



P.O. Box 6 • Coal City, IL 60416

ICC MC-142059

800-435-9302

It has come to our attention that you may be interested in becoming an agent for Cardinal Transport. We appreciate your interest. This letter is to provide you with some information about our packages for agents and owner/operators.

Cardinal Transport, Inc. was founded in 1976 and currently consists of over 450 power units, all of which are owner/operators. Our fleet is comprised of mostly flatbeds, hotshots and specialized equipment. We operate nationwide, focusing on both regional and long-haul lanes.

For those with a customer and truck following who become agents, Cardinal Transport, Inc. offers:

- \* 8% commission on traffic moved on Cardinal Trucks.
- \* 50/50 split when load moves at 80% or less on traffic brokered
- \* Weekly payments of commissions
- \* A network of over 100 agents
- \* A Company sales force calling on National Accounts at Corporate levels, or local levels as needed.

We offer one of the best packages in the industry for the owner-operator. Items of particular interest are:

- ◇ **NO** escrow
- ◇ Daily Pay
- ◇ EFS fuel cards and Transflo document delivery available Advances when loaded
- ◇ Cardinal trucks get **100%** of stop-off and tarping charges
- ◇ Cardinal pays fuel taxes
- ◇ **NO** forced dispatch
- ◇ Paid Cargo and Liability Insurance while under dispatch. **NO CHARGE-BACKS**
- ◇ Bobtail & deadhead insurance available/Non-Trucking unladen



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Hopefully I have answered many of your questions in this package. Should you have any additional questions, or are unclear on an item covered, please don't hesitate to call me and discuss the matter further. Our phone number is (800) 435-9302; and our fax is (815) 634-8213.

If you are interested in becoming a Cardinal agent, please complete the enclosed Agency Application and forward it to us at the above fax number.

Sincerely,

Jack Riley  
President

John R. Riley  
Executive Vice President



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**BENEFITS AVAILABLE TO CARDINAL AGENTS:**

**AUTHORITY** – Common, Contract, and Broker

**COMMISSION** – Paid weekly by check.

**EQUIPMENT** – 450+ Owner Operators under lease, Flats, Hot Shots and Specialized Equipment

**BROKERAGE** – Over 6800 Trucking Companies approved by our Logistics Division

**CENTRAL DISPATCH** – Will inform you of incoming equipment and help you find equipment.

**INTERNET ACCESS** – Direct online Internet access to our computers for operational functions.

**DAT POSTINGS** – We are online with DAT, so your brokerable loads will be posted immediately.

**SALES HELP** – Sales professionals will assist you with old or new accounts to help increase your volume

**LEASING EQUIPMENT** – We have one of the best lease plans available for Owner Operators.

**TERMINAL PAY** – All agents are able to pay off company and trip leased equipment, which brings trucks to you, that you can reload.

**SECURITY** – Shippers are aware of the benefits and protection afforded by larger carriers and in today's business climate they will want you to be with Cardinal Transport, Inc.



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APPLICATION FOR AGENCY

The undersigned hereby makes application for an Agency of Cardinal Transport, Inc., a common carrier incorporated under the laws of the State of Delaware and authorized to transport General Commodities within the 48 contiguous United States by ICC Certificate No. MC- 142059.

1. Applicant firm is a: Corporation \_\_\_\_\_ Individual \_\_\_\_\_ Partnership \_\_\_\_\_ LLC \_\_\_\_\_

2. Business was established: \_\_\_\_\_ (month) (year)

3. Doing Business as: \_\_\_\_\_

Located at: \_\_\_\_\_

STREET ADDRESS

CITY STATE ZIP

OFFICE PHONE NO.

OFFICE FAX NO.

WATS NO.

HOME PHONE NO.

CELL NO.

EMAIL ADDRESS

4. Full name of Owner(s) or if incorporated, Names of Officers and Directors.

Name Title Residence Phone

Blank lines for listing owner/officer/director information.

5. Do you now own or control any equipment that can be leased by Cardinal Transport, Inc.

\_\_\_\_\_ If yes, how many units? \_\_\_\_\_ Types \_\_\_\_\_



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6. Will you agree to a: Credit Check \_\_\_\_\_

Bonding \_\_\_\_\_

Site Inspection \_\_\_\_\_

7. Bank References: 1. \_\_\_\_\_

2. \_\_\_\_\_

8. Estimated Gross sales last 12 months: \_\_\_\_\_

9. Projected Gross Sales next 12 months: \_\_\_\_\_

Projected monthly Revenue with Cardinal: \_\_\_\_\_

10. Number of Employees: \_\_\_\_\_

11. Present affiliation with Interstate Carriers, if any:

\_\_\_\_\_

\_\_\_\_\_

12. How did you hear of Cardinal Transport, Inc.? \_\_\_\_\_

13. Do you presently hold ICC Authority as a Common or Contract Carrier or as a Property

Broker? \_\_\_\_\_

14. Other information or comments: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



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15. Do you now know of any owner operators who will lease on to Cardinal? \_\_\_\_\_

If yes, how many and what type of equipment: \_\_\_\_\_

16. Please indicate below the type of equipment you need to transport freight for your shippers as a Cardinal Agent: (check all that apply)

Flatbed	_____	Flat w/sides	_____
Step deck	_____	Drop deck	_____
RGN	_____	Hot Shot	_____

17. States that you haul Freight out of: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**PLEASE ATTACH COPIES OF YOUR DRIVERS LICENSE.**

**ALL INFORMATION FURNISHED WILL BE KEPT CONFIDENTIAL!**

Applicant: \_\_\_\_\_

S.S. No. Or Federal ID No.: \_\_\_\_\_



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**PROFILE OF APPLICANT**

**LIST AFFILIATIONS COVERING THE PAST 5 YEARS STARTING  
WITH THE MOST RECENT.**

From	To	Company Name	Address
------	----	--------------	---------

_____	_____	_____	_____
_____	_____	_____	_____

Position & Responsibilities: \_\_\_\_\_

\_\_\_\_\_

Why are you no longer associated with this Company?

\_\_\_\_\_

\_\_\_\_\_

From	To	Company Name	Address
------	----	--------------	---------

_____	_____	_____	_____
-------	-------	-------	-------

Position & Responsibilities: \_\_\_\_\_

\_\_\_\_\_

Why are you no longer associated with this Company?

\_\_\_\_\_

\_\_\_\_\_



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From	To	Company Name	Address
------	----	--------------	---------

_____	_____	_____	_____
_____	_____	_____	_____

Position & Responsibilities: \_\_\_\_\_

\_\_\_\_\_

Why are you no longer associated with this Company?

\_\_\_\_\_

\_\_\_\_\_

From	To	Company Name	Address
------	----	--------------	---------

_____	_____	_____	_____
_____	_____	_____	_____

Position & Responsibilities: \_\_\_\_\_

\_\_\_\_\_

Why are you no longer associated with this Company?

\_\_\_\_\_

\_\_\_\_\_





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## Listing of Accounts

Rather than restrict an agent to a geographic territory, Cardinal Transport, Inc. has a policy of protecting an agent's accounts. Before proceeding further into the agent selection process we would like to verify your accounts are not currently being served by another agent.

Please provide a listing below of those accounts you consider most important to the success of your agency. We will verify these accounts in our database to determine their availability.

	<u>Account name</u>	<u>Phone No.</u>	<u>Street Address</u>	<u>City, State</u>
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____
6.	_____	_____	_____	_____
7.	_____	_____	_____	_____
8.	_____	_____	_____	_____
9.	_____	_____	_____	_____
10.	_____	_____	_____	_____