



**Black Rhino Express, LP**  
A 3<sup>rd</sup> Party Logistics Company

Black Rhino Express, LP is a third-party transportation logistics company. What differentiates us from traditional freight brokerage companies is that Black Rhino is aligning broker/agents across the United States into an efficient cooperative group. A “Co-op”, as most call it, is defined as: “A business that is run jointly by its members working together sharing in the benefits created from economies of scale”.

**What are my benefits by joining Black Rhino as an Independent Sales Representative?**

By aligning many Independent Sales Representatives (ISR) within the freight brokerage industry Black Rhino can capitalize on economies of scale. This means that increasing total sales volume actually decreases the cost for expenses like insurance, licenses, load board subscriptions, administration, etc.. Plain and simple, these reduced costs translate into Black Rhino’s ability to pay more commission dollars to the ISR.

**What exactly will Black Rhino do for me?**

Black Rhino will provide all the financial, technological and administrative support you will need in order to conduct your business on a professional level. We understand that your business requires financing to assist with advances and quick pays to your carrier base. Our company is well capitalized and experienced to assist with these needs. Your carriers will come to understand that doing business with Black Rhino will always mean they are paid quickly and professionally.

Our administrative team has many years of experience assisting ISR’s. We understand your needs and are willing to go the extra mile for you. We realize that ISR’s are entrepreneurs and each operate their businesses differently. We are flexible to meet your requirements so that you can run your day-to-day business efficiently and effectively.

You will also have access to all the “tools of the trade” for the freight brokerage industry. This includes subscriptions to Internet Truckstop, DAT and Carrier411. We are always open to expanding these “tools” if your freight business is in a unique industry that requires additional subscriptions or services.

**Am I a candidate to be part of Black Rhino Express?**

Are you an entrepreneur? Are you ready to capture more of the profit you generate from your business? Have you always wanted to be your own boss but didn’t have the financial or administrative means to start? Do you want to focus more of your efforts on sales and profit growth vs. managing employees, making payroll, paying trucks, maintaining insurance policies, reconciling accounts, etc.?

If your answer is yes to any of these questions, we at Black Rhino are confident that you will not be disappointed in making this career decision to join our team. This is an opportunity for you to take more control of your business and be paid what you deserve.



### **Sounds great so far, but what will the commission rate be?**

Because Black Rhino's expenses are lower than traditional brokerage companies, we can offer the industry's most competitive commission rates. To further differentiate ourselves from the other 3PL's we also offer 25% of the advance and quick pay income to our ISR's. Example: If the carrier wants a quick pay for a \$5,000 load and the quick pay rate that the ISR negotiated is 4% the total quick pay income is \$200. The ISR would be compensated \$50 (25% of the \$200) for this transaction. The finance income generated by the ISR is not subject to the commission rate (you keep the full 25%).

### **When will I be paid my commissions?**

Black Rhino will pay draws to ISR's assuming their commission position is in the positive. Once the completed paperwork is received for a delivered load (bols/PODs, receipts for lumpers, etc.) commissions can be paid out immediately.

### **How is the day to day business handled?**

Black Rhino understands the more time you spend communicating with your clients, prospective customers and carriers that it translates into more sales and more profit. This is why we have developed a proprietary "in-house" database system to transact all your day-to-day business.

While most brokerage companies used "canned" software they are limited on the information that can be entered into and extracted from the system. Due to our proprietary information system and a full time IT staff we can make quick changes and add modules to our database. This can be very helpful to an ISR to allow them to share real-time information with their customers and carriers.

Technology is a very important part to this business. We realize that each one of your customers and carriers may require different criteria for transacting business with them. We have the technology and flexibility to make that happen. Some past examples are automatically text messaging carriers their EFS #'s and emailing customers' real-time reports outlining the location and status of each truck on the road.

Commission-based positions can be confusing with knowing exactly what you are owed. Our database system can easily track your financial position with the click of one button. You will never be kept in the dark again about where you stand with the commission that you've earned.

### **How are claims handled?**

We understand that claims are part of the business. As you know each claim is different and handled independently. The Black Rhino staff will work together with you throughout the whole claims process to find a solution. Together with our Administrative staff, our ISRs always confirm prior to loading any carrier that they have proper insurance coverage. If for some reason the carrier's insurance doesn't cover the loss of the claim Black Rhino carries both contingent auto and contingent cargo insurance to trigger in this event.



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### **Will I be an employee or a contractor?**

All ISR's are considered contactors rather than employees. At the end of each year you will receive a "1099" versus a traditional "W-2". As a contractor you have the ability to write off additional expenses against your earnings. Most broker/agents write off their auto, home office, internet, and cell phone expenses.

### **How does the transition process work from my current employer?**

All the information that we will need from you is a list of your customers and carriers. During the transition time we can set up these accounts into our database system to save you time. We will also send out customer credit applications and assist with getting your carriers set up in our carrier monitoring system, RMIS. Once the customers are approved for credit, you're ready to book loads. This process should not take more than a few days.

### **If my carriers have not done business with Black Rhino will they haul for me?**

We understand there are many "fly by night" brokerage companies that have taken advantage of carriers and ISR's. We are here for the long haul and want to create long-standing relationships with our ISR's and their customer and carrier bases. If any of your carriers are hesitant hauling for Black Rhino we have the flexibility of quick paying them without fees for the first few deliveries until they're satisfied with our payment practices.

### **What's the next step in becoming a Black Rhino ISR?**

There are only a few opportunities in your lifetime that come around and make considerable changes to your life and financial future. Black Rhino's ISR business plan is simple and makes sense. We've all witnessed smaller, undercapitalized brokerage companies closing their doors in this poor economy. They simply can't "weather the storm" because of lack of financial support and higher costs. The Black Rhino approach eliminates both issues to allow for success during any economic situation.

If you are ready to take control of your business and your financial future, please give me a call at the number below. We are looking forward to answering any further questions you may have regarding our ISR program.

**Best Regards,**

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