

Network FOB ...

By: Joe Tutino, VP of Agent Development for Network F.O.B.
(Suggested) Editor's Note: The freight brokerage firm, Network F.O.B. is expanding rapidly despite unfavorable economic conditions. Joe Tutino, Vice President for Agent Development attributes the expansion not only to leading edge operational technology but to state-of-the-art management technology as well.

If I said it was possible to have 70/30 commission split paid electronically 24/7, with carrier verifications in minutes and near-instant agent support, most freight brokerage agents would say, "Well, maybe some day."

"Some day" is here. It's not yet the industry "standard" but at Network F.O.B. it's standard operating procedure.

Network FOB may be the fastest growing freight brokerage in the nation. Forty new agents, with established books of business, have come on board during the first eight months of 2009.

It's all about advanced technology, agent support and an impeccable credit rating.

Our agent Randy Vosburg in Waukesha, Wisconsin explained, "We're able to check the status of carriers and go through the process of qualifying them quickly which is very important. If necessary, we can do a background check in a very short time. His

company, All-Ways Transportation & Logistics, handles marble, stone, manufactured items and roll steel as well as lumber products destined for big-box stores. He's a 25-year veteran of the industry and pointed out, "The day-to-day accessing of the system is proven; it's very responsive. Compared to the broker we were with earlier, there is a night-and-day difference. Small matters could sometimes take hours to resolve. We just haven't had those time-consuming painful events when dealing with Network F.O.B.'s system.

"Many of our carriers use 'Quick Pay' and it's a painless process for us and for them. If we have questions, we have a group of professionals we can turn to for answers especially when unusual situations present themselves."

In neighboring Michigan, Network F.O.B. agent Sean Anderson of Dreamin' Green Logistics noted, "It's the best commission system I've ever worked with and I've worked with six different systems. It takes care of you every day. They are right there for you."

Anderson was referring to Network F.O.B.'s 70/30 commission split payable immediately after loads are invoiced and available any time -- days, nights or weekends -- with electronic depositing to an agent's bank account.

"I like the amount of control I have when issues of customer credit are involved. I don't have to wait for anybody. Carrier set-up can be done in no time at all.

"If there is a mistake and a shipper has been over-invoiced or under-invoiced," Anderson noted, "it is very easy to get information changed. I like being able to track what we've done."

Network F.O.B. is a Premier Account with Internet Truckstop giving agents free access to these value added services: such as RateMate® and Carrier Performance Monitoring (CPR).

The Network F.O.B. system keeps agents on top of the latest technology virtually eliminating their "back office". For example: agents fax a carrier contract or service confirmation and carriers return it to an e-fax account which automatically archives the document electronically. Agents can access all documents on line at any time and from any location with Internet access. The system is virtually paperless.

Agent support is most often accessed on line and utilizes our exclusive "job ticket" system which ensures prompt action to every agent requests.

In addition to the most advanced operational software, at Network F.O.B. we employ the latest management technology to continually analyze virtually ever facet of the business. This software generates comparative performance data, analyzes the data, tracks workflow and provides accountability. It's the key to maintaining and improving efficiencies.

Our agents are able to devote 100 percent of their time to what they do best -- moving freight. Mr. Tutino may be contacted at: joe.tutino@networkfob.com Ph: (651) 256-1006



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