



PYRAMID
TRANSPORT

**CARRIERS AND BROKERS
CREATE GREAT
RELATIONSHIPS IN FOUR
EASY STEPS**



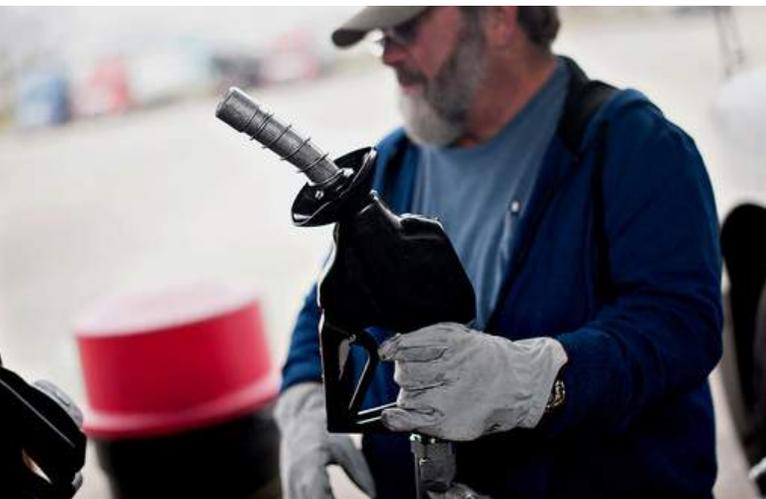
CARRIERS FACE UNIQUE CHALLENGES

In the turbulent world of transportation, no shipment is picked up or delivered without a carrier. And yet, carriers face numerous challenges--fuel costs, driver shortages, HOS and other regulations due to the ELD mandate, rising insurance costs, safety concerns due to infrastructure problems, as well as long driver wait and loading times not to mention regular and necessary fleet maintenance. If you are a carrier, you should ask yourself these questions:



Do shippers recognize and understand the daily challenges you face?

Do freight brokers understand the lengths you will go to deliver on-time while following HOS rules and maintaining the perfect conditions for temp-controlled shipments?



Are your partnerships with shippers and brokers founded on the mutual-respect, understanding, and compensation commensurate with your experience and excellent driver safety ratings, professionalism, and on-time performance?

If the answer to any of these questions is no, you will benefit from a few tips to help you create profitable relationships with transportation brokers in order to ease some of the uncertainty that carriers face every day.



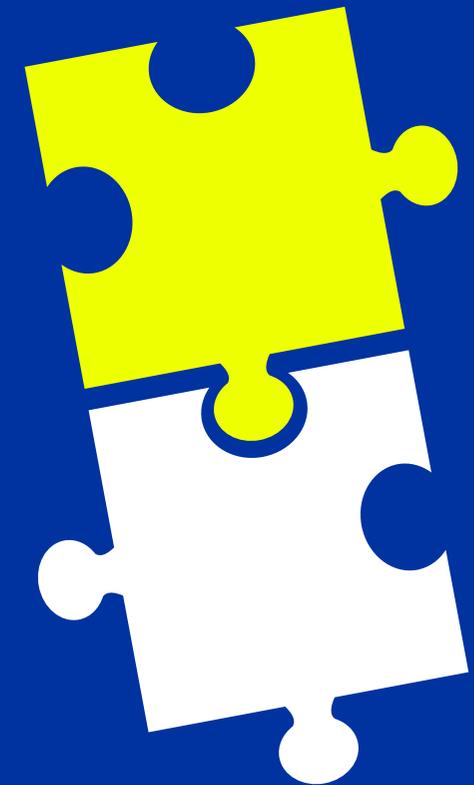
**FOUR EASY STEPS TO BUILD
GREAT RELATIONSHIPS WITH
FREIGHT BROKERS**



MAKE SURE YOU'RE A GOOD MATCH

If you are interested in cultivating a relationship with a new Freight Broker, check out their website. Is it easy to navigate? Up-to-date? Carrier-friendly? Technology is the wave of the future, and a Logistics Broker's website can tell you a lot about how invested they are in innovative technology.

Are you specialized? What kind of freight does a 3PL specialize in--temperature-controlled freight, intermodal, LTL and TL?





STRIKE UP EARLY COMMUNICATION

Communicate your goals and challenges. What kind of freight would you like to haul? Where do you see yourself in five or even ten years? What role do you want your broker to play in helping you reach your goals? If a Freight Broker isn't interested in your story--in the unique challenges you face and the hurdles you are willing to leap--they aren't a good fit!



CONFIDENTLY NEGOTIATE PAYMENT TERMS

Good Logistics Providers understand that freight doesn't move without good Carriers. That's why you should be rewarded for your efforts. Never work with Brokers who do not understand that!





LOYALTY

When you find a quality Freight Broker, stay loyal. We can't stress this enough. Good relationships are built on mutual respect, understanding, and loyalty.

We're confident that by following these four steps, you'll create solid relationships with Freight Brokers!



LOAD FOR A BROKER WHO UNDERSTANDS AND RESPECTS YOU

Here at Pyramid Transport, we are passionate about freight. That's why we partner with over 5000 approved Carriers. And when we say PARTNER we mean it. Our Carrier relationships are based on honesty, transparency, excellent communication, responsibility, and mutual respect. We offer competitive pay and 24/7 dispatch because we care. It's that simple. We pride ourselves on knowing our Carriers. It's how we help them crush their goals.



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