

**DELIVERY INNOVATION** 

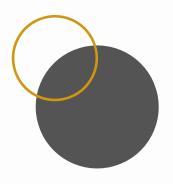
# The Independent Contractors Guide to Starting a Delivery Business

Presented by HAULIT TRAILERS



#### WHAT WE'RE COVERING:

- WHY START A DELIVERY BUSINESS?
- HOW MUCH DO DELIVERY BUSINESSES MAKE?
- HOW TO GET STARTED/WHAT ARE THE REQUIREMENTS?
- HOW TO FIND LOADS / GET CONTRACTS
- WHAT TRAILER WILL YOU NEED
- WHAT IS IT COSTING YOU TO NOT EXPAND YOUR DELIVERY OPERATIONS/EQUIPMENT?





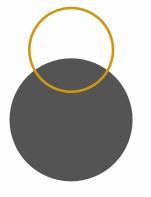


Hi! I'm Randy with Haulit
Trailers. Today I'm going
to show you how to start
an owner-operatedprofitable delivery
business with using a
Haulit Workhorse."





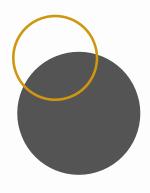
#### QUESTION #1



WHY START A DELIVERY BUSINESS?

#### **BENEFITS:**

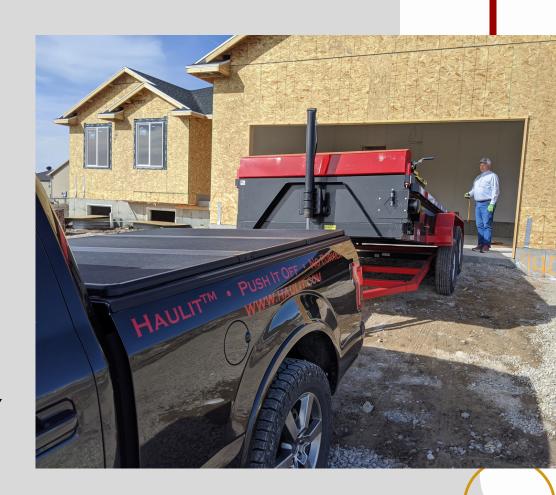
- WORK IS LOCAL OR REGIONAL SO YOU'RE NEVER TOO FAR FROM HOME.
- BE YOUR OWN BOSS, SET YOUR OWN HOURS.
- LOW START UP COSTS
- MINIMAL LICENSING
- HIGH PAY RATE
- NICHE DELIVERY SERVICE OPPORTUNITIES
- LOW OPERATING COSTS
- HIGH PROFIT MARGINS



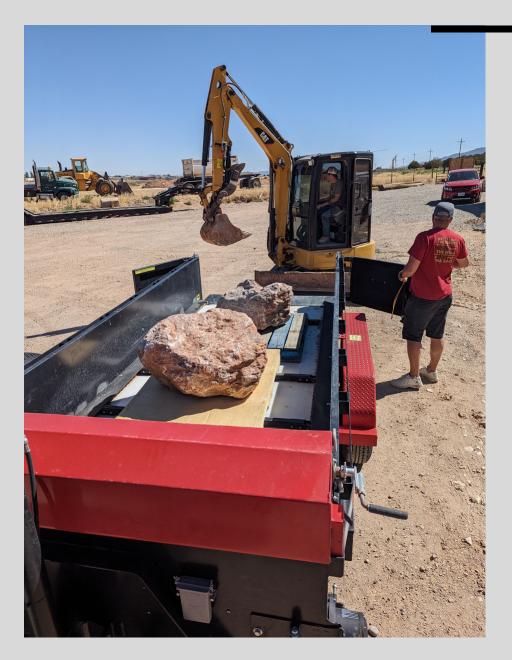
AN INDEPENDENT DELIVERY
BUSINESS IS AN ESSENTIAL AND
NICHE BUSINESS OPPORTUNITY TO
MAKE NECESSARY AND TIMELY
DELIVERIES WITHIN COMMUNITIES
AND CITIES.

BEING ABLE TO OFFER A SERVICE THAT IS BOTH FEASIBLE AND ECONOMICAL TO CLIENTS PROVIDES A BENEFICIAL SERVICE.

THE HAULIT WORKHORSE TRAILER
WAS CREATED TO CAPITALIZE ON
SMALL ORDER DELIVERIES, SIMPLIFY
DELIVERIES AND HELP BUSINESS
OWNERS BETTER SERVING THER
COMMUNITY AND CUSTOMERS



#### QUESTION #2



HOW MUCH DO DELIVERY BUSINESSES MAKE? TRANSPORTING AND DELIVERY BUSINESSES ARE TYPICALLY OWNER-OPERATED, INDEPENDENT CONTRACTOR JOBS/BUSINESSES.

HERE ARE SEVERAL FACTORS TO DETERMINE INCOME POTENTIAL.









#### 1. OPERATING COSTS:



THIS INCLUDES START UP COSTS, MAINTENANCE, INSURANCE, GAS, BUSINESS COSTS (ADVERTISING, FEE'S, RENTS, TAX RATES ON INCOME, ETC), AND SELF OR EMPLOYEE WAGES.) TRADITIONAL HOT SHOT, AND LOCAL DELIVERY OPERATING COSTS ARE AROUND \$65.00/HR.

WE'VE DOCUMENTED THAT WITH A HAULIT OPERATING COSTS ARE LOWER THAN ANY OTHER DELIVERY TRAILER. WE OPERATE AROUND \$40.00/HR LEAVING PLENTY OF MARGIN FOR INCOME POTENTIAL.





#### 2. LOAD ABILITIES/ WEIGHT:



A TRADITIONAL DUMP OR DELIVERY TRAILER MAY BE ABLE TO DELIVER SOME LANDSCAPING EQUIPMENT, DEBRI AND MATERIALS, BUT CAN IT DELIVER A LOAD OF MULCH, DIRT, OR SAND ONE DAY AND PALLETS OF SOD, PAVERS, OR BLOCK THE NEXT WITHOUT THE NEED OF A FORKLIFT OR HAND LABOR TO UNLOAD IT?

IT'S IMPORTANT TO KNOW YOUR LOAD CAPACITIES AND SPECIFIC TRAILER ABILITIES.





#### 3. DELIVERY FEE'S/ FREIGHT PAYMENT



ONCE YOU KNOW ALL YOU CAN DELIVER, A GOOD RULE OF THUMB TO FIND OUT HOW MUCH TO CHARGE FOR YOUR DELIVERY FEE IS TO DO RESEARCH ON WHAT THE CURRENT DELIVERY FEES ARE IN YOUR COMMUNITY.

FOR STARTING, YOU WILL WANT TO FOCUS ON BEING COMPETITIVELY PRICED. ONCE YOU BUILD CONNECTIONS AND THE BASE TO YOUR NETWORK, REFERRALS WILL BEGIN AND YOU CAN PLAY WITH YOUR PRICE BECAUSE OF YOUR ABILITY TO SERVICE DELIVERIES SO QUICKLY AND EFFICIENTLY.

IN OUR OWN COMMUNITY, WE FOUND THE DELIVERY PRICES AMONG TREE NURSERIES, SOD FARMS, ROCK BRICK AND BLOCK SUPPLIERS, AND AVERAGED THE PRICE.



#### QUESTION #2

WHAT ARE THE REQUIREMENTS TO START AS A **DELIVERY DRIVER?** 

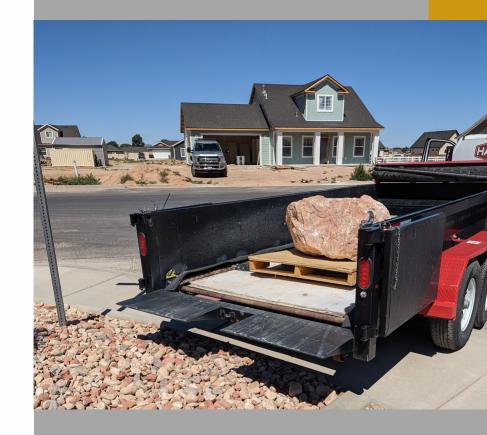
HOW TO START.





WITH ANY HOT SHOT TRUCKING
BUSINESS, IT IS IMPORTANT TO
UNDERSTAND FEDERAL AND LOCAL
LAWS THAT APPLY TO THE
BUSINESS. BECAUSE RULES ARE
DIFFERENT FROM STATE TO STATE.

HERE IS A GENERAL OUTLINE FOR REQUIREMENTS. YOU WILL WANT TO CHECK WITH YOUR STATE AND COMPLY WITH LOCAL LAWS AND REGULATIONS.

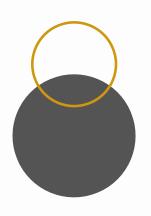






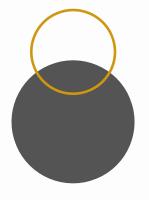
AVOID FINES BY FINDING OUT WHAT SPECIFIC LICENSING YOU WILL NEED AND IF ANY EXTRA LICENSING OR LOGGING IS REQUIRED FOR YOUR STATE.

IT'S ALSO A GOOD IDEA TO TALK WITH AN ACCOUNTANT BEFORE BEGINNING TO DISCUSS THE NATURE OF YOUR BUSINESS AND MAKE SURE YOU UNDERSTAND LEGALITIES AND BUSINESS OPERATIONS OF HOT SHOT DELIVERY BEFORE YOU BEGIN.









YOU CAN PURCHASE AN AMOUNT THAT WORKS FOR YOU AND ADJUST COVERAGE AS YOUR BUSINESS GROWS.

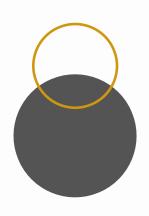


AS AN OWNER OPERATOR AND INDEPENDENT CONTRACTOR, ALL LOGGING AND SCHEDULING IS UP TO YOU.

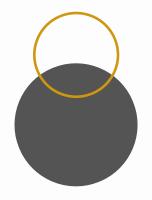
HOT SHOT DELIVERY WITHIN 120 MILES OF YOUR HOME BASE REQUIRES NO LOGGING IN MOST STATES, BUT CHECK TO MAKE SURE.

LOGGING PROPERLY WILL HELP YOU WITH TAXES AT THE END OF THE YEAR. WITH HAULIT WORKHORSE TRAILERS, MOST DELIVERIES ARE DONE WITHIN COMMUNITIES AND CITIES WITHIN A SINGLE STATE-THIS SAVES IMMENSELY ON THE AMOUNT OF REQUIREMENTS AND LOGGING FROM STATE TO STATE.

START DOING IT RIGHT FROM THE VERY BEGINNING; IT WILL SAVE HEADACHES LATER.







HAVING A MEANS OF ORGANIZING AND SCHEDULING LOADS BEFORE YOU INITIATE CONTRACTS IS ESSENTIAL TO REFLECT PROFESSIONALISM AND OPTIMAL DELIVERY FULFILLMENT.

AT HAULIT, WE LIKE TO USE "GOOGLE CALENDAR"

A FEW OTHER OPTIONS THAT ARE FREE TO CONSIDER ARE:

- 1. CALENDAR
- 2. SQUARE
- 3. CALENDLY
- 4. BOOKAFY



#### PURCHASING EQUIPMENT:

THE ALL IN ONE HAULIT WORKHORSE SYSTEM IS MUCH CHEAPER THAN TRADITIONAL DELIVERY METHODS (SEMI TRUCK WITH FORKLIFT, FLAT BED TRAILERS WITH FORKLIFTS, ETC).

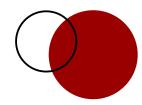


ALL THAT IS NEEDED IS A 34 TO 1 TON PICKUP TRUCK AND A HAULIT WORKHORSE TRAILER.

IF YOU NEED TO PURCHASE A TRUCK, REMEMBER THAT THE TRUCK IS YOUR BUSINESS STAMINA-WEAR AND TEAR ON SMALLER ENGINES IS MUCH HIGHER THAN TRUCKS WITH A BIGGER ENGINE AND BUILT FOR HEAVIER LOADS.

THE TYPE AND SIZE OF TRAILER YOU DECIDE TO INVEST IN DEPENDS ON WHAT YOU ARE WANTING TO DELIVER AND WHAT WILL WORK BEST FOR YOUR BUSINESS.

#### QUESTION #4





HOW TO FIND LOADS OR OBTAIN CONTRACTS:



- 123 LOADBOARDS
- FR8STAR
- GET LOADED
- TRULOS
- TRANSPORTATION TRUCKERS EDGE

#### NICHE HAULIT WORKHORSE DELIVERY/ LOAD POTENTIAL

HERE ARE A FEW IDEAS, SPECIFIC TO HAULIT WORKHORES ABILITIES, TO HELP GET CONTRACTS STARTED:





- SOD FARMS- SOD AND TURF DELIVERY
- ROCK YARDS
- LANDSCAPERS- MATERIALS AND SUPPLIES TO JOB SITES (ROCK, BRICK, BLOCK, PAVERS, MULCH AND EVEN DEBRI CLEAN UP)
- TREE FARMS OR NURSERIES- TREE AND PLANT DELIVERY (HOME DEPOT, LOWES, LOCAL STORES)
- CONSTRUCTION WORKERS/ GENERAL CONTRACTORS (DEBRI CLEAN UP AND MATERIAL DELIVERY)
- IFA OR FARMING STORES (HAY, STRAW, SUPERSACKS, FERTILIZER, WOOD PELLETS, ETC)
- CAR WASHES (ICE MELT DELIVERY)
- FAMILY- MOVING DELIVERY ACROSS TOWN (THEY MAKE GREAT REFERRALS!)
- FRIENDS- EVERYONE KNOWS SOMEONE NEEDING SOMETHING MOVED OR DELIVERED. (APPLIANCES, BROKEN APPLIANCES, FURNITURE, ETC.)

- Rock
- Brick
- Block
- Sod / Turf
- Plumbing & Heating Supplies
- Super Sacks
- Plants and Trees
- Logs
- Bulk lumber
- Debri/Garbage
- Landscape Materials
- Boulders
- Pavers
- Stone
- Mulch
- Sand
- Hay & Straw
- Feed
- Roofing Shingles
- Pool Tiles
- Pavers
- Ice Melt
- Wood Pellets
- Furniture

### What are current Haulit Workhorse Owners Delivering?



### DO DUMP TRAILE/DELIVERY DRIVERS NEED A CDL LICENSE WITH A HAULIT WORKHORSE?



In most US states hot shot drivers only require a CDL license when their loads are over 26,000 lbs. GVMW (Gross Vehicle Maximum Weight).

Because all Haulit trailers are engineered to haul 10,000lbs of cargo, in most US states a CDL is not required.

Check with local laws and regulations regarding CDL requirements.



#### HOW MANY HOURS CAN A DELIVERY DRIVER DRIVE?

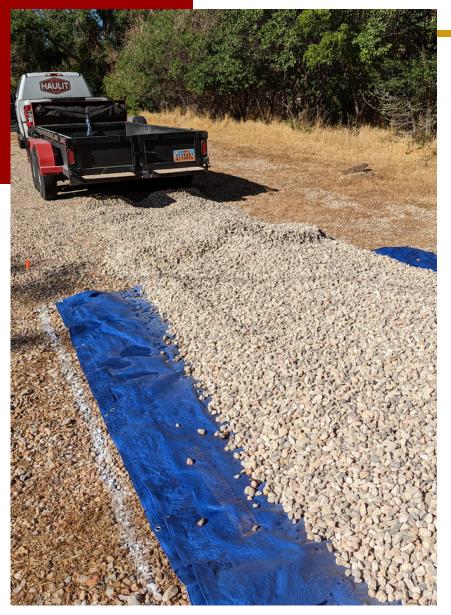


A local delivery driver is owner-operated and sets their own hours.

The amount of hours a driver can drive in a day is determined by how many hours you want to work by how many hours and days you want to be delivering.

You will need to check with your state to find out if there are any on duty hourly regulations.

#### QUESTION #5



WHAT TYPE OF HAULIT TRAILER IS NEEDED FOR A SUCCESSFUL DELIVERY BUSINESS?





The type of trailer, size and features, will depend on what type of truck you have and loads that you want to deliver such as:

- Materials being delivered
- Pallet capacityWeight/load capacity
- Bumper Pull or Gooseneck

For a complete list of Haulit Trailers, capacities and speculations please visit our website at <a href="https://www.haulit.com">www.haulit.com</a>.

## BENEFITS OF A HAULIT WORKHORSE FOR DELIVERY





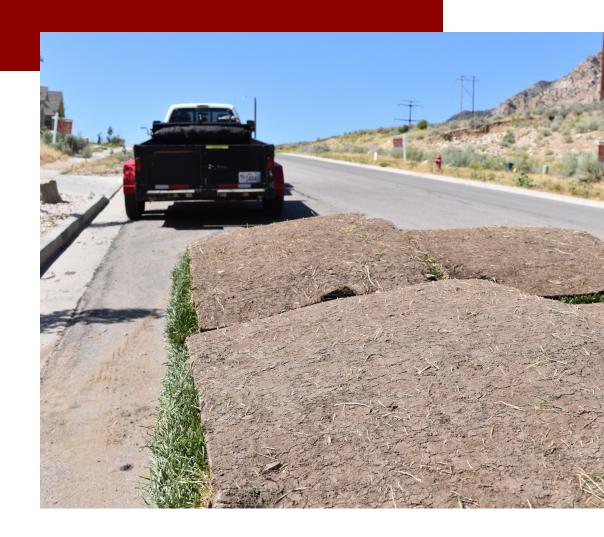
## SELF UNLOAD WITHOUT A FORKLIFT



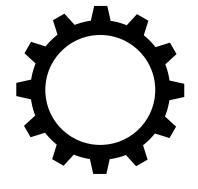


#### SAVE ON DELIVERY TIMES

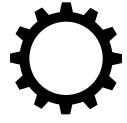
(unload in less than 5 minutes!)





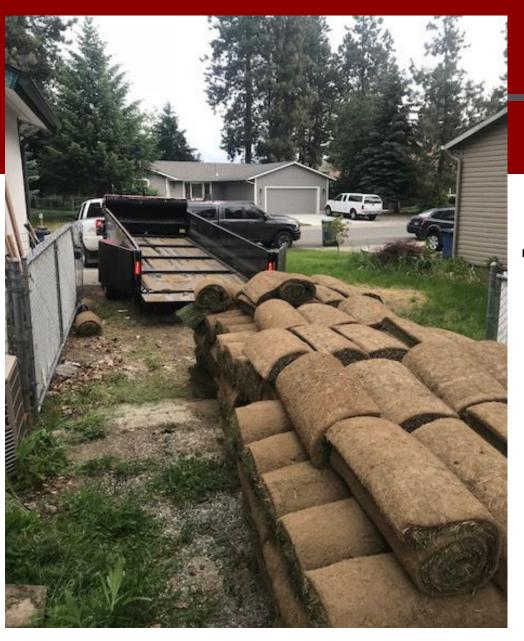


DELIVER
WITHOUT HAND
LABOR OR NEED
FOR A CDL



EMPOWER
SUPPLIERS TO
BE ABLE TO
OFFER
SMALLER
ORDER
DELIVERIES







# EASILY MANEUVER IN STREETS AND TIGHT SPOTS



# INCREASE PROFITS THROUGH OWNER OPERATED BUSINESSES





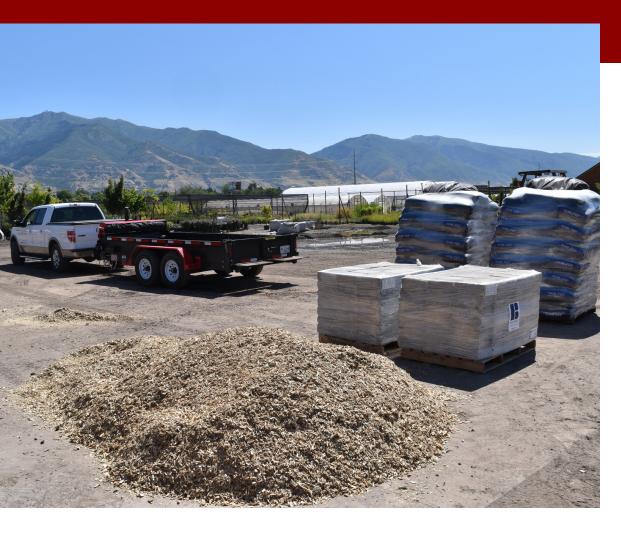


HEAVY DUTY:
MEETS ALL
INDUSTRIAL AND
RENTAL
MANUFACTURING
STANDARDS!



LOW OPERATION
COSTS!
(MORE MARGINS
FOR YOUR
DELIVERY FEE!)







## LIVE CASE STUDY:

## Local Delivery Broker

PURCHASES SOD WHOLESALE FOR 25C/SQ FT

Profit 10c/sq foot

= \$150 Net from hotshot sod delivery. DELIVERY FEE OF \$80/HR

Minus \$56/ hr operation cost

= \$24 / hr Profit

"I AM MAKING AN EXTRA \$175 NET PER LOADED HOUR WITH MY HAULIT."

### **Economic Benefit & ROI**

### A QUICK GLANCE OF THE YEARLY ECONOMIC BENEFIT OF A HAULIT TRAILER Average Operating Return On Revenue Revenue Net Profit **Estimated Cost** Per Delivery Local Delivery Method Cost Per Per Year Investment Per Year 30.73% \$85.00 \$23,045.00 3/4 Pickup Truck + Haulit Trailer \$75,000.00 \$87,455.00 \$110,500.00 Class 4 Truck, Trailer & Forklift \$111,683.00 \$100.00 \$130,000.00 \$18,317.00 \$102,500.00 17.87% Class 6 Truck, Trailer & Forklift \$122,500.00 \$166,874.50 \$125.00 \$162,500.00 -\$4,374.50 -3.57% \$3 Per Mile Semi Truck, Semi Trailer & Forklift \$315,500.00 \$308,154.50 \$195,000.00 -\$113,154.50 -35.87%

This graph is based on a single local delivery man delivering at 5 drop-off points within 250 miles in a single day. Average estimated cost of setup is the United States annual average of all expenses based upon the local delivery market. Operating cost per year is a 5 year amortization of the estimated cost of setup plus all other average United States yearly expenses such as gas, wage, insurance, etc.

Revenue per year is the revenue per delivery times 5 daily deliveries times 260 working days. Semi truck is \$3 times 250 miles driven per day times 260 working days.

Net profit per year is the revenue per year minus the operating cost per year.

Revenue per delivery is based on United States average fees by delivery method.

# What do Haulit owners have to say?



I SAVED 288 HOURS IN WAIT TIME ALONE BETWEEN APRIL AND NOVEMBER USING OUR HAULIT WORKHORSE. THAT WAS A \$34,000 SAVINGS FOR ME!



THIS TRAILER HAS
SAVED US TIME AND
LABOR WHEN OUR
INSTALL CREW IS ABLE
TO UNLOAD REMOTELY
AND WOULD NORMALLY
BE DONE BY HAND.



MY HOTSHOT
BUSINESS IS
THRIVING BECAUSE
OF MY HAULIT
TRAILER!



HAVING A HAULIT FREES
UP SPACE AND
EQUIPMENT FOR SMALL
ORDERS SO OUR OTHER
BIG DELIVERY TRUCKS ARE
ABLE TO MAKE OTHER
DELIVERIES

## QUESTION #6



WHAT IS IT COSTING
YOU TO NOT HAVE A
HAULIT WORKHORSE
FOR DELIVERIES?

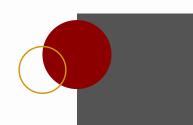


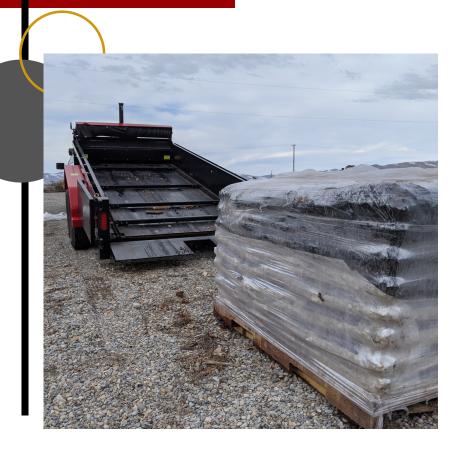
## TO LEARN MORE, PLEASE VISIT OUR WEBSITE:

WWW.HAULIT.COM

OR GIVE US A CALL

435-257-4736





WE OFFER
FREE CONSULTATION
TO ANYONE THINKING
ABOUT STARTING
THEIR OWN DELIVERY
BUSINESS USING A
HAULIT TRAILER.

WWW.HAULIT.COM



Thank
You
For
Watching!

