



TITAN OWNER OPERATOR **PROGRAM**



- If you are at least 23 years old.**
- Had a CDL Class A license for at least 3+ years.**
- Have a clean Motor Vehicle driving record (no accidents or DUI's).**
- Meet all current FMCSA and DOT requirements.**
- Operate a 2016 or newer tractor with an approved DEF System.**
- Veteran Programs Are Available.**

If you meet these requirements and are ready to take your place in the future of owner operator trucking, then continue reading to see how you can accomplish this goal.

The trucking industry has seen margins crash since 2022 when trucking equipment prices reached historically high levels, while rates per mile plummeted. Many owner operators found themselves experiencing shrinking margins with very few options available to reverse this phenomenon. The current downturn is affecting both national trucking companies as well as smaller one truck owner operator carriers in 2024. To paraphrase Nathana Rothschild's famous quote "the time to buy is when there's blood in the streets". If the reports over the past few weeks, from such national carriers as Snyder Transportation, Knight Swift, Old Dominion and numerous midsize national carriers have all announced strong headwinds trying to maintain margins by reducing their fleet sizes. Even UPS, the world's largest logistics company announced that it is laying off over 12,000 employees, divesting Coyote Logistics, and on March 31st announced a 41% decrease in revenue. So if you are an owner operator, you have some strategic planning to do quickly.

Now that we have accurate data from the national carriers to work with let's look at how this could be the "blood in the streets" moment that Rothschild spoke of. Currently **88% of all OTR freight is moved by owner operators**, so why are rates so low? The major issue is at this moment there is a major oversupply of carriers and will remain so for the foreseeable future. The owner operator oversupply situation will only change as the unprofitable operators have left the market, and they will, they have no choice. First for those that rushed out in 2020/2021 purchased and financed new tractors for prices approaching in some cases \$200K plus and now find themselves upside with a loan to value falling in many cases by 50% or more, are now finding the trucking business to be a cruel mistress. Titans' owner operator program cannot help those that find themselves in such a upside down financial situation. The second group although less in numbers that will be forced out of the OTR business is the owner operator going it alone, pulling their loads from load boards, working with brokers, factoring their loads, and in general not able to reap the rewards of joining an authority that can provide many of the same benefits that the nationals have.

The Titan owner operator program was developed for those owner operators who have the drive to perform and build their trucking operation. If you are willing to perform like this quote from a very professional owner operator, then you have what it takes to be very successful "**You are treated as an owner operator. You work your business or lose it. Thats totally on you. If you are lazy and want to be told where to go and how to get there or take a lot of time off that's on you. Then you need to go back to company driving. Work your business or lose it. Great concept...**". As FMCSA, DOT, and states continue to add regulations and paperwork to the trucking industry, meeting these requirements will become very difficult or impossible for the owner operator trying to go it alone. In the near future, the majority of the OTR trucking industry will consist of either national company drivers, or owner operators who have teamed with other owner operators running with authorities who have national linehaul contracts in order to leverage the

same benefits of scale that the national carriers currently have. Many owner operators are already joining teams such as Titan, which allows the owner operator to choose their linehauls, set their home time schedules, and the ability to operate, as truly independent contractors.

Titan has developed this Owner Operator Program specifically for the owner operator that wishes to join a larger authority allowing them to secure those benefits while maintaining their independence. We have given you some very important reasons why as an owner operator you should choose Titan as your lease authority as soon as possible to survive the turmoil which is coming and position yourself to take advantage of the OTR shipping recovery.

Table 1 below is a summary of some of the critical services that Titan currently provides for our owner operator teams. Our business model allows an owner operator to maximize revenue by spending more time “trucking” and less time dealing with regulations.

TABLE 1	
1	Titan offers our owner operator teams access to linehaul contracts with national brokers such as Amazon ¹ , Werner, JB Hunt, Coyote, CH Robinson, and Crowley Marine to name a few and the option of viewing loads from Titan Certified independent brokers such as England Logistics. Approximately 98% of our linehauls are Power-Only/Drop & Hook, and by using our phone apps you to decide whether to book instantly or wait for a better rate. This allows for smarter load booking, helping you to optimize your schedule.
2	For those owner operators that have developed a relationship with a customer or independent broker Titan will accept all brokers with an 87+ or (AB) RTS ² credit score and participates in QuickPay ² program, thus eliminating the need for factoring.
3	Seamless weekly electronic statements and payments upon proof-of-delivery. Full transparency gives Owner Operator insights into their business, including all payments, and compliance. Owner operators can track income, and expenses on a weekly basis, while setting real-time revenue goals.
4	Access to Titan’s Group Benefits: 1) Prime, Inc. Advantage+ ³ fuel card administered by Comdata Fuel Network. 2) Discounted Physical damage, occupational, accident, and liability insurance (bobtail) program. 3) Group Pricing General Liability, Cargo, and Trailer Interchange insurance ³ . 4) Discount Tire Purchase Program. 5) Discount maintenance pricing at our Springfield, MO shop.
5	Increase your income immediately by running under Titan’s authority while remaining your own boss. Some of the operational and compliance issues handled by Titans back office: 1) Filing FMCSA required documents in a timely manner. 2) Purchasing State Weight & Distance permits with approved states. 3) Filing quarterly IFTA reports. 4) Timely filling 2290 reports. Many other compliance filings provided by Titan’s staff.
6	Titan provides the Owner Operator with a dedicated team to assist and advise you, allowing the Owner Operator to focus on their growth while managing and growing their fleet effectively.

The next move is yours, simply take a moment to complete the Contact Form on the main page, and someone from Titan will reach out to you shortly.

<https://titanusa1.com/qualiftations-questionnaire>

Notes:

- 1) Special requirements to run these lanes.
- 2) Titan uses RTS for broker credit rating checks.
- 3) One weeks estimated deposit maintained in fuel account.