

Dear Potential Sales Agent,

Thank you for taking the time to look over this tremendous opportunity to partner with Trans-United, Inc.

Trans-United was established in 1964, and today offers one of the most versatile operations in the transportation industry. Our fleet operates in North America concentrating on machinery transportation, with the ability to transport almost any commodity. Whether your customer requires Flat bed, LTL, Van, Specialized Hauling, Storage or Rigging, we have the equipment and the experience to serve you. Our fleet consists of late model equipment that is inspected every 6 months. All of our drivers pass a rigorous background check and our in house brokerage has access to over 7000 carriers.

Trans-United Sales Agents are respected as business partners. We understand the day-to-day challenges faced by Sales Agents big and small. As a respected business partner we will work with you to meet those challenges together. We will provide the tools needed to make you a successful Sales Agent. As a Trans-United Sales Agent you will have access to our "State of the art" computer network. This system allows you to enter loads, access truck availability, and track shipments in a "Real Time" environment. This system also allows Trans-United, Inc. drivers and Owner operators to view loads through a secured web page.

This is truly a unique opportunity to become an independent success. There is no out of pocket expense and a non-committal contract. We offer a great compensation plan and a professional staff to help serve your customers needs.

Once again, thank you for taking the time to read about this great opportunity. Enclosed you will find information about becoming a Sales Agent for Trans-United. Please fill out the attached application and fax back to my attention

Feel free to contact me with any questions you may have. I look forward to hearing from you soon.

Sincerely,

Chris Coppinger
Capacity Manager
877-762-3111 ext 234

Sales Agent Information

Below you will find information on becoming a Sales Agent for Trans-United, Inc. Here at Trans-United, you will not be restricted by territories. You will be assigned to your account by name not by location. With our in house brokerage you will have access to over 7000 carriers to help move your freight. You will not have to worry about billing customers or paying carriers, we take care of all that. We provide the tools to help you achieve success.

Sales Agent Pay

8% on loads moved with T-U equipment

For Brokered loads; sales agent compensation is 88% less CP (carrier pay)

Trans-United, Inc. Provides

Late model equipment (inspected every 6 months)

Access to "Real Time" computer network

In house brokerage

Access to over 7,000 carriers

Access to load posting boards

(Post once \$25 a mo./ DAT \$25 a month)

Extensive training & support

Non-committal contract

Weekly settlements

Sales Agent Requirements

Strong customer base

Office availability during normal business hours

Knowledge of open trailer business

Computer

High speed Internet connection

Ability to learn "Real Time" computer system

Computer experience

Honesty and Integrity

Phone/Fax

Fleet Owners, are you tired of slow paying customers? Tired of all the paperwork involved with operating under your own authority? Becoming a Sales Agent with Trans-United will help you concentrate on success. We take care of all the paperwork. You still have the freedom of being an independent business, without the administrative paperwork.

Please fill out the attached application and Fax to **219-764-2010** Once again thank you for your interest in Trans-United, Inc. If you have any questions please feel free to contact us at

877-762-3111 Ext 234

Trans-United, Inc.
1123 N State Rd 149
Burns Harbor, IN 46304
Toll free 877-762-3111 ext 234
Fax 219-764-2010

Sales Agent Application

Personal Information

Name _____ Date _____
Address _____ City _____ State _____ Zip _____
S.S.N. _____ Date of Birth _____
Home Phone _____ Cell Phone _____
E-mail Address _____
Drivers License # _____ State _____ Exp date ____/____

Agency Information

Agency Name _____
Physical Address _____ City _____ State _____ Zip _____
Local # _____ Toll Free # _____ Fax # _____
E-mail Address _____
Date formed _____ FID#/SSN# _____
Check one Corporation Limited Liability Company Sole Proprietorship
 Partnership Limited Liability Partnership Limited Partnership
Internet connection Dial up DSL Cable Wireless
What types of computer programs are you familiar with?

What type of equipment do your customers require?
 Flatbed %____ Step Deck %____ Double Drop %____
 Heavy Haul %____ Van %____ Refer %____
What types of freight do your customers ship (commodity)? _____

What other carriers do you represent?

What do you expect from Trans-United, Inc.? _____

How did you hear about us? _____

Have you ever filed Bankruptcy? _____ Yes _____ No

If Yes, Explain _____

Do you have any Lawsuits pending? _____ Yes _____ No

If Yes, Explain _____

Have you ever been convicted of a felony? _____ Yes _____ No

If Yes, Explain _____

Education

Circle highest grade completed: High School 9 10 11 12 College 1 2 3 4

High School _____

College _____

List special courses or training _____

Present & Past Employment

List current employer first.

Employer

Name	From Mo Yr	To Mo Yr
Address	Position held	
City State Zip	Salary/Wage	
Contact Person Phone Number	Reason for leaving	

Employer

Name	From Mo Yr	To Mo Yr
Address	Position held	
City State Zip	Salary/Wage	
Contact Person Phone Number	Reason for leaving	

Employer

Name	From Mo Yr	To Mo Yr
Address	Position held	
City State Zip	Salary/Wage	
Contact Person Phone Number	Reason for leaving	

Employer

Name	From Mo Yr	To Mo Yr
Address	Position held	
City State Zip	Salary/Wage	
Contact Person Phone Number	Reason for leaving	

Personal References

List 3 personal/professional references

Reference

Name		Years Known	Relationship and Title	
Company				
Address	City	State	Home Phone	Work Phone

Reference

Name		Years Known	Relationship and Title	
Company				
Address	City	State	Home Phone	Work Phone

Reference

Name		Years Known	Relationship and Title	
Company				
Address	City	State	Home Phone	Work Phone

Disclosure and Release

This certifies that this application was completed by me, and that all entries on it and information in it are true and complete to the best of my knowledge.

I authorize you to make such investigations and inquiries of my personal, employment, financial, and other related matters as may be necessary in arriving at an agency decision. I hereby release employers, schools, and other persons from all liability in responding to inquiries and releasing information in connection with my application.

I understand that false or misleading information given in my application or interview may result in termination of Agency Agreement. I understand, also, that I am required to abide by all rules and regulations of the company.

Signature _____ **Date** _____