

TRUCK BROKER APPLICATION FAQ



The following frequently asked questions may make the application process a little easier:

Q: What is considered an affiliated entity?

A: An affiliated operation is any other trucking/brokerage/freight forwarding operation with common ownership or owned by a spouse or family member.

Q: What revenue do I use? (Gross or Net)

A: Policies are rated on gross revenue as reported on financials, not net revenue (which is unacceptable).

Q: What is the difference between CAL & TBL?

A: TBL coverage is primary coverage protecting the truck broker. CAL coverage is contingent coverage predicated on the carrier or the carrier's insurance not paying or responding.

Q: Premium- Why does GTU and its insurance company partners require current premium information?

A: To save time and make sure we are competitive and win the business. Our hit ratio is superb when we have current premium information and many of our insurance companies require same.

Q: Why do you ask if we fine carriers for any reason?

A: Fining carriers is not best practices and is *highly* discouraged, as it will drastically increase a broker's liability for property damage/bodily injury that they may not otherwise have.