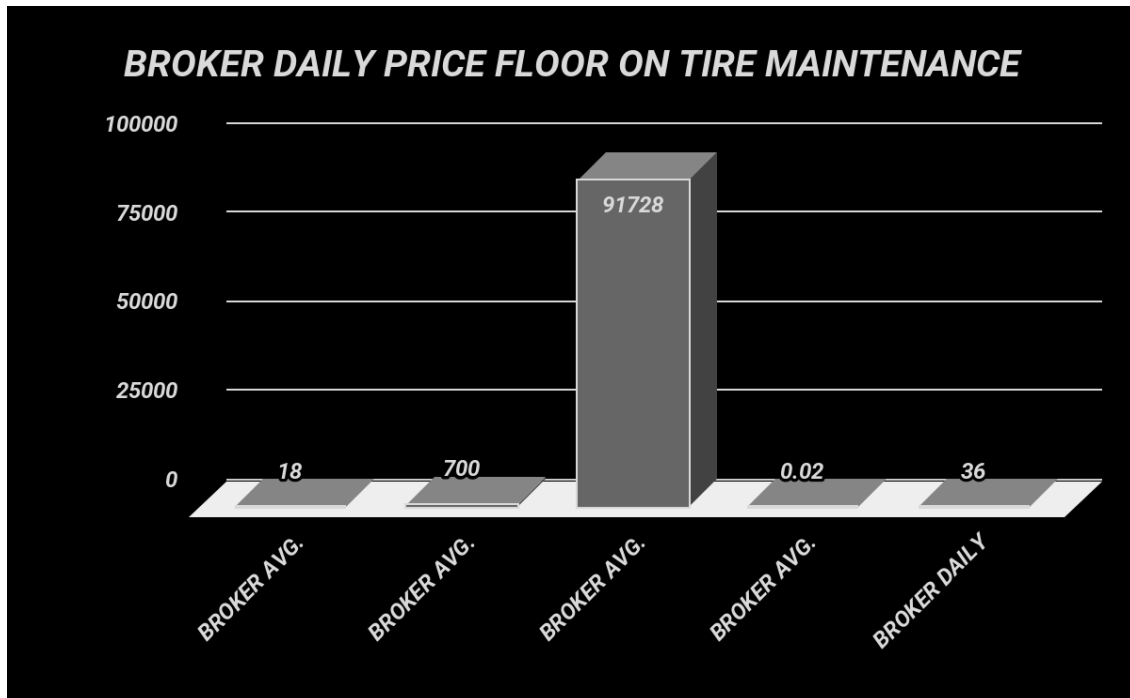
TIRES EXPENSES NEGOTIATED WITH DELIVERING CARRIER

Daily Expense Negotiated to: \$36.00 daily

Hourly Expense Negotiated to: \$3.28 hourly

Per Mile Expense Negotiated to: \$0.10 per mile

	HOT SHOT OPERATIONS	GENERAL FREIGHT OPERATIONS	HEAVY HAUL OPERATIONS
AVERAGE AMOUNT OF TIRES ON VEHICLE TYPE	12 - tires	18 - tires	24 - tires
AVERAGE TIRES PRICES ON COMPLETE UNIT (Michelin)	\$300.00 per tire avg.	\$800.00 per tire avg.	\$1,000.00 per tire avg.
AVERAGE ANNUAL MILEAGE TRAVELED	114,660 annually miles avg.	107,604 annually miles avg.	52,920 annually miles avg.
AVERAGE NORMAL TIRES PERCENTAGE OF DAILY WEAR	0.02%	0.02%	0.01%
AVERAGE TIRES MAINTENANCE EXPENSE DAILY	\$0.72 daily maintenance	\$2.88 daily maintenance	\$2.40 daily maintenance



	BROKER (price floor)
BROKER AVG. TIRE PAYOUT FOR MAINTENANCE	18
BROKER AVG. TIRE PAYOUT PRICE (purchase price)	700
BROKER AVG. EXPECTATION ON CONTRACT (Mileage)	91,728
BROKER AVG. TIRE DAILY MAINTENANCE (w/o driver related damages)	0.02
BROKER DAILY PAYOUT FOR TIRE MAINTENANCE (w/o driver related damages)	\$36.00 daily

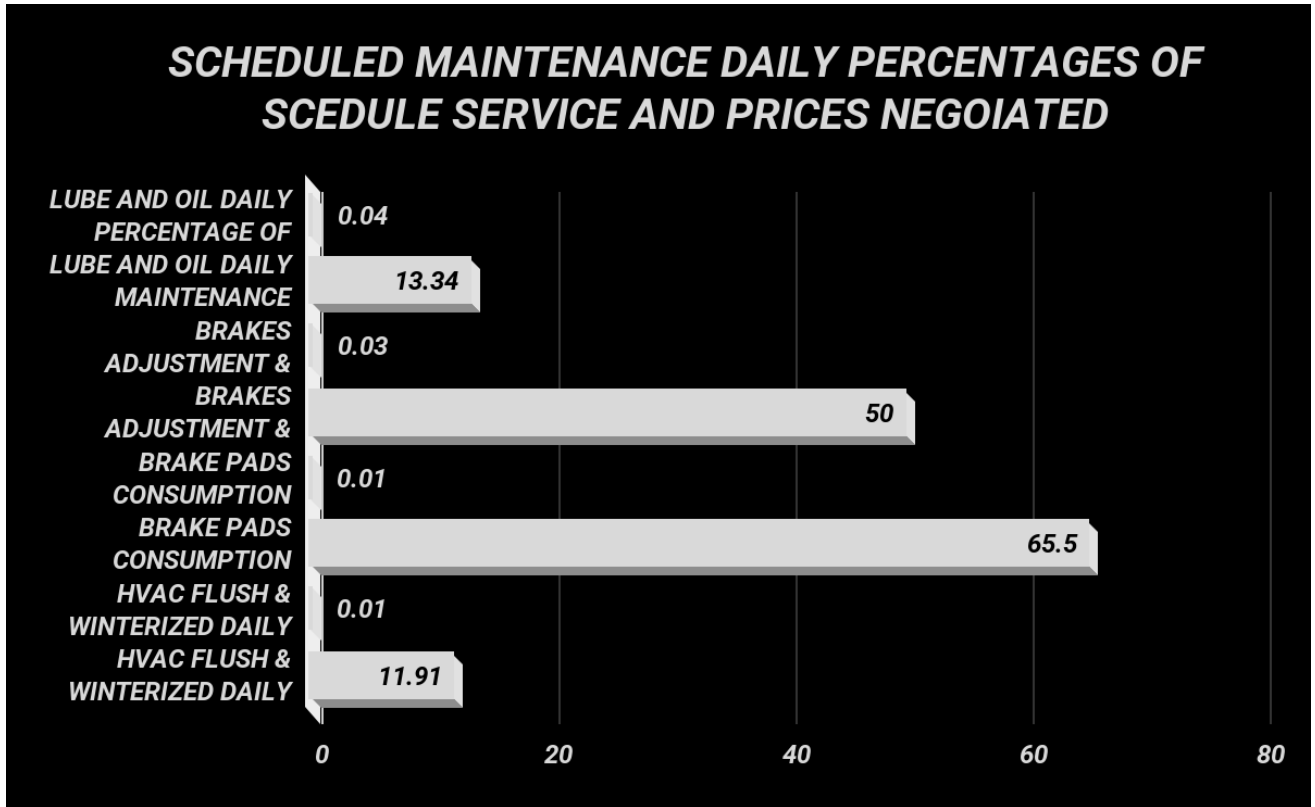
SCHEDULE MAINTENANCE EXPENSES NEGOTIATED WITH DELIVERING CARRIER

Daily Expense Negotiated to: **\$140.75 daily**

Hourly Expense Negotiated to: **\$12.80 hourly**

Per Mile Expense Negotiated to: **\$0.39 per mile**

	<i>HOT SHOT OPERATIONS</i>	<i>GENERAL FREIGHT OPERATIONS</i>	<i>HEAVY HAUL OPERATIONS</i>
<i>LUBE AND OIL DAILY PERCENTAGE EXPENSES</i>	0%	0.05%	0.02%
<i>LUBE AND OIL DAILY EXPENSE</i>	\$5.00 Daily	\$17.50 Daily	\$17.50 Daily
<i>BRAKES ADJUSTMENT AND TIRE ROTATION DAILY PERCENTAGES EXPENSES</i>	0.03%	0.03%	0.02%
<i>BRAKE ADJUSTMENT DAILY EXPENSES</i>	\$24.00 daily	\$54.00 daily	\$72.00 daily
<i>BRAKES PADS CONSUMPTION DALY PERCENTAGES EXPENSES</i>	0.01%	0.01%	0.01%
<i>BRAKE PADS CONSUMPTION DAILY EXPENSES</i>	\$31.92 daily	\$71.82 daily	\$95.76 daily
<i>HVAC FLUSH & WINTERIZED DALY PERCENTAGES EXPENSES</i>	0..01%	0.01%	0.01%
<i>HVAC FLUSH & WINTERIZED DAILY EXPENSES</i>	\$7.94 daily	\$13.89 daily	\$13.89 daily



BROKER & CARRIER NEGOTIATED RATES PRICE FLOOR

LUBE AND OIL DAILY PERCENTAGE OF MAINTENANCE EXPENSE	0.04%
LUBE AND OIL DAILY MAINTENANCE EXPENSE	\$13.34
BRAKES ADJUSTMENT & TIRE ROTATION DAILY PERCENTAGES OF MAINTENANCE EXPENSES	0.03%
BRAKES ADJUSTMENT & TIRE ROTATION DAILY MAINTENANCE EXPENSES	\$50.00
BRAKE PADS CONSUMPTION DAILY PERCENTAGE OF PADS WEAR	0.01%
BRAKE PADS CONSUMPTION DAILY EXPENSES OF PADS WEAR	\$65.50

HVAC FLUSH & WINTERIZED DAILY PERCENTAGES
OF DETERIORATION EXPENSES

0.01%

HVAC FLUSH & WINTERIZED DAILY EXPENSE OF
DETERIORATION

\$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**

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

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<i>Wireless Business - 7 Lines [Truck, Shop & Office]</i>			
<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 & 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 & DETAILING (Blue Beacon & 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 & 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>



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

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<i>ALCOHOL & DRUG CONSORTIUM (FastMed Urgent Care - 2001 Sunset Ave. - Rocky Mount, NC - (252)458-2508</i>	<i>\$1.59 daily</i>
<i>TAX CONSULTANT (H&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 & Shorts with Company Name)</i>	<i>\$42.00 daily</i>
<i>PARKING (Reserving & Overnight)</i>	<i>\$14.29 daily</i>
<i>SECRETARY / BOOKKEEPING (Virtual Office - Quick Books, Quicken)</i>	<i>\$9.52 daily</i>
<i>EQUIPMENT WASHING & 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 & SECUREMENT</i>	<i>\$4.77 daily</i>

PERMITS & PILOT CAR EXPENSES NEGOTIATED WITH DELIVERING CARRIER

Daily Expense Negotiated to: **\$4,394.42 daily**

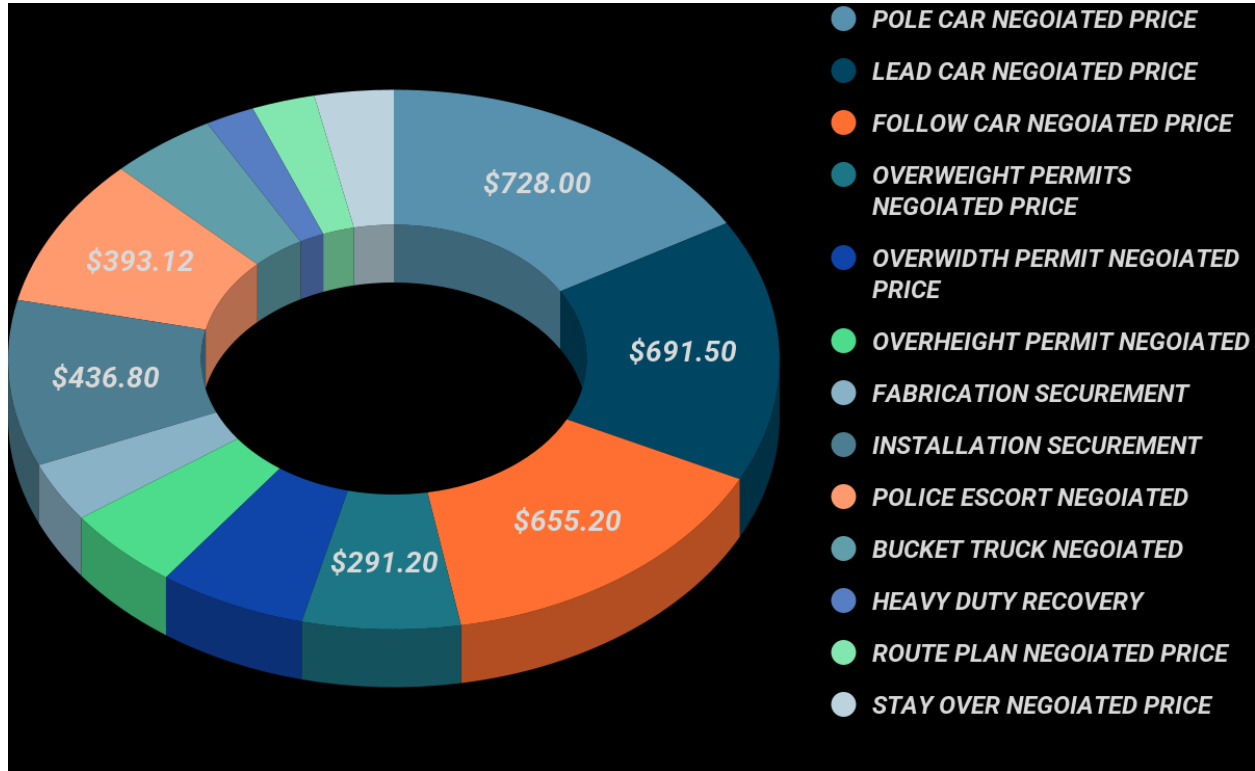
Hourly Expense Negotiated to: **\$399.50 hourly**

Per Mile Expense Negotiated to: **\$12.08 per mile**

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

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<i>ROUTE PLAN</i> <i>(8 x \$0.04 x mileage)</i>	<i>\$145.60 daily</i>	<i>\$136.64 daily</i>	<i>\$67.20 daily</i>
<i>STAY OVER</i> <i>([Police, Pilot Cars Operators, Escort Team Members - 10 x \$0.04 x mileage)</i>	<i>\$182.00 daily</i>	<i>\$170.80 daily</i>	<i>\$84.00 daily</i>



POLE CAR NEGOTIATED PRICE	\$728.00 daily rate
LEAD CAR NEGOTIATED PRICE	\$691.50 daily rate
FOLLOW CAR NEGOTIATED PRICE	\$655.20 daily rate
OVERWEIGHT PERMITS NEGOTIATED PRICE	\$291.20 daily rate
OVERWIDTH PERMIT NEGOTIATED PRICE	\$273.00 daily rate
OVERHEIGHT PERMIT NEGOTIATED PRICE	\$218.40 daily rate
FABRICATION SECUREMENT NEGOTIATED PRICE	\$157.56 daily rate
INSTALLATION SECUREMENT NEGOTIATED PRICE	\$436.80 daily rate
POLICE ESCORT NEGOTIATED PRICE	\$393.12 daily rate
BUCKET TRUCK NEGOTIATED PRICE	\$196.56 daily rate
HEAVY DUTY RECOVERY NEGOTIATED PRICE	\$91.00 daily rate
ROUTE PLAN NEGOTIATED PRICE	\$116.48 daily rate
STAY OVER NEGOTIATED PRICE	\$145.60 daily rate

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 Tradeswomen*
 - 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*

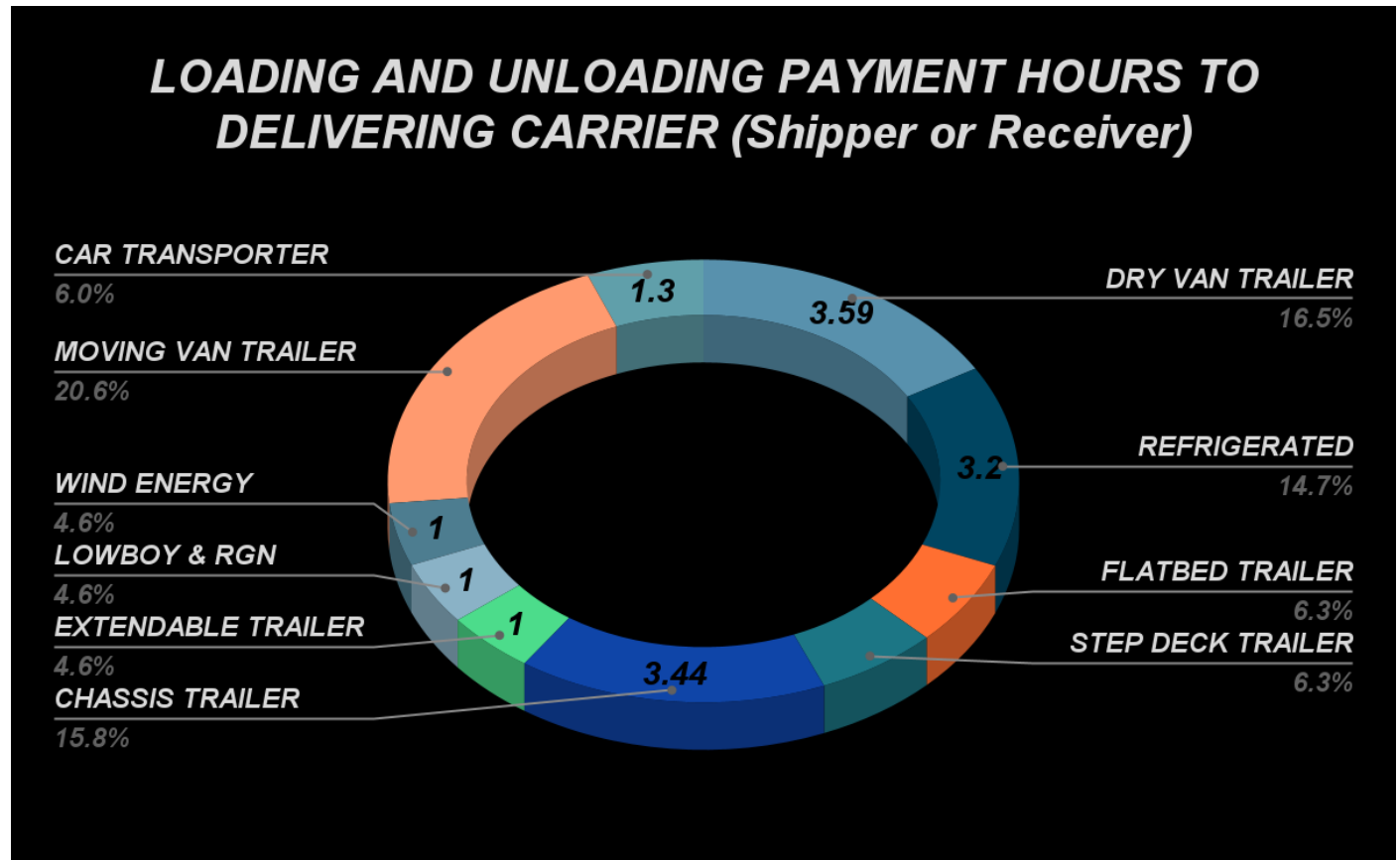
ii. *Restricting Movement or Daily Capital for Business Operation due Contract Lack of Planning or Organizing a lift or load prohibiting movement in a 14-Hour Window)*

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.*

	HOT SHOT OPERATIONS	GENERAL FREIGHT OPERATIONS	HEAVY HAUL OPERATIONS
DRY VAN FREIGHT PERCENTAGE DAILY LUMPERS ARE REQUIRED	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
REFRIGERATED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	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
FLATBED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	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
STEP DECK FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	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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CHASSIS CONTAINERS FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	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	1% - Employees or Contractors Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$7.90 Daily
EXTENDABLE FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	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 Contractor 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
LOWBOY & RGN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	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	1% - Employees or Contractors Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$6.49 Daily
WIND ENERGY FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	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	1% - Employees or Contractors Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$81.06 Hourly 4. \$6.49 Daily
MOVING VAN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	10% - Employees or Contractors Are Required Daily 1. 0.8 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$39.46 Daily	10% - Employees or Contractors are Required Daily 1. 0.8 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$39.46 Daily	1% - Employees or Contractors Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$7.90 Daily
CAR TRANSPORTER FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	1% - Employees or Contractors are Required Daily 1. 0.08 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$3.95 Daily	2% - Employees or Contractors are Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$7.90 Daily	1% - Employees or Contractors Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. \$7.90 Daily



	UP FRONT PAYMENT HOURS TO DELIVERING CARRIER (Loading or Unloading)
DRY VAN TRAILER CARGO HANDLING	3.59 Hours - (\$177.40)
REFRIGERATED TRAILER CARGO HANDLING	3.2 Hours - (\$157.83)
FLATBED TRAILER CARGO HANDLING	1.36 Hours - (\$110.32)
STEP DECK TRAILER CARGO HANDLING	1.36 Hours - \$110.32)
CHASSIS TRAILER CONTAINERS CARGO HANDLING	3.44 Hours - (\$169.68)
EXTENDABLE TRAILER CARGO HANDLING	1 Hours - (\$81.06)
LOWBOY & RGN TRAILERS CARGO HANDLING	1 Hours - (\$81.06)
WIND ENERGY TRAILER CARGO HANDLING	1 Hours - (\$81.06)

MOVING VAN TRAILER CARGO HANDLING	4.48 Hours - (\$220.96)
CAR TRANSPORTER CARGO HANDLING	1.3 Hours - (\$64.12)

	BROKER ON LUMPERS AND CONTRACTOR NEGOTIATED OPERATIONS 1. Dry Van Trailer Services - o \$220.96 up front Loading or Unloading 2. Refrigerated Trailer Services 3. Flatbed Trailer Services (+ Conestoga Trailer) 4. Step Deck Trailer Services 5. Chassis Trailer Services 6. Extendable Trailer Services 7. RGN & Lowboy Trailer Services 8. Wind Energy Trailer Services 9. Moving Van Trailer Services 10. Car Transport Trailer Services (Enclosed or Open)
DRY VAN FREIGHT PERCENTAGE DAILY LUMPERS ARE REQUIRED	5.6% - Employees or Contractors Required Daily 1. 0.45 Hours 2. 3 Employees 3. \$49.32 Hourly 4. Delivering Carrier Responsible for Loading (3.59 Hours up Front) - o \$177.40 Lumper Pay 5. Delivering Carrier Responsible for Unloading (3.59 Hours up Front) - o \$177.40 Lumper Pay
REFRIGERATED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	5% - Employees or Contractors Required Daily 1. 0.4 Hours 2. 3 Employees 3. \$49.32 Hourly 4. Delivering Carrier Responsible for Loading (3.2 Hours up Front) - o \$157.83 Lumper Pay 5. Delivering Carrier Responsible for Unloading - o \$157.83 Lumper Pay
FLATBED FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	2.3% - Employees or Contractors Required Daily 1. 0.17 Hours 2. 3 Employees 3. \$81.06 Hourly 4. Delivering Carrier Responsible for Loading (1.36 Hours up Front) - o \$110.32 Contractor Pay 5. Delivering Carrier Responsible for Unloading - o \$110.32 Contractor Pay
STEP DECK FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	2.3% - Employees or Contractors Required Daily 1. 0.17 Hours

	2. 3 Employees 3. \$81.06 Hourly 4. Delivering Carrier Responsible for Loading (1.36 Hours up Front) - o \$110.32 Contractor Pay 5. Delivering Carrier Responsible for Unloading (1.36 Hours up Front) - o \$110.32 Contractor Pay
CHASSIS CONTAINERS FREIGHT PERCENTAGES DAILY LUMPERS ARE REQUIRED	5.3% - Employees or Contractors Required Daily 1. 0.43 Hours 2. 3 Employees 3. \$49.32 Hourly 4. Delivering Carrier Responsible for Loading (3.44 Hours up Front) - o \$169.68 Lumper Pay 5. Delivering Carrier Responsible for Unloading (3.44 Hours up Front) - o \$169.68 Lumper Pay
EXTENDABLE FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	1% - Employees or Contractors Required Daily 1. 0.125 Hours 2. 3 Employees 3. \$81.06 Hourly 4. Delivering Carrier Responsible for Loading (1.0 Hours up Front) - o \$81.06 Contractor Pay 5. Delivering Carrier Responsible for Unloading (1.0 Hours up Front) - o \$81.06 Contractor Pay
LOWBOY & RGN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	1% - Employees or Contractors Required Daily 1. 0.125 Hours 2. 3 Employees 3. \$81.06 Hourly 4. Delivering Carrier Responsible for Loading (1.0 Hours up Front) - o \$81.06 Contractor Pay 5. Delivering Carrier Responsible for Unloading (1.36 Hours up Front) - o \$81.06 Contractor Pay
WIND ENERGY FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	1% - Employees or Contractors Required Daily 1. 0.125 Hours 2. 3 Employees 3. \$81.06 Hourly 4. Delivering Carrier Responsible for Loading (1.0 Hours up Front) - o \$81.06 Contractor Pay 5. Delivering Carrier Responsible for Unloading (1.0 Hours up Front) - o \$81.06 Contractor Pay
MOVING VAN FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	7% - Employees or Contractors Required Daily 1. 0.56 Hours 2. 3 Employees 3. \$49.32 Hourly 4. Delivering Carrier Responsible for Loading (4.48 Hours up Front)

	○ \$220.96 Lumper Pay 5. Delivering Carrier Responsible for Unloading (4.48 Hours up Front) ○ \$220.96 Lumper Pay
CAR TRANSPORTER FREIGHT PERCENTAGES DAILY EMPLOYEES ARE REQUIRED	1.3% - Employees or Contractors Required Daily 1. 0.16 Hours 2. 3 Employees 3. \$49.32 Hourly 4. Delivering Carrier Responsible for Loading (1.3 Hours up Front) ○ \$64.12 Lumper Pay 5. Delivering Carrier Responsible for Unloading (1.3 Hours up Front) ○ \$64.12 Lumper Pay

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.*

Tax-advantaged ways to pay for lifestyle expenses in 2025

Brokers and Delivering Carriers can leverage several tax deductions and accounts to cover personal expenses in a tax-efficient way.

Deduct New & Used Car Payments

1. Average New Car Payment

a. Overall New Car Payment Average: Approximately \$749 per month.

i. New car payment by credit score (approximate):

- 1. Super-prime (781-850): \$728*
- 2. Prime (661-780): \$759*
- 3. Nonprime (601-660): \$795*
- 4. Subprime (501-600): \$777*

2. Average Used Car Payment

a. Overall Used Car Payment Average: Approximately \$529 per month.

i. Used car payment by credit score (approximate):

- 1. Super-prime (781-850): \$525*
- 2. Prime (661-780): \$519*
- 3. Nonprime (601-660): \$539*
- 4. Subprime (501-600): \$547*

Deduct Insurance Car Payments

The national average annual cost for a full coverage car insurance policy in 2025 is approximately \$2,638 (about \$220 per month), while the average for a minimum coverage policy is about \$627 per year. These figures can vary significantly based on factors like location, age, credit score, and driving record.

Key figures

- 1. Average full coverage: \$2,638.00 per year*
 - a. \$220.00 per month*
- 2. Average minimum coverage: \$627.00 per year*
 - a. \$52.25 per month*

Deduct Vehicle Mileage and Fuel Cost

The 2025 average annual vehicle mileage in the U.S. is approximately 13,476 to 13,596 miles per driver, with daily averages around 37 miles. This figure varies by state and demographic, with some states like Wyoming and Indiana having much higher averages, while Washington, D.C. has a lower average.

The average MPG rating for 2025 vehicles depends on the specific model and powertrain, with a range from around 31 mpg for gasoline SUVs to over 50 mpg for hybrid and plug-in hybrid models. For example, the 2025 Honda Civic is rated at 36 mpg, while the 2025 Hyundai Elantra Hybrid Blue can reach 54 mpg.

The 2025 average price for a gallon of regular gasoline is around \$3.07 to \$3.17, with recent data from late October 2025 showing the national average at about \$3.07. Monthly averages have fluctuated, reaching approximately \$3.15 in May and June and rising slightly to \$3.17 in September.

Recent national average: The national average was around \$3.07 per gallon in late October 2025.

1. Average Annual Mileage Driven Per Driver
 - a. **Overall Mileage Average:** Approximately 13,476 to 13,595 Annual Miles
 - i. Quarterly Approximately 3,369 to 3,398 Miles
2. Average MPG Rating - 31 mpg
3. Average Gasoline Price Per Gallon - \$3.07 to \$3.17 per gallon
4. Average of Gallon of Gasoline Consumed by Motorist - 434.7 to 438.5 gallons
 - a. Quarterly Approximately 108.6 to 109.6 gallon
5. Average Gasoline Expense Per Driver - \$1,334.53 to \$1,390.05
 - a. Quarterly Approximately - \$333.64 to \$347.52

Deduct Groceries Cost

The 2025 average family food cost varies, but a thrifty plan for a family of four is around

- \$993 per month, according to the USDA.
- Other estimates for different family sizes and budgets are around \$1,092 per month for a two-adult,
- two-child family and up to \$1,258 per month for a family of five on a moderate-cost plan.
 - These costs are influenced by factors like household size, diet, and location.

Deduct Mortgage Cost

For 2025, the average monthly mortgage payment in the United States is approximately \$2,329 for a 30-year fixed loan.

- *However, payments vary significantly depending on local housing costs, with the median payment being slightly lower at about \$2,100 to \$2,200.*

Factors influencing the payment

- *Location: Monthly payments differ greatly by location. For example, in August 2025, the median mortgage payment was \$3,181 in the expensive District of Columbia but only \$1,272 in West Virginia.*

Deduct Utilities Cost

The national average for monthly household utilities in 2025 is around \$424, with estimates for individual utilities including electricity averaging about \$149–\$167, natural gas at \$141, and water at \$40–\$99. However, costs vary significantly by location, home size, usage habits, and other factors.

Average monthly costs by utility (2025 estimates)

- *Electricity: ~\$149–\$167. Some estimates are higher, particularly for summer months, at around \$178.*
- *Natural Gas: ~\$141.*
- *Water: ~\$40–\$99, depending on the region.*
- *Sewer: ~\$60–\$90.*

Deduct Property Tax Expenses

As of late 2025, the U.S. median property tax payment for 2024 was reported to be around \$3,500, an increase from the previous year. However, there is no single "average" figure for 2025 because property taxes vary significantly based on location, home value, and local tax rates. Some states have dramatically higher taxes, while others are much lower.

- *According to recent reports, the median national property tax bill was \$3,500 in 2024.*
- *This figure saw a 2.8% increase over the 2023 median.*

Property taxes are locally assessed, causing extreme variation across the country. As of late 2025, states with the highest and lowest median payments included:

- *Highest: New Jersey had the highest median annual property tax payment in the nation, at \$9,413. Other high-tax states include New Hampshire, Connecticut, and New York.*
- *Lowest: West Virginia had the lowest median payment, at just \$728 per year. Other low-tax states include Alabama and Arkansas.*

Deduct Homeowner Insurance Expenses

Multiple sources place the national average annual homeowners insurance payment for 2025 between \$2,110 and \$2,802. The wide range reflects variations between different insurance analyses and the major factors that influence individual premiums, such as location, home value, and claims history.

Average annual premiums for 2025

- *\$2,110 (\$176 per month): An analysis by NerdWallet for a policy with \$300,000 in dwelling coverage.*
- *\$2,470 (\$206 per month): A Bankrate analysis published in July 2025.*
- *\$2,601 (\$217 per month): Insurance.com's average for a \$300,000 dwelling coverage policy.*

- \$2,802: A forecast from The Zebra, reflecting rising costs over the last decade.

Factors influencing your homeowners insurance cost

Your specific insurance premium will differ based on a variety of personal and property-related factors. Key influences include:

- *Location: Living in an area with a high risk of natural disasters like hurricanes, floods, or wildfires will significantly increase your premium. Local crime rates and proximity to a fire station also play a role.*
- *Replacement cost: The estimated cost to rebuild your home with current construction labor and material costs is a major driver of your premium. It is different from your home's market value.*

Deduct Health Insurance Premiums

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

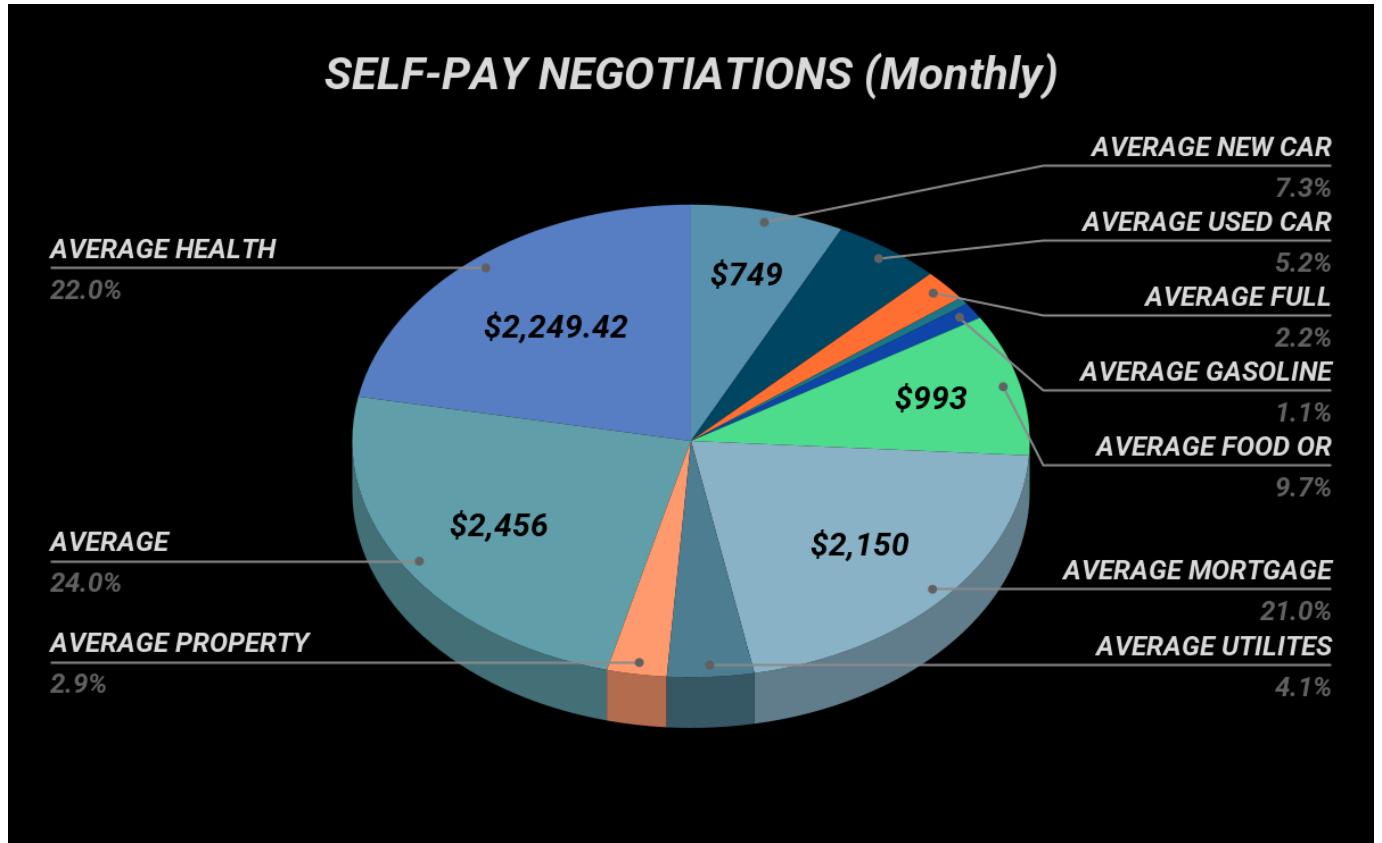
- *Family plan: The total annual premium is about \$26,993, a 6% increase from 2024.*
 - *Employee contribution: Roughly \$6,850 per year.*
- *Single coverage: The total annual premium is about \$9,325.*

- *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.*

This deduction is taken "above the line" on your tax return, which reduces your Adjusted Gross Income (AGI) and can increase eligibility for other tax breaks.



	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

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<i>AVERAGE GASOLINE PRICE PER GALLON</i>	<i>434.7 to 438.5 gallons</i>
<i>AVERAGE GALLONS OF GASOLINE CONSUMED (Monthly)</i>	<i>\$1,334.53 to \$1,390.05</i>
<i>AVERAGE GASOLINE EXPENSES (Monthly)</i>	<i>\$113.53</i>
<i>AVERAGE FOOD OR GROCERIES EXPENSES (Monthly)</i>	<i>\$993.00</i>
<i>AVERAGE MORTGAGE EXPENSES (Monthly)</i>	<i>\$2,150.00</i>
<i>AVERAGE UTILITIES EXPENSES (Monthly)</i>	<i>\$424.00</i>
<i>AVERAGE PROPERTY TAXES EXPENSES (Monthly)</i>	<i>\$291.67</i>
<i>AVERAGE HOMEOWNER INSURANCE EXPENSES (Monthly)</i>	<i>\$2,456.00</i>
<i>AVERAGE HEALTH INSURANCE EXPENSES (Monthly)</i>	<i>\$2,249.42</i>
<i>TOTAL SELF PAY (Monthly)</i>	<i>\$10,227.87</i>
<i>TOTAL WEEKLY SELF PAY</i>	<i>\$2,378.57</i>
<i>TOTAL DAILY SELF PAY</i>	<i>\$339.79</i>
<i>TOTAL HOURLY SELF PAY (HOS - 14 Hour Window)</i>	<i>\$24.27</i>

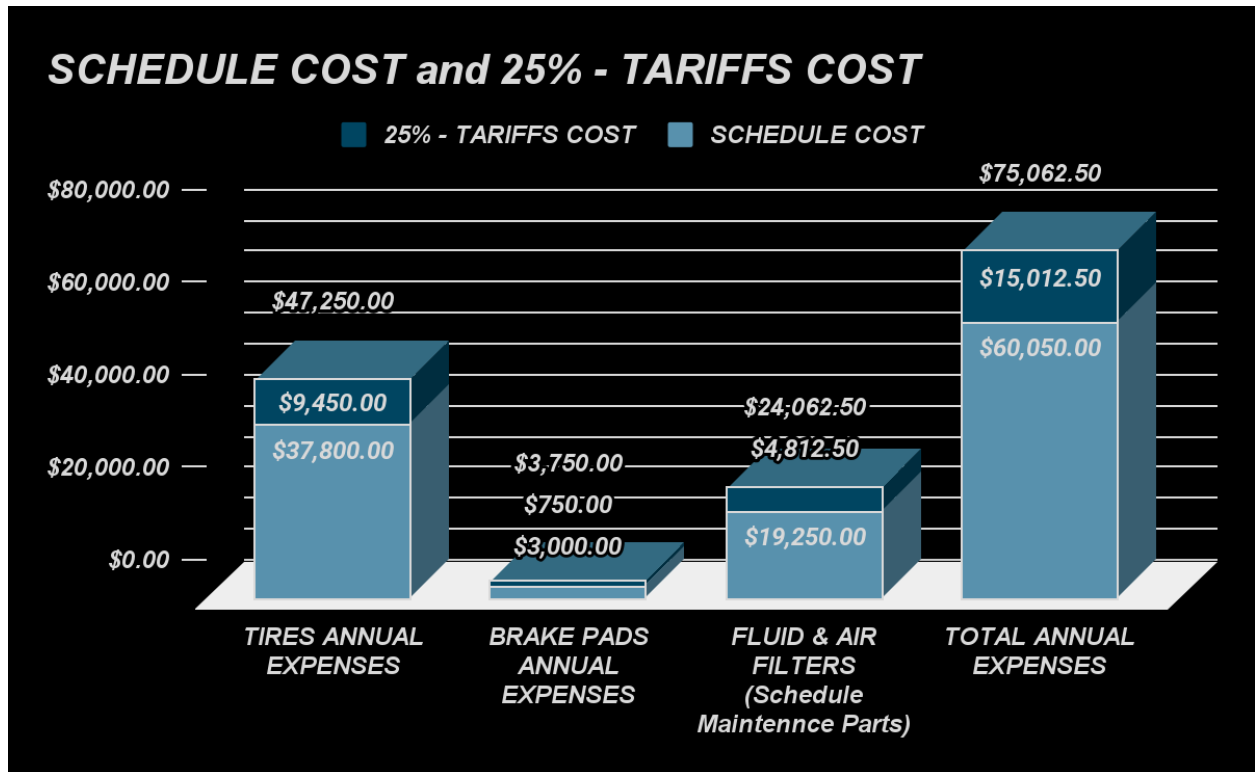
25% - HEAVY DUTY TRUCK TARIFFS ON PARTS (November 1, 2025)

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](#).



	SCHEDULE COST	25% - TARIFFS COST	COST ON NOVEMBER 1, 2025
TIRES ANNUAL EXPENSES	\$37,800.00	\$9,450.00	\$47,250.00
BRAKE PADS ANNUAL EXPENSES	\$3,000.00	\$750.00	\$3,750.00
FLUID & AIR FILTERS (Schedule Maintenance Parts)	\$19,250.00	\$4,812.50	\$24,062.50
TOTAL ANNUAL EXPENSES	\$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

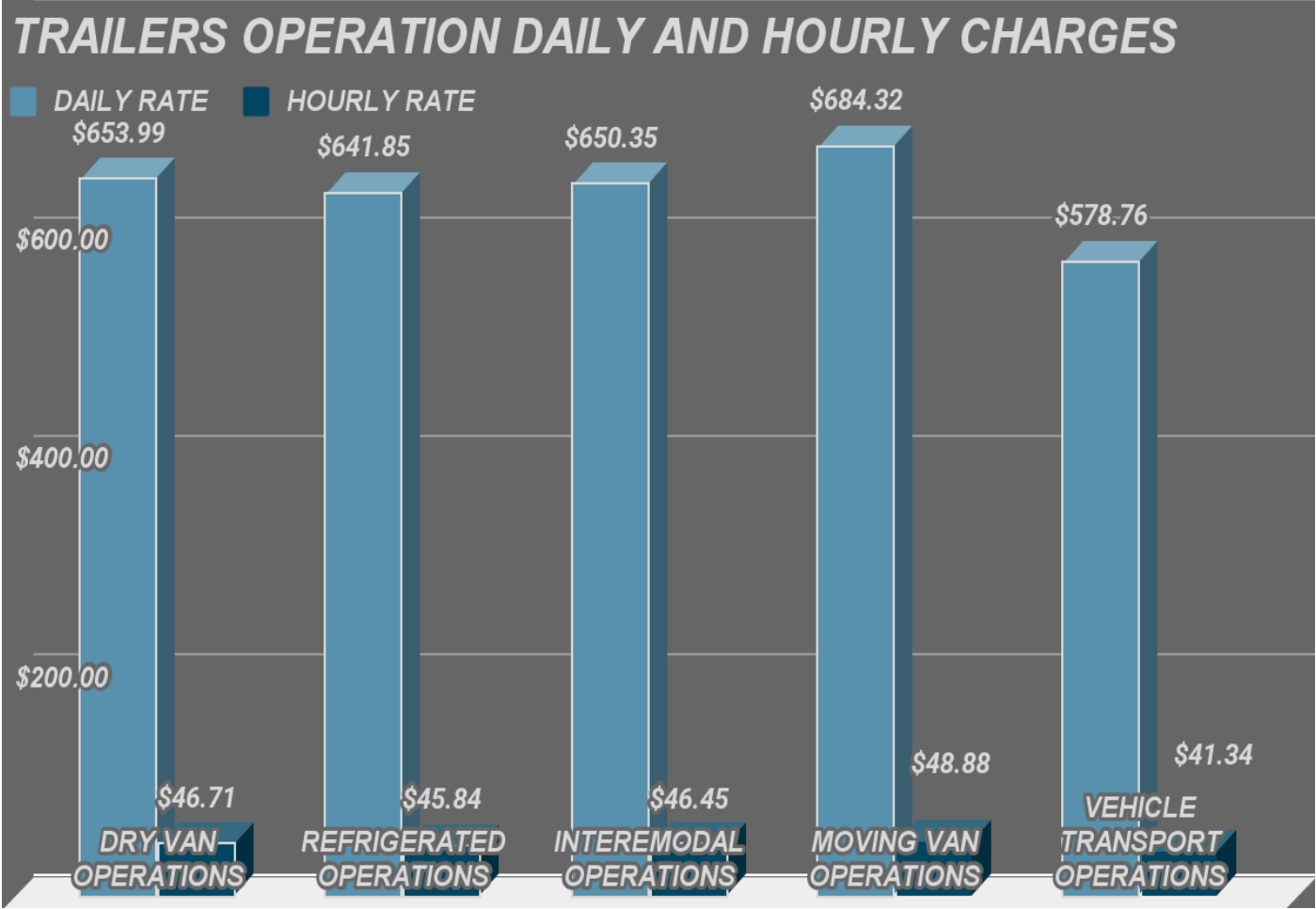
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- *Single coverage: The total annual premium is about \$9,325.*
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Individual market insurance

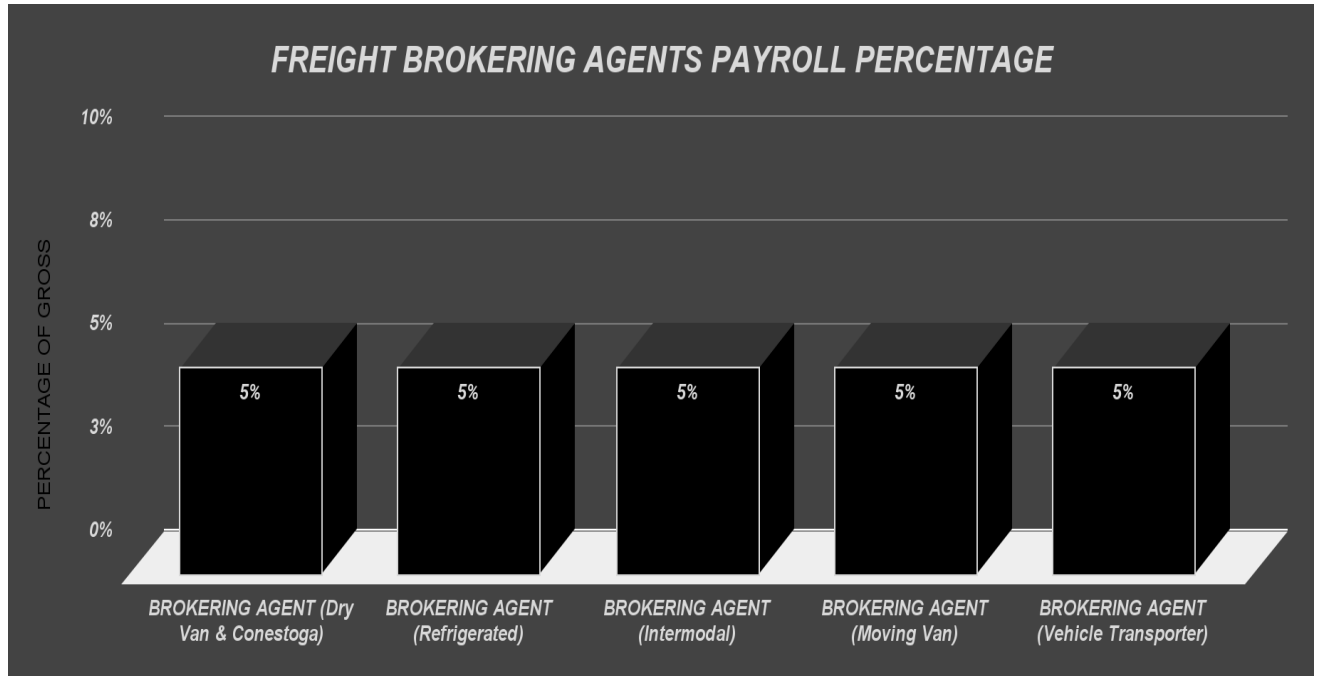
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- *Monthly average for Gold plans: Approximately \$510 to \$676, with an average deductible around \$1,500.*
- *Monthly average for Platinum plans: Approximately \$540+ to \$913, with an average deductible around \$500–\$1,000.*

**GENERAL FREIGHT ENCLOSED TRAILER
BROKERING CHARGES**

BROKERING RATE REQUIRED FOR DISPATCHING

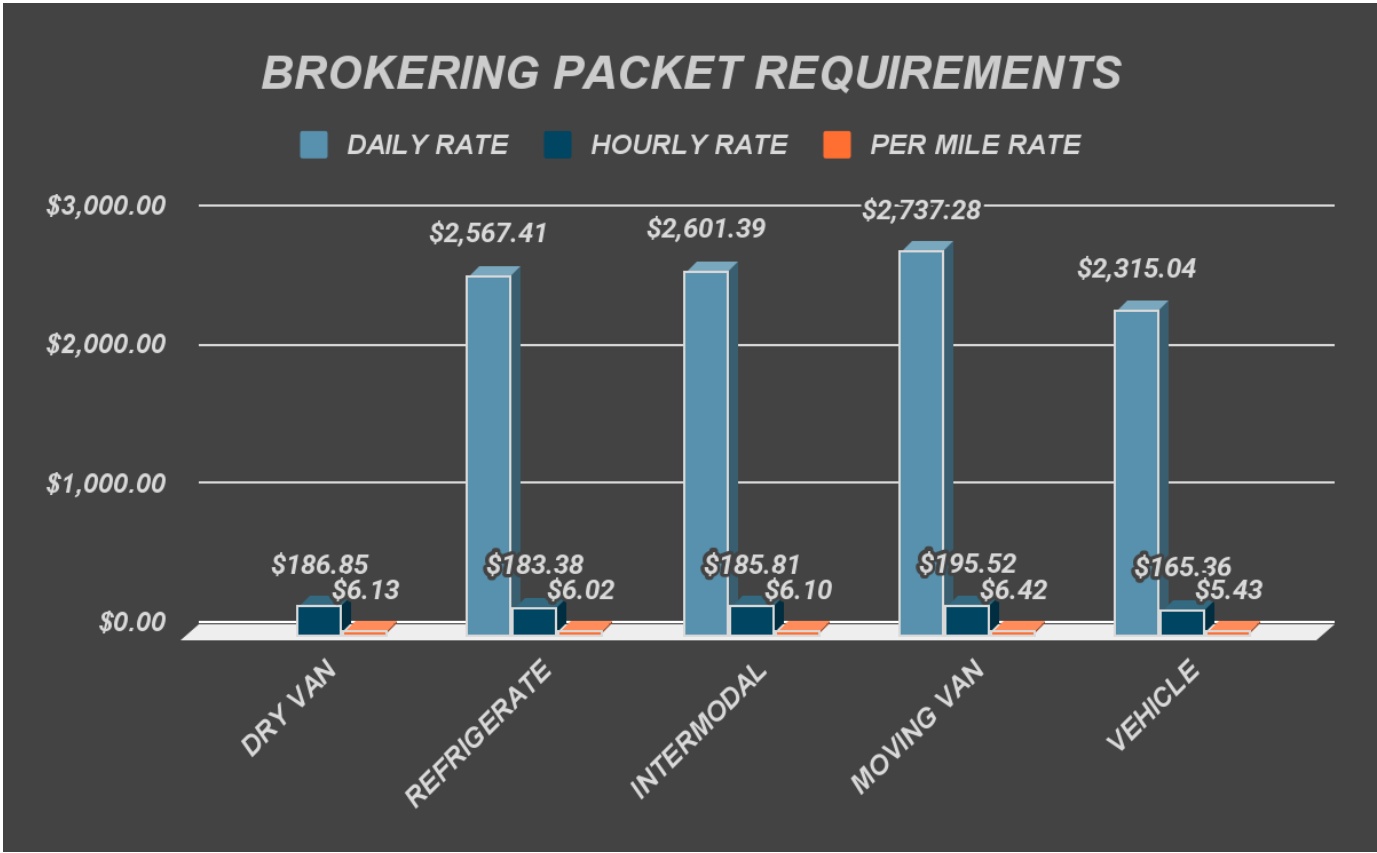


<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$653.99 Required Daily or \$46.71 per hour (14-Hour Window of Daily Service)</i> DRY VAN OPERATIONS
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$641.85 Required Daily or \$45.84 per hour (14-Hour Window of Daily Service)</i> REFRIGERATED OPERATIONS
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$650.35 Required Daily or \$46.45 per hour (14-Hour Window of Daily Service)</i> INTERMODAL OPERATIONS
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$684.32 Required Daily or \$48.88 per hour (14-Hour Window of Daily Service)</i> MOVING VAN OPERATIONS
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$578.76 Required Daily or \$41.34 per hour (14-Hour Window of Daily Service)</i> VEHICLE TRANSPORT OPERATIONS



	PERCENTAGE OF GROSS	ESTIMATE JOBS WEEKLY	ESTIMATE PAYROLL to AGENTS GROSS PAY	ESTIMATE JOBS DAILY (5 days of operation)	ESTIMATE WORK TIME (per job)
<i>BROKERING AGENT (Dry Van & 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 & 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 & 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 & 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 & 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 & 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

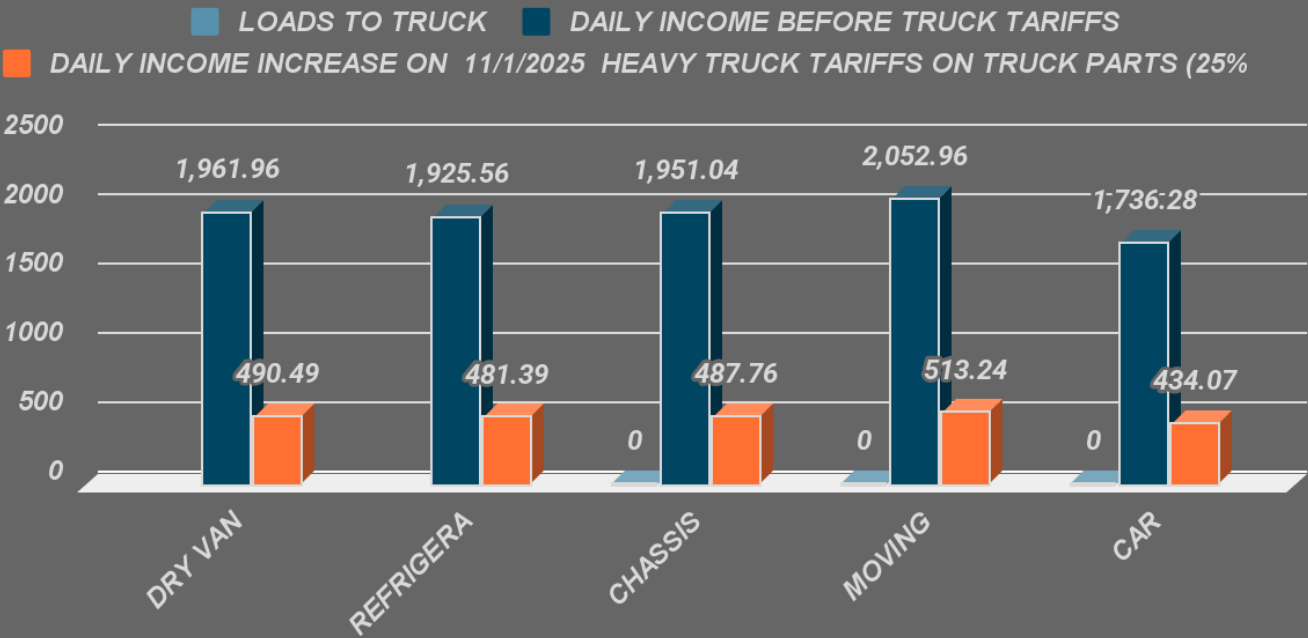
(Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP

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

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<i>BROKERING PACKET REQUIREMENT (Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP</i>	<i>\$2,737.28 Required Daily or \$195.52 hourly (14 Hour Window of Service to Move Freight) MOVING VAN OPERATIONS</i>
<i>BROKERING PACKET REQUIREMENT (Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP</i>	<i>\$2,315.04 Required Daily or \$165.36 hourly (14 Hour Window of Service to Move Freight) VEHICLE TRANSPORT OPERATIONS</i>

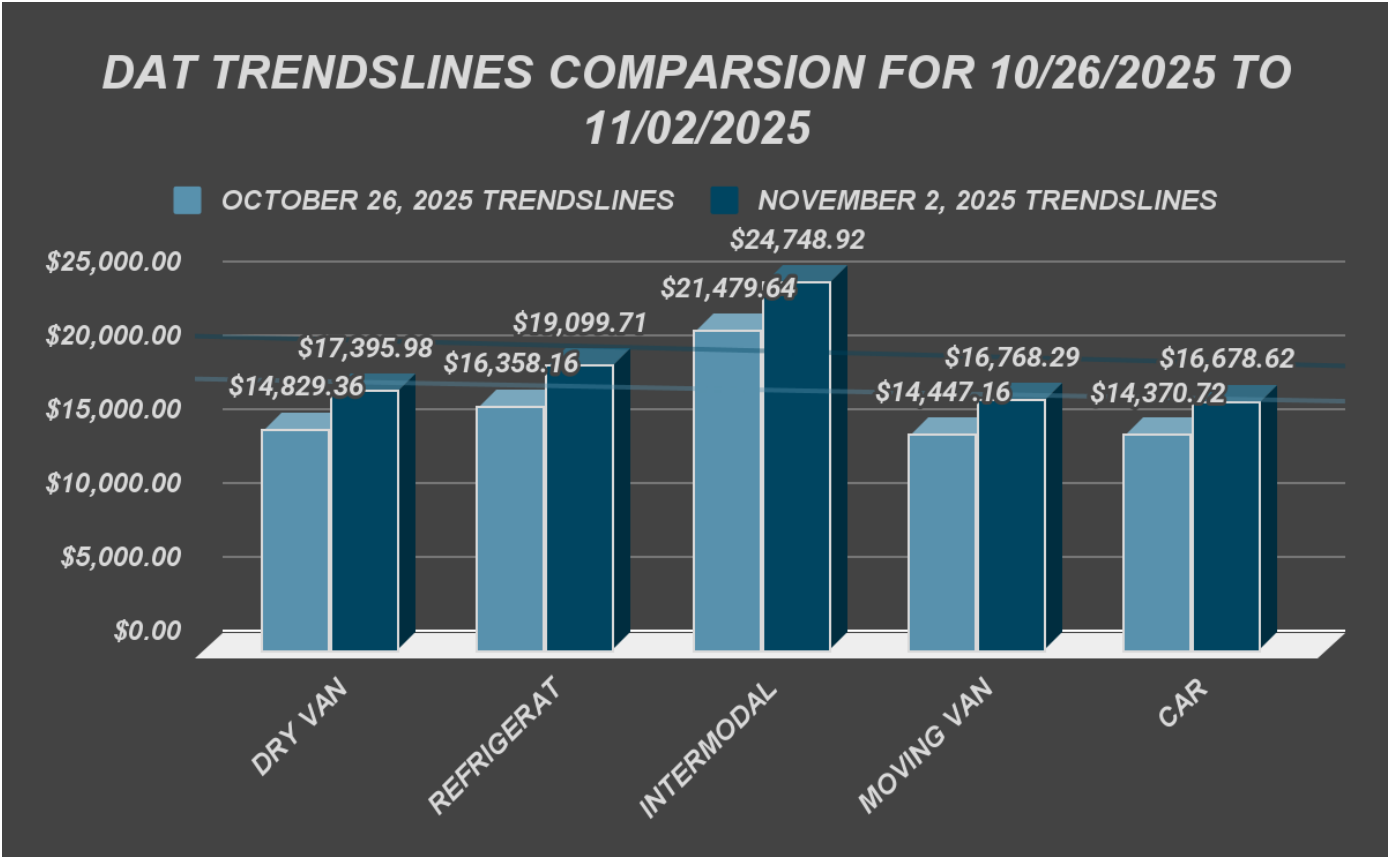
BROKER PACKET ON ENCLOSEED GENERAL FREIGHT RATES TO MOVE FREIGHT IN NORTH CAROLINA



	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)
DRY VAN & CONESTOGA OPERATIONS (North Carolina) 5.5 Loads to 1 Truck \$1,961.96 Daily Income to N.J.R. Trucking \$140.14 Hourly \$5.39 per mile (before truck tariffs) \$6.74 per mile after Nov. 1, 2025 (After Truck Tariffs)	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
REFRIGERATED OPERATIONS (North Carolina)	3.9 to 1	\$1,925.56	\$481.39 Tariffs

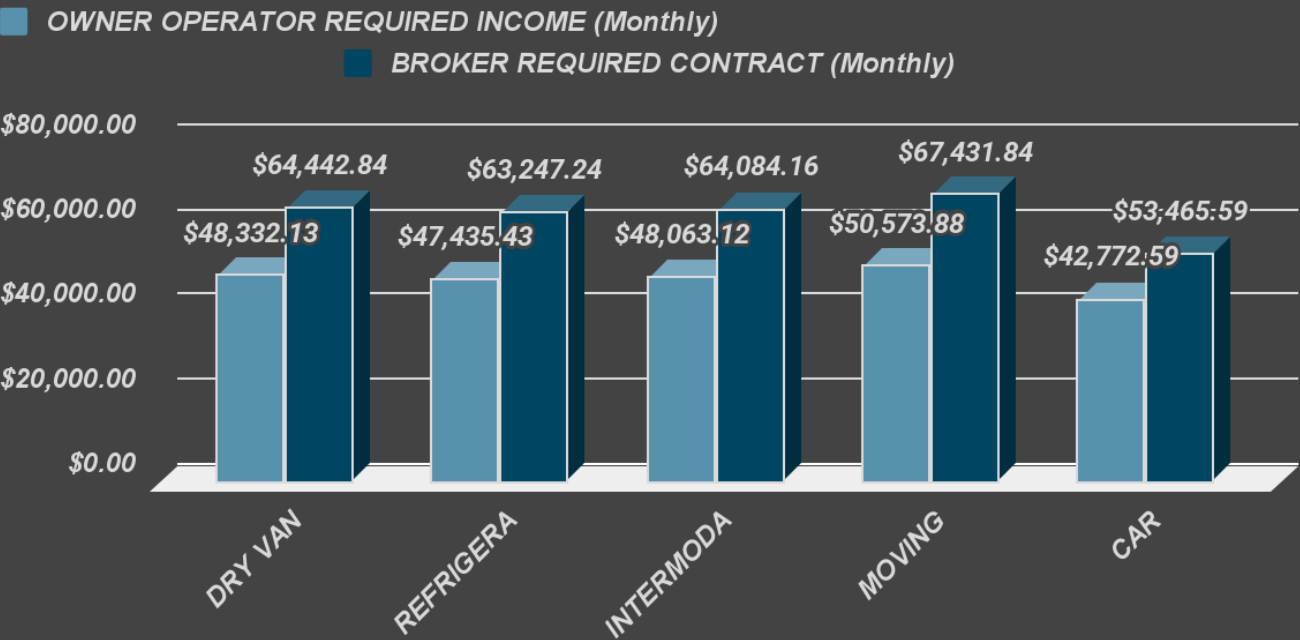
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• 3.9 Loads to 1 Truck • \$1,925.56 Daily Income to N.J.R. Trucking • \$137.54 Hourly • \$5.29 per mile (before truck tariffs) • \$6.61 per mile after Nov. 1. 2025 (After Truck Tariffs)	Loads to Truck Ratio	Daily Income Before Nov. 1, 2025	November 1, 2025 \$2,406.95 Daily Rate
CHASSIS OPERATIONS (North Carolina) • No Ratio loads to Truck Data Available • \$1,951.04 Daily Income to N.J.R. Trucking • \$139.36 Hourly • \$5.36 per mile (before truck tariffs) • \$6.70 per mile after Nov. 1. 2025 (After Truck Tariffs)	No Data	\$1,951.04 Daily Income Before Nov. 1, 2025	\$487.76 Tariffs November 1, 2025 \$2,438.80 Daily Rate
MOVING VAN OPERATIONS (North Carolina) • No Ratio loads to Truck Data Available • \$2,052.96 Daily Income to N.J.R. Trucking • \$146.64 Hourly • \$5.64 per mile (before truck tariffs) • \$7.05 per mile after Nov. 1. 2025 (After Truck Tariffs)	No Data	\$2,052.96 Daily Income Before Nov. 1, 2025	\$513.24 Tariffs November 1, 2025 \$2,566.20 Daily Rate
CAR TRANSPORTER OPERATION (Enclosed or Open) (North Carolina) • No Ratio loads to Truck Data Available • \$1,736.28 Daily Income to N.J.R. Trucking • \$124.02 Hourly • \$4.77 per mile (before truck tariffs) • \$5.96 per mile after Nov. 1. 2025 (After Truck Tariffs)	No Data	\$1,736.28 Daily Income Before Nov. 1, 2025	\$434.07 Tariff November 1, 2025 \$2,170.3/ Daily Rate



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

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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Operations)				
INTERMODAL ([1]Owner Operator)	\$48,063.12	\$64,084.16	\$39.13 per pallet • 3 Loads Weekly • 1,638 pallets monthly	\$48.92 per pallet • 3 Loads Weekly • 1,638 pallets monthly
MOVING VAN ([1]Owner Operator)	\$50,573.88	\$67,431.84	\$1,729.03 per liftvan • 1 Loads Weekly • 39 liftvans monthly	\$2,542.70 (1st) - 3,000 lbs • \$2,542.70 per 1,000 lbs. Afterwards
CAR TRANSPORTER ([1]Owner Operator)	\$42,772.59	\$53,465.59	\$742.58 per vehicle • 24 vehicles weekly • 72 vehicles monthly	\$928.23 per vehicle • Destination & Delivery Charges

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

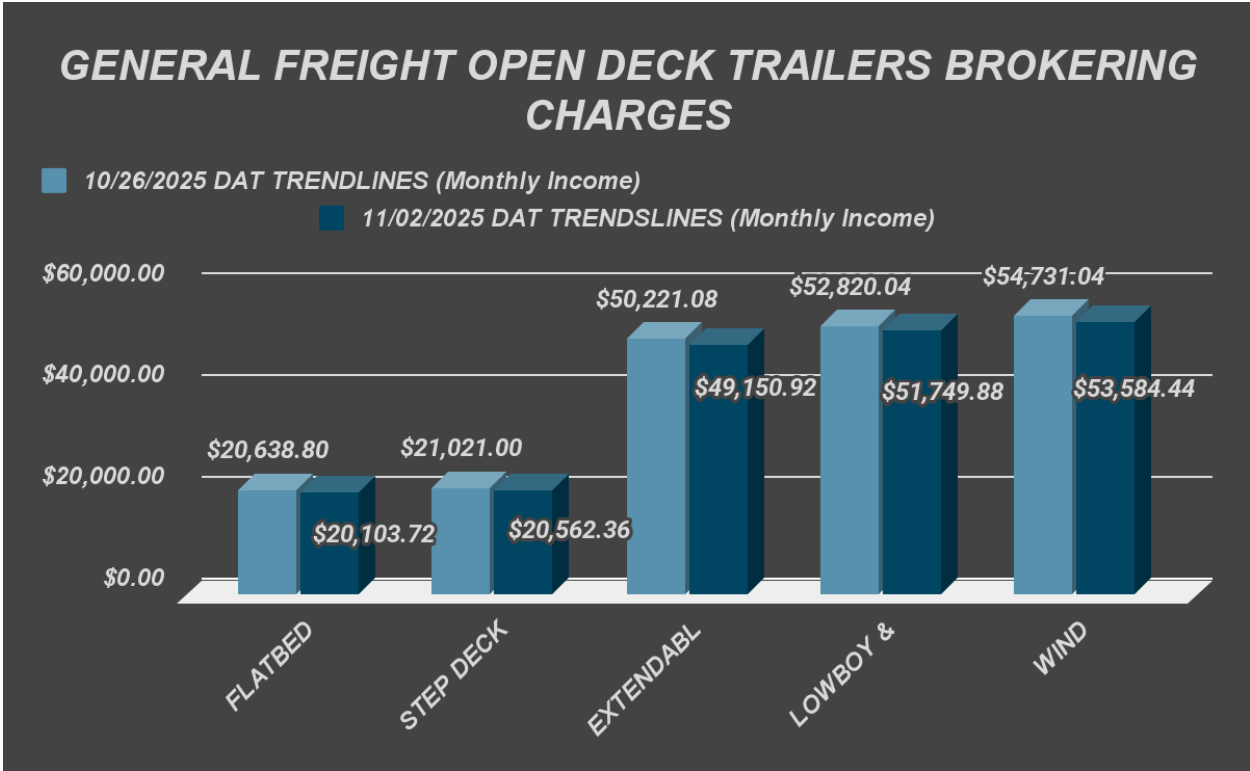
	DRY VAN OWNER OPERATOR	REFRIGERATED OWNER OPERATOR	CHASSIS (Shipping Container) OWNER OPERATOR	MOVING VAN LINE HAUL OWNER OPERATOR	CAR TRANSPORTER OWNER OPERATOR
FUEL COST (Per Mile)	\$1.08	\$1.08	\$1.08	\$1.08	\$1.08
TIRES COST (Per Mile)	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
OTR & COMMUNICATION (Per Mile)	\$0.99	\$0.99	\$0.99	\$0.99	\$0.99
LUMPERS EXPENSE (Shipper & Receiver / Per Mile)	\$0.97	\$0.87	\$0.94	\$1.22	\$0.35
BUSINESS VEHICLE PAYMENT (Per Mile)	\$0.09	\$0.09	\$0.09	\$0.09	\$0.09
BUSINESS VEHICLE AUTO INSURANCE (Per Mile)	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03
BUSINESS VEHICLE GASOLINE OR DIESEL EXPENSES (Per Mile)	\$0.32	\$0.32	\$0.32	\$0.32	\$0.32
GROCERIES (OTR & Home) EXPENSES (Per Mile)	\$0.13	\$0.13	\$0.13	\$0.13	\$0.13
MORTGAGE EXPENSES (Per Mile)	\$0.57	\$0.57	\$0.57	\$0.57	\$0.57
UTILITIES EXPENSES (Per Mile)	\$0.06	\$0.06	\$0.06	\$0.06	\$0.06
PROPERTY TAX EXPENSES (Per Mile)	\$0.04	\$0.04	\$0.04	\$0.04	\$0.04
HOMEOWNERS INSURANCE EXPENSES (Per Mile)	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03
HEALTH INSURANCE EXPENSES (Per Mile)	\$0.11	\$0.11	\$0.11	\$0.11	\$0.11
COMMERCIAL TRUCK INSURANCE (Per Mile)	\$0.48	\$0.48	\$0.48	\$0.48	\$0.48
SCHEDULE MAINTENANCE EXPENSES (Per Mile)	\$0.39	\$0.39	\$0.39	\$0.39	\$0.39
TOTAL (Per Mile)	\$5.39	\$5.29	\$5.36	\$5.64	\$4.77
DAT TRENDSLINES RATE (North Carolina	\$1.94 -	\$2.14 - Trendslines	\$2.81 -	\$1.89 - Trendslines	\$1.88 - Trendslines

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Per Mile Rates & Loads to Truck Ratio)	Trendslines / 5,5 to 1 Loads Ratio (10-26/2025 @ 4:45pm)	/ 3.9 to 1 Loads Ratio (10-26-2025 @ 4:49pm	Trendsline (10-26-2025 @ 4:59pm)	(10-26-2025 @ 5:01pm)	(10-26-2025 @ 5:03pm)
TOTAL MONTHLY EXPENSES (7,644 Miles Monthly Average out of 21-days as OTR Carrier)	\$41,201.16	\$40,436.76	\$40,971.84	\$43,112.16	\$36,461.88
CURRENT NORTH CAROLINA TRENDSLINES INCOME RATE x 21 DAYS or MONTHLY MILEAGE (7,644 x Trendsline per mile) =	\$14,829.36	\$16,358.16	\$21,479.64	\$14,447.16	\$14,370.72
CURRENT NORTH CAROLINA TRENDSLINES RATE MILEAGE REQUIRED TO MEET EXPENSES (7,644 ÷ Trendsline per mile) =	21,237 Monthly Mileage or 1,011 miles daily in 10 Driving Hours = 101 mph Avg. Speed	18,895 Monthly Mileage or 899 miles daily in 10 hours driving = 89.9 mph Avg. Speed	14,580 Monthly Mileage or 694 miles daily in 10 hours driving = 69.4 mph Avg. Speed	22,810 Monthly Mileage or 1,086 miles daily in 10 hours - 108.6 mph avg. speed	19,394 Monthly Mileage or 923 miles daily in 10 hours = 92.3 mph avg. speed
DAILY RATE REQUIRED FOR OWNER OPERATOR (75% of Gross Income to N.J.R. Trucking [Delivering Carrier])	\$1,961.96 Required Daily or \$140.14 per hour (14-Hour Window of Operation)	\$1,925.56 Required Daily or \$137.54 per hour (14-Hour Window of Operation)	\$1,951.04 Required Daily or \$139.36 per hour (14-Hour Window of Operation)	\$2,052.96 Required Daily or \$146.64 per hour (14-Hour Window of Operation)	\$1,736.28 Required Daily or \$124.02 per hour (14-Hour Window of Operation)

GENERAL FREIGHT OPEN DECK TRAILERS BROKERING EXPENSE

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

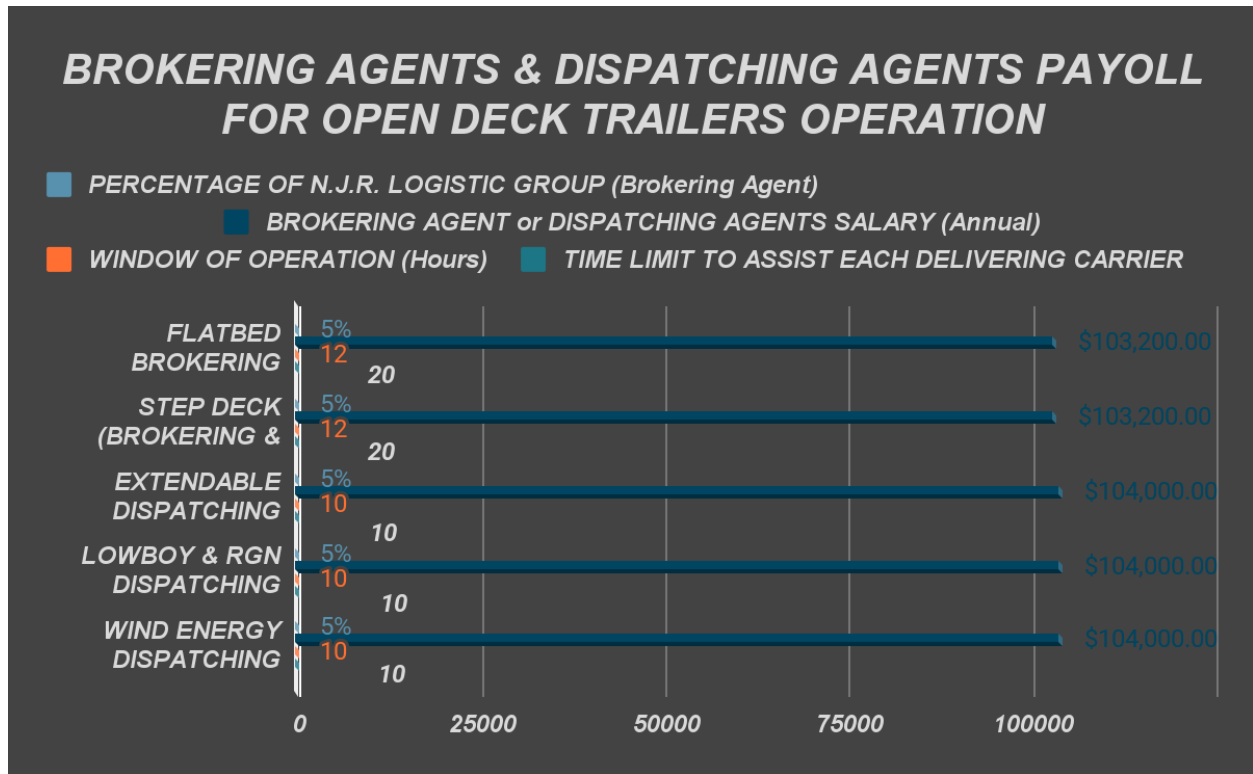


	10/26/2025 DAT TRENDLINES (Monthly Income)	11/02/2025 DAT TRENDLINES (Monthly Income)	PERCENTAGE (+) OR (-) ON 11/02/2025 @ 5:38pm	TOTAL AMOUNT GAIN OR LOSS ON 11/2/2025 @ 5:38pm
FLATBED OPERATIONS (7,644 Monthly Miles)	\$20,638.80 (\$2.70 per mile)	\$20,103.72 (\$2.63 per mile)	(-) 2%	(-) \$535.08

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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 (7,644 Monthly Miles)	\$54,731.04 (\$7.36 per mile)	\$53,584.44 (\$7.01 per mile)	(-) 2%	(-) \$1,146.60

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

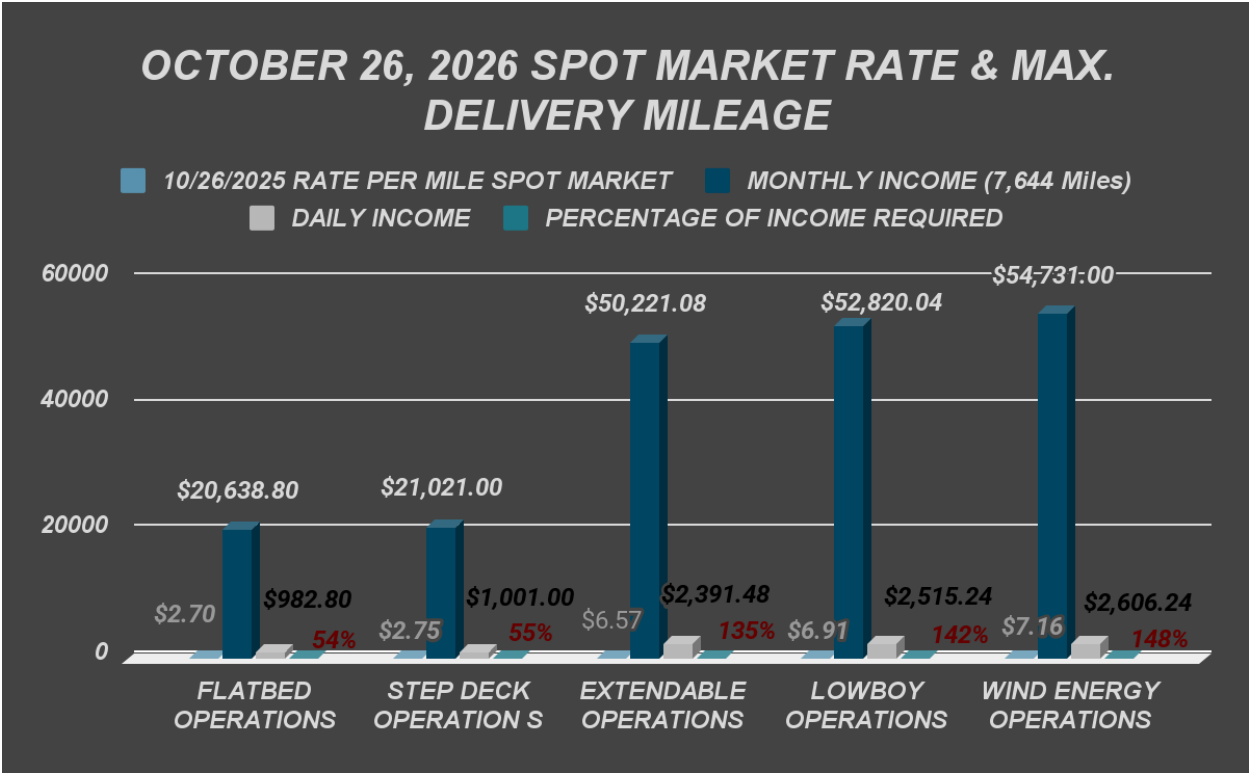
Dispatching Spring Hours

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

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

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					Window Retention Pay \$130.78 Hourly Begins 55% of 14 Hour Window \$2.18 per minute Begins 54% of 14 Hour Window
STEP DECK OPERATIONS	\$2.75	\$21,021.00	\$1,001.00	55%	199 Miles Drop 7.6 Hours to be loaded and unloaded 54% of 14 Hour Window 4.9 Hours Driving 35% of 14 Hour Window 2.7 Hours for loading and unloading 19% of 14 hour Window Retention Pay \$130.78 Hourly Begins 55% of 14 Hour Window \$2.18 per minute Begins 54% of 14 Hour Window
EXTENDABLE OPERATIONS	\$6.57	\$50,221.08	\$2,391.48	135%	491 Miles Drop 18.8 Hours to be loaded and unloaded 2 Days Delivery

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					34% of 2nd Day (14-Hour Window) 12.1 Hours Driving 2 Day Delivery 22% of 2nd Day (14-Hour Window) 6.7 Hours for loading and unloading 47% of 14-Hour Window Retention Pay \$126.62 Hourly 4.9 Hours on 2nd Day of 14-Hour Window \$2.11 per minute 4.8 Hours on 2nd Day of 14-Hour Window
LOWBOY OPERATIONS	\$6.91	\$52,820.04	\$2,515.24	142%	517 Miles Drop 21 Hours to be loaded and unloaded w/o permit or DOT Delays 3 days delivery 50% of 2nd Day 14-Hour Window 14.7 Hours Driving 3 day driving delivery 35% of 3rd Day 14-Hour Window 6.3 Hours for loading and unloading 45% of 14-Hour Window

					Retention Pay \$126.62 Hourly 51% of 3rd day 14-Hour Window Start Time \$2.11 per minute 50% of 2nd day 14-Hour Window Start Time
WIND ENERGY OPERATIONS	\$7.16	\$54,731.00	\$2,606.24	148%	536 Miles Drop 21 Hours to be loaded and unloaded w/o permit or DOT Delays 4 day delivery 50% of 3rd Day 14-Hour Window 17.8 Hours Driving 3 day driving delivery 2% of 4th Day 14-Hour Window 3.2 Hours for loading and unloading 22% of 14-Hour Window Retention Pay \$126.62 Hourly 51% of 2nd day 14-Hour Window Start Time \$2.11 per minute 50% of 2nd day 14-Hour Window Start Time



	KENWORTH W900L TANDEM AXLE TRACTOR w/86" Studio Sleeper - 290" wb)
# OF AXLES	3 Axles
WHEELBASE or KINGPIN TO AXLES SPACING (Inches / Feet)	290" (24.16')
1st AXLE (Steer or Trailer) RATING (Tons / lbs.)	6.5 Tons (13,000 lbs.)
2nd AXLE (Drive or Trailer) RATING (Tons)	10 Tons (20,000 lbs.)
3rd AXLE (Drive or Trailer) RATING (Tons)	10 Tons (20,000 lbs.)
FRONT BUMPER TO 1st AXLE (or Kingpin) SPACING (Inches / Feet)	30" (2.5')
1st AXLE TO 2nd AXLE (or Kingpin to Trailer 1st Axle) (Inches)	263" (21.91')

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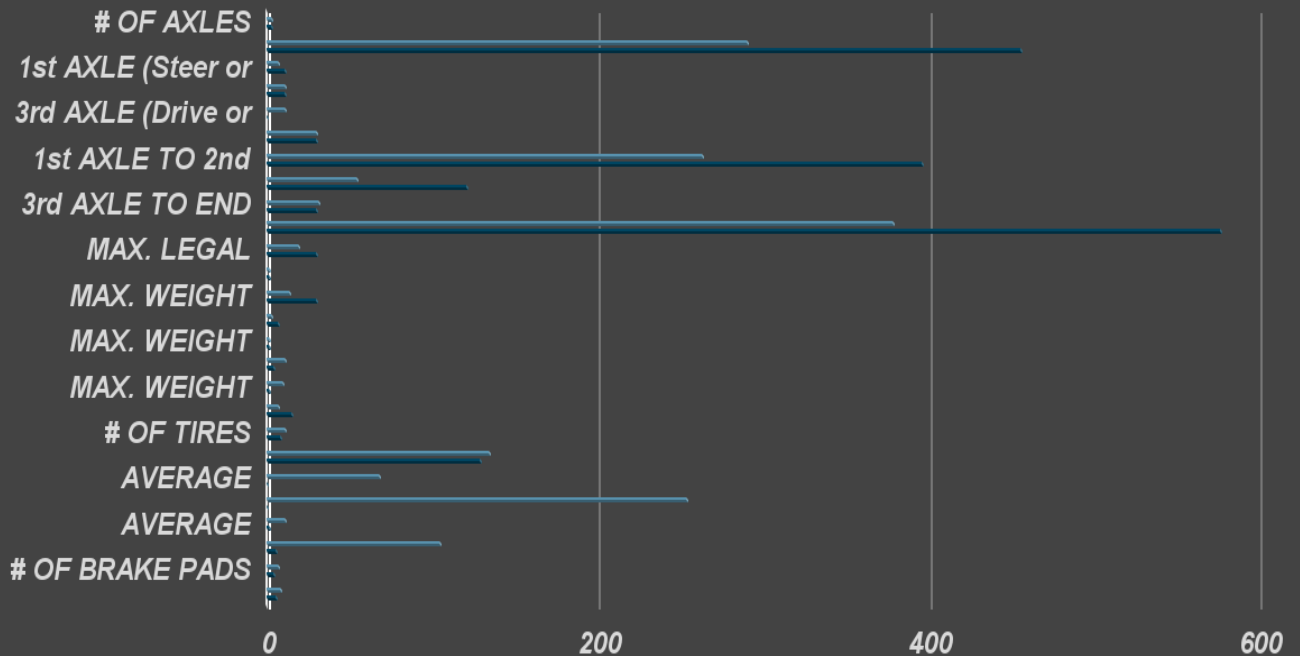
2nd AXLE TO 3rd AXLE (Trailer 1st to 2nd Axle) (Inches)	54" (4.5')
3rd AXLE TO END OF TRACTOR (or 2nd Axle to End of Trailer)	31" (2.58')
TOTAL LENGTH (Inches)	378" (31.5')
MAX. LEGAL WEIGHT (With or Without Permits) (Tons)	19.38 Tons (38,760 lbs.)
MAX. WEIGHT BETWEEN FRONT BUMPER AND 1st AXLE (Tons)	1.53 Tons (3,060 lbs.)
MAX. WEIGHT BETWEEN 1st Axle AND 2nd AXLE (Tons)	13.48 Tons (26,960 lbs.)
MAX. WEIGHT BETWEEN 2nd AXLE AND 3rd AXLE (Tons)	2.76 Tons (5,520 lbs.)
MAX. WEIGHT BETWEEN 3rd AXLE AND END OF FRAME (Tons)	1.59 Tons (3,180 lbs.)
TARE WEIGHT (Light Weight) (Tons)	10 Tons (20,000 lbs.)
MAX. WEIGHT ALLOWED ON 5th WHEEL (or Kingpin) (Tons)	9.38 Tons (18,760 lbs.)
AVERAGE AXLE RATING FOR PERMIT ORDERING (Tons)	6.46 Tons (12,920 lbs.)



FLATBED TRAILER OWNER OPERATOR RATE PER MILE

FLATBED OWNER OPERATOR WEIGHT AND MEASURES

■ KENWORTH W900L TANDEM AXLE TRACTOR w/86" Studio Sleeper - 290" wb)
 ■ EXTREME TRAILER OWNER OPERATOR SPEC 48' SPLIT AXLE ALL ALUMINUM

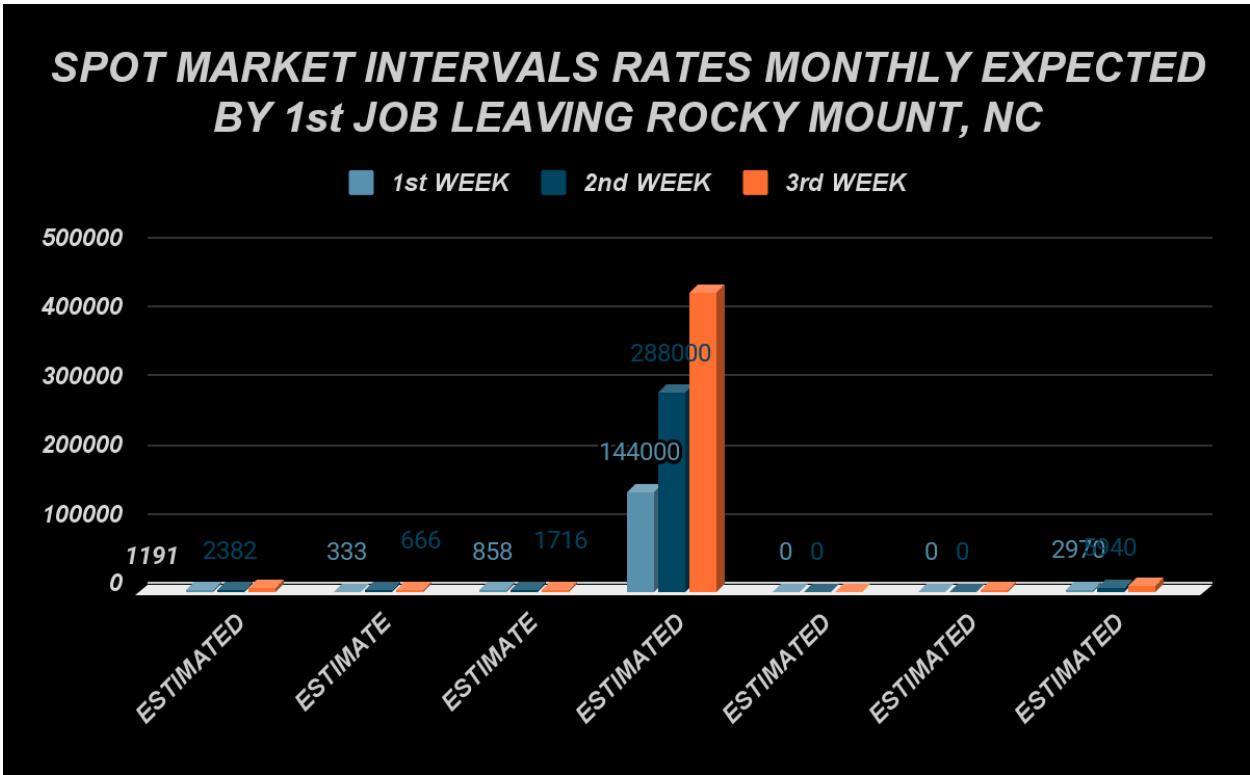


	KENWORTH W900L TANDEM AXLE TRACTOR w/86" Studio Sleeper - 290" wb)	EXTREME TRAILER OWNER OPERATOR SPEC 48' SPLIT AXLE ALL ALUMINUM
# OF AXLES	3 Axles	2 Axles
WHEELBASE or KINGPIN TO AXLES SPACING (Inches)	290"	456"
1st AXLE (Steer or Trailer) RATING (Tons)	6.5 Tons	10 Tons
2nd AXLE (Drive or Trailer) RATING (Tons)	10 Tons	10 Tons
3rd AXLE (Drive or Trailer) RATING (Tons)	10 Tons	N/a
FRONT BUMBER TO 1st AXLE (or Kingpin) SPACING (Inches)	30"	30"

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

# OF BRAKE PADS	6 Brake Pads	4 Brake Pads
BRAKE PADS EXPENSES DAILY	\$8.57 Daily Brake Pads Expenses	\$5.71 Daily Brake Pads Expenses



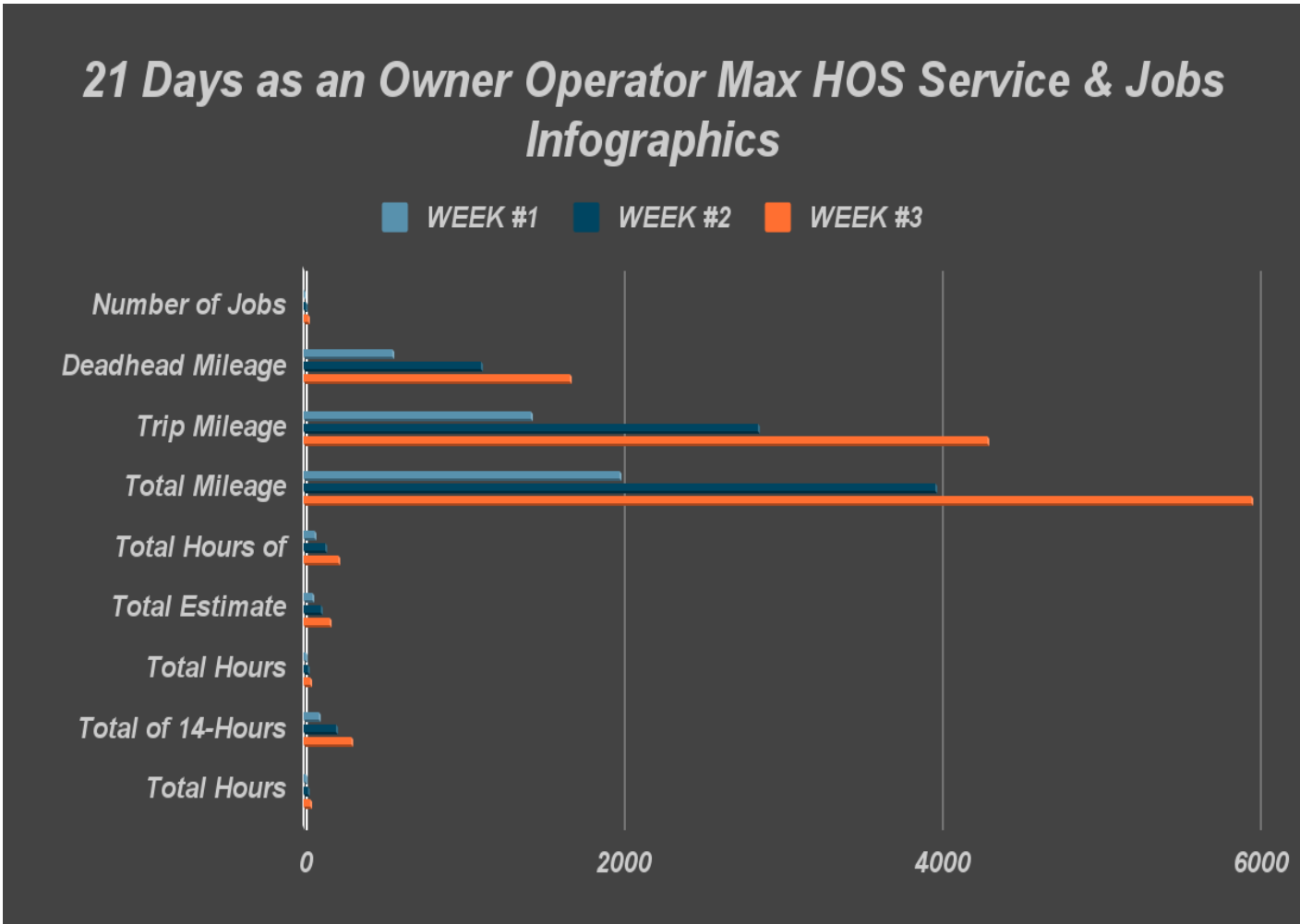
	1st WEEK	2nd WEEK	3rd WEEK
ESTIMATED MILEAGE	1,191 miles	2,382 miles	3,573 miles
ESTIMATE DEADHEAD MILEAGE WEEKLY	333	666	999
ESTIMATE TRIP MILEAGE	858 miles	1,716 miles	2,574 miles

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ESTIMATED SHIPMENT WEIGHT TRANSPORTED	144,000 lbs.	288,000 lbs.	432,000 lbs.
ESTIMATED TIMES FREIGHT BROKER AGENT WILL PAY DELIVERING CARRIER	0	0	1
ESTIMATED INCOME FOR DELIVERING CARRIER (without factoring company)	\$0	\$0	\$990.00
ESTIMATED INCOME FOR DELIVERING CARRIER (with factoring company - No Percentage to factoring company)	\$2,970.00 1st Week	\$5,940.00 2nd Week	\$8,910.00 3rd Week

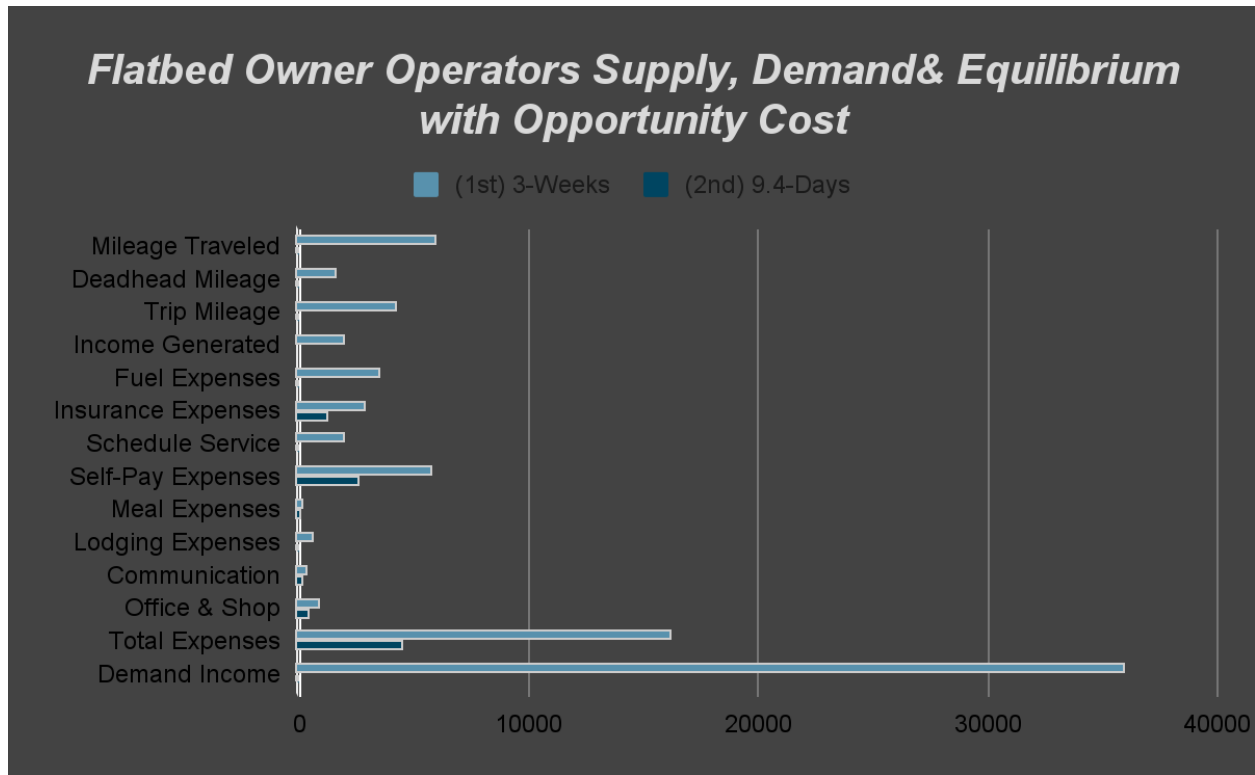
STARTING LOCATION	PICK UP LOCATION	DESTINATION LOCATION	RATE	DAYS TO PAY	LOAD TYPE
Rocky Mount, NC	Chester, VA (111 Deadhead Miles)	Mainland, PA (286 Trip Mileage)	\$990.00	20-Days to Pay	Full Commodity - Lumber Length - 48' Weight - 48,000 lbs.

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



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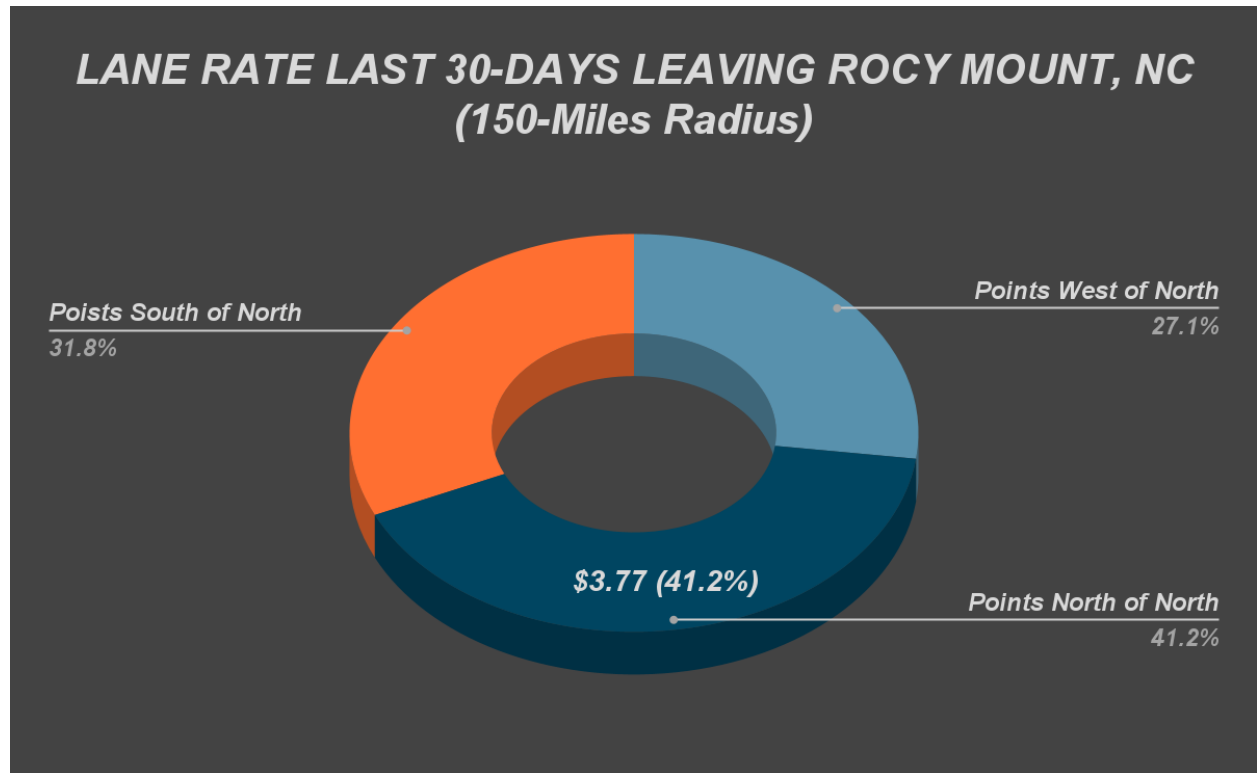
	WEEK #1	WEEK #2	WEEK #3
<i>Number of Jobs Completed</i>	5 Jobs	10 Jobs	30 Jobs
<i>Deadhead Mileage Estimate</i>	555 <i>Deadhead Miles Allowance</i>	1,110 <i>Deadhead Miles Allowance</i>	1,665 <i>Deadhead Miles Allowance</i>
<i>Trip Mileage Estimate</i>	1,430 <i>Trips Mileage Allowance</i>	2,860 <i>Trips 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>
<i>Total Hours of Service (HOS) Available</i>	70 <i>Hours of Service (HOS)</i>	140 <i>Hours of Service (HOS)</i>	210 <i>Hours of Service (HOS)</i>
<i>Total Estimate Driving Hours Estimate</i>	56 <i>Driving Hours Allowance</i>	112 <i>Driving Hours Allowance</i>	168 <i>Driving Hours Allowance</i>
<i>Total Hours Available for On-Duty (Securing, Fueling & Pre Trip)</i>	14 <i>On-Duty Hours Excluding Driving Allowance</i>	28 <i>On-Duty Hours Excluding Driving Allowance</i>	42 <i>On-Duty Hours Excluding Driving Allowance</i>
<i>Total of 14-Hours Window Available (Searching Loads, Route Plan & Office Work)</i>	98 <i>Window Hours of Operation Allowance</i>	196 <i>Window Hours of Operation Allowance</i>	294 <i>Window Hours of Operation Allowance</i>
<i>Total Hours Available Between Loads to Deadhead to Shippers'</i>	12.61 <i>Total Hours Between Loads (2.52 Hours Between Jobs) Allowance</i>	25.22 <i>Total Hours Between Loads (2.52 Hours Between Jobs) Allowance</i>	37.83 <i>Total Hours Between Loads (2.52 Hours Between Jobs) Allowance</i>



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

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Schedule Service Expenses	\$1,999.71 Schedule Service Expenses	N/a
Self-Pay Expenses	\$5,756.52 Self-Pay Expenses	\$2,576.72 Self-Pay Expenses
Meal Expenses	\$210.00 Meals Expenses	\$94.00 Meal Expenses
Lodging Expenses	\$600.00 Lodging Expenses	N/a
Communication Expenses	\$345.00 Communication Expenses	\$154.53 Communication Expenses
Office & Shop Expenses	\$897.00 Office & Shop Expenses	\$401.94 Office & Shop Expenses
Total Expenses	\$16,180.09 Total Expenses The (1st) 21-Days of the Month	\$4,515.54 Total Expenses (2nd) Half of the Month
Demand Income	\$36,000.00 Monthly Income • \$2,400.00 per load Contract • \$1,714.28 daily income contract • \$122.44 per hour (14 hour window contract) • \$670.44 deadhead expenses per load contract • \$8.39 per mile contract • \$6.04 per all traveled miles agreement	N/a



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

**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)
FLATBED OPERATIONS**

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<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$641.85 Required Daily or \$45.84 per hour (14-Hour Window of Daily Service) STEP DECK OPERATIONS</i>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$650.35 Required Daily or \$46.45 per hour (14-Hour Window of Daily Service) EXTENDABLE TRAILER OPERATIONS</i>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$684.32 Required Daily or \$48.88 per hour (14-Hour Window of Daily Service) LOWBOY OPERATIONS</i>
<i>BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)</i>	<i>\$578.76 Required Daily or \$41.34 per hour (14-Hour Window of Daily Service) WIND ENERGY TRAILERS OPERATIONS</i>

	<i>FLATBED OWNER OPERATOR</i>	<i>STEP DECK OWNER OPERATOR</i>	<i>EXTENDABLE TRAILERS OWNER OPERATOR</i>	<i>LOWBOY & RGN OWNER OPERATOR</i>	<i>WIND ENERGY TRAILERS OWNER OPERATORS</i>
<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 & 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>CONTRACTORS EXPENSES (Per Mile)</i>	<i>\$0.61</i>	<i>\$0.61</i>	<i>\$0.45</i>	<i>\$0.45</i>	<i>\$0.45</i>
<i>BUSINESS VEHICLES PAYMENT (Per Mile)</i>	<i>\$0.09</i>	<i>\$0.09</i>	<i>\$0.09</i>	<i>\$0.09</i>	<i>\$0.09</i>

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BUSINESS VEHICLE AUTO INSURANCE (Per Mile)	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03
BUSINESS VEHICLE GASOLINE OR DIESEL EXPENSES (Per Mile)	\$0.32	\$0.32	\$0.32	\$0.32	\$0.32
GROCERIES (OTR & Home) EXPENSES (Per Mile)	\$0.13	\$0.13	\$0.13	\$0.13	\$0.13
MORTGAGE EXPENSES (Per Mile)	\$0.57	\$0.57	\$0.57	\$0.57	\$0.57
UTILITIES EXPENSES (Per Mile)	\$0.06	\$0.06	\$0.06	\$0.06	\$0.06
PROPERTY TAXES EXPENSES (Per Mile)	\$0.04	\$0.04	\$0.04	\$0.04	\$0.04
HOMEOWNERS INSURANCE EXPENSES (Per Mile)	\$0.03	\$0.03	\$0.03	\$0.03	\$0.03
HEALTH INSURANCE EXPENSES (Per Mile)	\$0.11	\$0.11	\$0.11	\$0.11	\$0.11
COMMERCIAL TRUCK INSURANCE (Per Mile)	\$0.48	\$0.48	\$0.48	\$0.48	\$0.48
SCHEDULE MAINTENANCE EXPENSES (Per Mile)	\$0.39	\$0.39	\$0.39	\$0.39	\$0.39
PERMITS & PILOT CARS EXPENSES (Per Mile)	\$12.07	\$12.07	\$12.07	\$12.07	\$12.07
TOTAL w/PERMITS & PILOT CARS EXPENSES (Per Mile)	\$17.10	\$17.10	\$16.94	\$16.94	\$16.94
TOTAL w/o PERMITS & PILOT CARS EXPENSES (Per Mile)	\$5.03	\$5.03	\$4.87	\$4.87	\$4.87
DAT TRENDSLINES RATE (North Carolina Per Mile Rates & Loads to Truck Ratio)	\$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)
TOTAL MONTHLY EXPENSES (7,644 Miles Monthly Average out of 21-days as OTR Carrier w/o Permits & Pilot Cars Expenses)	\$38,449.32	\$38,449.32	\$37,226.28	\$37,226.28	\$37,226.28
TOTAL MONTHLY EXPENSES (7,644 Miles Monthly Average out of 21-days as OTR Carrier w/Permits & Pilot Cars Expenses Deadhead & Loaded)	\$130,712.40	\$130,712.40	\$129,489.36	\$129,489.36	\$129,489.36
CURRENT NORTH CAROLINA OPEN DECK TRENDSLINES INCOME RATE x 21 DAYS or	\$20,638.80	\$21,021.00	\$50,221.08	\$52,820.04	\$54,731.04

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MONTHLY MILEAGE (7,644 x Trendsline per mile) =					
CURRENT NORTH CAROLINA TRENDSLINES RATE MILEAGE REQUIRED TO MEET EXPENSES (7,644 ÷ Trendsline per mile) =	14,240 Monthly Mileage or 678 miles in 10 Driving Hours = 67.8 mph Avg. Speed	13,981 Monthly Mileage or 665 miles in 10 driving hours = 66.5 mph avg. speed	5,666 Monthly Miles or 269 miles in 10 driving hours = 26.9 mph avg. speed	5,387 Monthly Miles or 256 miles in 10 driving hours = 25.6 mph avg. speed	5,199 monthly miles or 247 miles in 10 driving hours = 24.7 mph avg. speed
DAILY RATE REQUIRED FOR OWNER OPERATOR (75% of Gross Income to N.J.R. Trucking [Delivering Carrier])	\$1,830.92 Required Daily or \$130.78 per hour (14-Hour Window of Operation)	\$1,830.92 Required Daily or \$130.78 per hour (14-Hour Window of Operation)	\$1,772.68 Required Daily or \$126.62 per hour (14-Hour Window of Operation)	\$1,772.68 Required Daily or \$126.62 per hour (14-Hour Window of Operation)	\$1,772.68 Required Daily or \$126.62 per hour (14-Hour Window of Operation)
BROKER RATE REQUIRED FOR DISPATCHING FREIGHT TO OWNER OPERATORS (N.J.R. Logistics Group Net Pay)	\$610.31 Required Daily or \$43.59 per hour (14-Hour Window of Daily Service)	\$610.31 Required Daily or \$43.59 per hour (14-Hour Window of Daily Service)	\$590.89 Required Daily or \$42.20 per hour (14-Hour Window of Daily Service)	\$590.89 Required Daily or \$42.20 per hour (14-Hour Window of Daily Service)	\$590.89 Required Daily or \$42.20 per hour (14-Hour Window of Daily Service)
BROKERING PACKET REQUIREMENT (Rocky Mount to [Atlanta, GA - Brunswick, GA - Lexington, KY - Pittsburgh, PA - Newark, NJ]) ONE DAY TRIP	\$2,441.23 Required Daily or \$174.37 hourly (14 Hour Window of Service to Move Freight)	\$2,441.23 Required Daily or \$174.37 hourly (14 Hour Window of Service to Move Freight)	\$2,363.57 Required Daily or \$168.83 hourly (14 Hour Window of Service to Move Freight)	\$2,363.57 Required Daily or \$168.83 hourly (14 Hour Window of Service to Move Freight)	\$2,363.57 Required Daily or \$168.83 hourly (14 Hour Window of Service to Move Freight)