



## Moving from Trucking to Freight Brokering

Because rail has a limited capacity and airfreight is so costly with costs climbing, the federal government has projected a marked increase in product hauling by trucks over our US highways in the coming years. This has created an extremely significant shortage of long-haul drivers. This means a tremendous increase in trucking jobs, of course. It has been seen that many drivers stopped driving long hauls citing a lack of home life. Therefore, in an effort to stem the shortage of long-haul drivers because of this predicament, many companies now post truck-driving jobs that seek to hire middle-aged husband and wife teams.

Granted, the current economic times putting all of us in financial hardships have lessened the demand for trucking jobs; nevertheless, shortage still exists, and those who look ahead fear that the shortage will only become greater. Thus, in order to find and keep drivers, those in the hiring positions in the **trucking industry** have turned to hiring minorities, such as women, as truck drivers. Also, to make truck-driving jobs more attractive, there is more thought given to making drivers feel more firmly established. It is being ensured that they have a more regulated family life, by creating specific routes that have the drivers back home on the same day each week for their day off. On the other hand, new laws affecting hours of service rules, increasing tolls on trucker routes, and growing road congestion are part of the daily conflicts that a trucker must deal with.

However, if improvements to trucking still do not encourage you to carry on with your truck-driving career, then perhaps freight brokering will become your new niche. Freight brokering entails bringing together shippers and truck carriers who might not otherwise find each other and assisting in negotiating the terms of the entire transaction. A freight broker needs to get federal and state permits in order to do

business, and those are referred to as 'authorities.' Most freight brokers rely heavily on the telephone, fax, and email for their work, so it's not surprising to find that many work from home.

Having been a former trucker will help you tremendously in being a freight broker; for having **trucker associates**, and trucker friends can be very valuable. They will become your new clients and business partners. It is important to note that a freight broker functions neither as a shipper nor as a carrier, but instead works to determine the specific needs of the shipper, and acts as a liaison with a carrier who is willing to transport the items for a specified and agreed upon price.

The driver shortage mentioned above in the opening paragraphs points to the importance that freight brokerage will take on in the very near foreseeable future. There are professional training schools that specialize in courses for freight brokers, both in classroom and, of course, online. As the trucking industry grows, choose your training carefully and make your mark as a freight broker in this highly lucrative field.

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