

# Partnership for Success

A **CTI** *Program*

PO Box 6 ◦ Coal City, IL 60416 ◦ 800-435-9355

## **Program Overview**

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## **Strengthen and Expand Your Home Market...**

- Maintain your own identity with your customers and drivers by continuing to display your door signs with the small addition of showing your membership to the Partnership for Success.
- Our network of agents will help to eliminate your backhaul areas and expand your own areas of service to your customers.
- Our flow of equipment will enable you to offer a higher volume of service and wider variety of equipment to your customers.
- Our brokerage system will assist in moving your excess freight and further service your customers.
- Our sales staff will help to improve your customer relations and broaden your customer base.
- Our recruiting team will help to keep drivers in your trucks and continue to lease on new owner/operators in your area.
- Our direct IBM 400 interface will improve your communications and give you the ability to have EDI access.

*Soaring above the rest.*

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## Reduce Your Overhead...

- Our central office will provide many of your daily functions including, but not limited to:
  - Driver qualification
  - Driver compliance
  - Random drug testing
  - Accident and claim handling
  - Customer billing and collections
  - Credit checks
  - Licensing and permitting
  - Log auditing
  - Settlements
  - Fuel tax reporting
  - Rates and contracts
  - National account sales
- You can then choose to reduce your staffing requirements or redirect their efforts toward revenue producing functions for your operations.
- Cut insurance costs by utilizing our company provided cargo and liability insurance, while under dispatch, and take advantage of our negotiating power to reduce your rates on physical damage, bobtail and deadhead, and other policies.
- Enjoy company paid fuel taxes and no escrow requirements for your equipment.
- Take advantage of access to group rates on your medical, life, and 401k plans.

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## Improve Your Cash Flow...

- Experience instant cash flow with our terminal pay system, allowing truck owners to receive settlement upon the receipt of paperwork, after the delivery of any load.
- Use our Trippak and Direct deposit options to keep paperwork and settlements flowing quickly and continuously.
- Up to 30% advance is made available via Comcheck or Comcard, once loaded.
- Earn partner participation revenues, paid weekly, on any Partnership for Success trucks you load through your approved customers.
- Earn additional income on any approved brokerage carriers or trip lease operators that you load through your approved customers.
- Earn additional percentage commissions based on the gross revenue of any additional agencies you help to establish with the Partnership for Success.
- Earn additional shares of our bottom line net profit based on your productivity.

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### **Considering what we are all up against...**

*“A sharp rise in insurance rates is forcing trucking companies to accept more risk as well as incur higher operating costs. The problem could reach crisis levels before long, some observers say, and may even push some truckers out of business.”*

- Daniel Bearth  
Transport Topics

*“I don’t think we’re at the point where I would call it an insurance crisis, but I would say within 18 months we could get to that proportion.”*

- Gregory M. Feary  
Scopelitis, Garvin, Light & Hanson

*“The skyrocketing cost of fuel and the inability of small-business truckers to pass on these increased costs to their customers is causing financial ruin throughout the industry.”*

- James Johnston, President, OOIDA

*“Inflation spells danger for trucking, and right now the industry is faced with price increases in a number of areas: fuel, wages, and insurance.”*

- Martin Labbe  
Fleet Owner Magazine

**... it’s time to make a change.**

*Soaring above the rest.*