

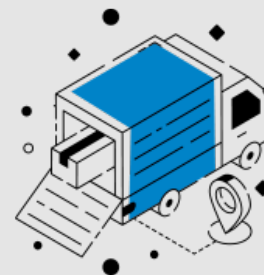
A man wearing a blue baseball cap with sunglasses on top and a red and black plaid shirt stands next to a truck at night. The truck's headlights are on, and steam or smoke is visible coming from the engine area. The background is dark, suggesting a nighttime setting.

# Know Your Freight: The Carrier's Guide to Industry Terms



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# Trucking & Freight Basics



# Types of Trucks & Trailers →

**8-Wheeler / Semi-Trailer Truck** – A truck with a tractor unit and a detachable trailer, commonly used for long-haul freight due to its large cargo capacity and flexibility.

**Conventional Truck** – A truck where the cab is behind the engine (long-nose design). Preferred for long-haul due to enhanced driver comfort and better engine access.

**Day Cab** – A truck with no sleeper berth used for short hauls and same-day deliveries.



**Box Truck** – A straight-frame truck with an enclosed cargo area permanently attached to the chassis, often used for local deliveries or light freight.

**Cabover (COE - Cab Over Engine)** – A truck with a flat front where the cab sits over the engine, offering greater maneuverability and shorter overall length, ideal for urban deliveries.



**Flatbed Trailer** – An open-deck trailer without sides or a roof; used for oversized, irregular, or heavy freight that doesn't require enclosure.

**Lowboy Trailer** – A trailer with an extremely low deck used

for hauling heavy equipment or over-height loads that exceed standard trailer clearance.



**Reefer Trailer** – A refrigerated trailer used for temperature-sensitive goods.



**Step Deck Trailer** – A flatbed trailer featuring two deck levels—a higher front deck and a lower rear deck—to transport taller loads without exceeding height restrictions.

**Straight Truck** – A truck where the cab, cargo area, and

chassis are permanently attached to a single frame, typically used for local deliveries.



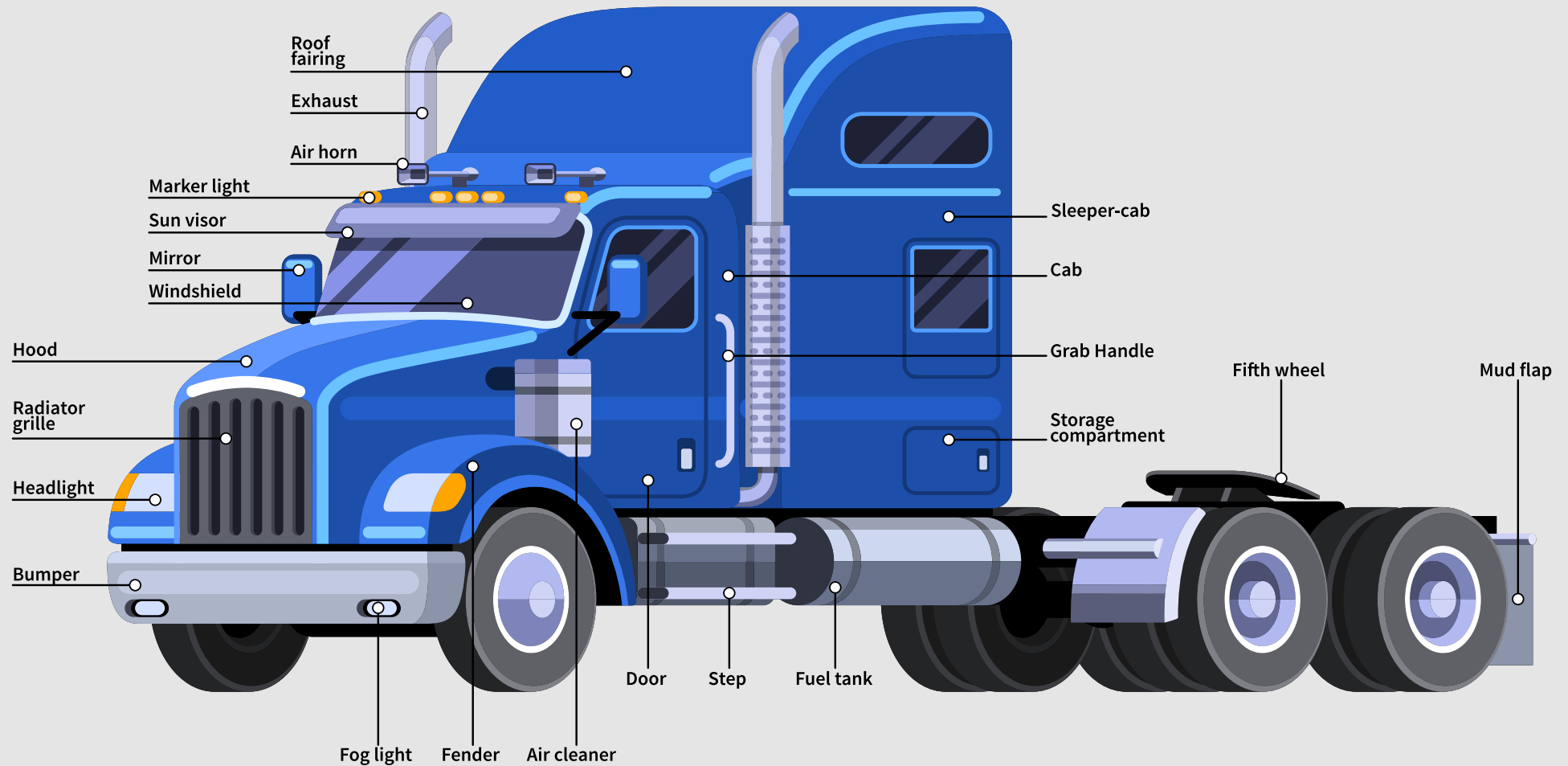
**Tanker Trailer** – A trailer designed to transport liquids or gases, including fuel, chemicals, or food-grade products.



**Tanker Truck** – A truck with an integrated tank used to transport liquid or gaseous freight, typically for local or regional hauls.



# Truck Components & Equipment →



**Axle Weight** – The total weight supported by a single axle or a group of axles on a truck. It's a key factor in ensuring compliance with federal and state weight regulations.

**Chassis** – A wheeled frame specifically designed to carry intermodal containers. Commonly used in port and rail operations for drayage.

**Fifth Wheel** – A coupling device located on the rear of the tractor that connects the trailer to the truck. It allows for pivoting during turns and provides a secure hitch point.

**Kingpin** – The metal pin underneath the trailer that locks into the tractor's fifth wheel. It acts as the pivot point for trailer articulation.

**Landing Gear** – Retractable legs located at the front of a trailer, used to support it when it is detached from the tractor.

**Mud Flaps** – Rubber or plastic guards mounted behind the rear wheels of a truck or trailer to prevent debris, water, and road spray from being thrown onto following vehicles.

**Power Unit** – The tractor portion of a semi-truck, responsible for pulling the trailer. It includes the engine and the driver's cab.

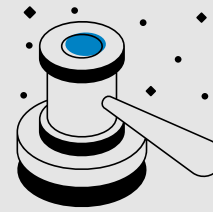
**Tandem Axle** – A truck or trailer configuration with two axles

placed close together at the rear. It helps distribute weight more evenly and allows for higher legal load limits.

**TPMS (Tire Pressure Monitoring System)** – An electronic system that monitors the air pressure inside tires in real-time and alerts the driver when pressure falls below safe levels.



*Fifth Wheel*



# Trucking Regulations & Compliance



# Licensing & Identification →

**CDL (Commercial Driver's License)** – A specialized license required to operate large, heavy, or hazardous commercial vehicles, divided into Class A, B, or C based on vehicle type and weight.

**DOT Number** – A unique identifier assigned by the Department of Transportation (DOT) to carriers operating commercial vehicles in interstate commerce, used for safety and regulatory compliance monitoring.

**MC Number (Motor Carrier Number)** – An operating authority number issued by FMCSA, required for carriers and brokers involved in transporting regulated commodities across state

**Owner-Operator Authority** - Legal permission to operate as an independent trucking business.



The image shows a Summar Exclusive Fuel Card. The card is white with a blue border. It features the Summar logo (a blue circle with a white plus sign) and the text "summar FUND YOUR GROWTH". Below this, it says "VIRTUAL CARD" and displays the card number "1083 0500 3033 9232 324". The EFS logo is also visible. On the right side of the card, it lists "BALANCE INQUIRIES ☎ (784) 406-7300" and "TECHNICAL SUPPORT ☎ (888) 451-8888". The card is set against a blue background with abstract yellow and blue shapes.

## Cut Fuel Costs with Summar's Exclusive Fuel Card!

Unlock unbeatable discounts and Save Up to 95¢ per gallon with our fuel card rebate program.

[Start Saving Today](#)

# FMCSA & Compliance Rules →

**Authority (Operating Authority)** – Legal permission from the FMCSA to operate as a motor carrier.

**BOC-3 Filing** – A federal filing required for new trucking companies to designate a process agent.

**Broker Authority** – Legal authorization to arrange freight shipments as a broker.

**Broker Bond (BMC-84)** – A \$75,000 surety bond - required for freight brokers.



**CSA Score (Compliance, Safety, Accountability)** – A safety rating assigned by the FMCSA based on inspection, crash, and violation data.

**ELD (Electronic Logging Device)** – A device that automatically records a driver's hours of service (HOS).

**ELD Mandate** – A federal rule requiring commercial drivers to use ELDs to track driving hours.

**HOS (Hours of Service)** – FMCSA regulations on how long a driver can operate before resting.

**PrePass** – A system allowing pre-approved trucks to bypass weigh stations.

**TWIC (Transportation Worker Identification Credential)** – A security clearance for drivers entering ports.

**IFTA (International Fuel Tax Agreement)** – A fuel tax system for carriers operating in multiple jurisdictions.

**IRP (International Registration Plan)** – A program that allows trucks to operate across multiple states under one registration.



# Trucking Finance & Factoring



# Factoring & Payments →

## Step-by-step factoring diagram:



Credit check  
the broker



Haul and  
deliver the load



Send the factor  
the invoice, Bol  
and Rate con



Receive up to  
**98%** advance



Factor collects  
payment from  
broker



Factor sends  
remainder (minus  
factoring fee).

**Factor** - A financial institution or company that provides cash advances to carriers by purchasing their accounts receivable (invoices).

**Factoring** – A financial solution where a carrier sells its unpaid invoices to a factoring company at a discount to receive immediate working capital. Helps cover expenses like fuel, payroll, and maintenance.

**Factoring Agreement** – A formal contract outlining the terms under which the factoring company will purchase a carrier's invoices, including advance rates, fees, recourse terms, and payment conditions.

**Factoring Fee** - The percentage charged by a factoring company for purchasing a carrier's invoice. It typically ranges from 1% to 5% of the invoice value. The fee may vary based on the broker's creditworthiness, invoice volume, and payment terms.

**Advance Rate** – The percentage of an invoice's total value that a factoring company advances up front to the carrier, typically ranging from 85% to 98%.


**Chargeback** – The amount a carrier must repay to the factoring company if a factored invoice goes unpaid beyond the agreed period, which is common in recourse factoring.

**Credit Checks** - An evaluation performed by a factoring company to assess the creditworthiness of a carrier's customers, ensuring they have a reliable payment history before factoring invoices.

**Credit Guarantee** – Assurance provided by a factoring company to cover payment default risk, protecting carriers from non-paying brokers or shippers, usually available in non-recourse factoring arrangements.

**Non-Recourse Factoring** – A factoring option where the factoring company assumes the financial risk if the broker or shipper fails to pay the invoice, subject to specific conditions.

**Recourse Factoring** – A factoring arrangement where the carrier is obligated to repay the factoring company if the broker or shipper defaults on payment.



## Summar: Factoring Reimagined for Truckers

Turn roadblocks into growth. Get paid faster and haul more loads.

**Apply Now →**

# Carrier Payments & Fees →

Your Company Inc.  
1234 Company St.  
Company Town, ST 12345

 Upload Logo

**TRUCKING INVOICE**

**Bill To**  
Customer Name  
1234 Customer St.  
Customer Town, ST 12345

**Invoice #** 0000007  
**Invoice date** 10-02-2023  
**Due date** 10-16-2023

QTY	Description	Unit Price	Amount
1	Shipment from City A to City B ( Full Load )	800.00	\$800.00
2	Shipment from City B to City C ( Half Load )	400.00	\$800.00
3	Additional Fuel Surcharge	50.00	\$150.00
1	Overnight Parking Fee	30.00	\$30.00
Subtotal			\$1780.00
Sales Tax ( 5% )			\$89.00
<b>Total (USD)</b>			<b>\$1869.00</b>

**Terms and Conditions**  
Payment is due in 14 days  
Please make checks payable to: Your Company Inc.

*An example of an invoice showing the freight rate, detention fees, Accessory fees, and quick pay option.*

**Detention** – A fee charged when a truck is held at a shipper's or receiver's facility beyond the agreed-upon free loading/unloading time, typically paid per hour.

**Layover Pay** – Compensation paid to drivers when they are required to wait overnight due to scheduling delays, lack of available loads, or missed appointments.

**Net Terms** – The number of days a broker or shipper has to pay a carrier after the invoice date (e.g., Net 30).

**Quick Pay** – A service offered by brokers that allows carriers to receive faster payment (often within a few days) in exchange for a small percentage fee.

**Rate Confirmation (Rate Con)** – A written agreement between a broker and a carrier outlining freight rate, payment terms, load details, pickup/delivery instructions, and any special conditions.

**Accessorial Fees** – Extra charges for services beyond standard pickup and delivery, such as liftgate use, driver assist, fuel surcharges, or residential delivery.

**Rate Gouging** – An unethical practice where brokers offer excessively low freight rates, often exploiting carriers during high-capacity or urgent demand periods.





# Freight & Logistics

# Freight Market & Shipping Terms →

**Backhaul** – A return trip where a truck carries freight back toward its home base, ideally carrying a new load to avoid empty miles.

**Contract Market** – Freight transported under long-term contracts between shippers and carriers, offering stable rates over an extended period, regardless of real-time market changes.

**Freight Bill** – An invoice issued by a carrier for services rendered to a broker or shipper.

**Freight Claim** – A formal request submitted by a shipper or consignee seeking compensation for cargo that is lost, damaged, or delayed during transit.

**Freight Class** – A standardized system used to categorize freight based on weight, dimensions, value, and handling, affecting shipping rates.

**Freight Rate** – The cost charged for transporting cargo, determined by distance, freight class, fuel prices, supply and demand, and cargo type.

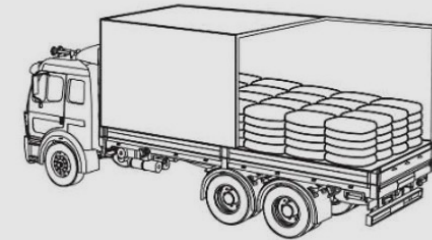
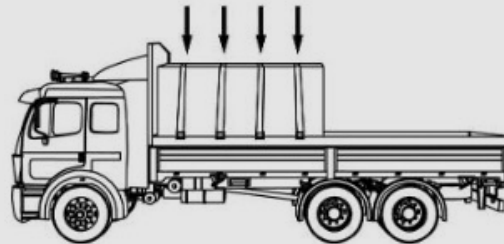
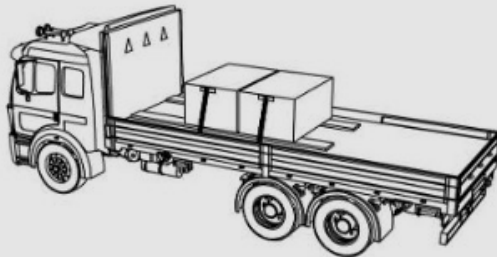
**Freight Volume** – The amount of goods transported in a specific market or within a specific timeframe.

**Spot Market** – A short-term freight market where rates are determined in real-time, typically used for one-off loads without long-term contracts.

**FTL (Full Truckload)** - A shipment that occupies an entire truck trailer, offering faster transit and less handling.

**LTL (Less Than Truckload)** - A shipment that shares trailer space with other loads, suitable for smaller cargo volumes.

# Types of Freight & Special Handling →



*Secures on a vehicle*

**Blocking & Bracing** – Methods used to secure cargo in a trailer, preventing movement during transit.

**Driver Assist** – When a truck driver helps load or unload freight.

**Exempt Commodity** – Freight that doesn't require a carrier to have operating authority, such as fresh produce.

**Load Securement** – Techniques to keep cargo safely positioned during transit, adhering to DOT safety standards.

**No-Touch Freight** – Loads where the driver is not responsible

for loading or unloading, reducing physical labor and liability risks.

**Over-Dimensional Load** – Cargo that exceeds standard legal size or weight limits, requiring special permits, routing, and possibly escort vehicles.

**Seasonal Freight** – Freight volumes by specific seasons or events, such as retail holidays, agricultural harvests, or construction cycles.

**Hazmat** - Hazardous materials that require special handling and permits for transport.





# Safety & Security

# Inspections & Safety Compliance →

**Brake Check** – A safety procedure to inspect and ensure a truck's braking system is functioning properly, often required at mountain passes and checkpoints.

**Roadside Inspection** – A safety and compliance inspection performed by DOT officers at random or designated locations to check for regulatory adherence.

**Safety Audit** – An FMCSA review of a trucking company's compliance with regulations.

**Scale House** – A facility along highways where commercial vehicles are weighed and inspected for compliance with weight limits and safety regulations.

**Weight Station** – Checkpoints where trucks must stop to be weighed and possibly inspected to ensure legal weight limits and regulatory compliance.



# Freight & Identity Security →

**Cargo Insurance** – Insurance coverage protecting the value of transported goods against loss, damage, or theft.

**Cargo Theft** – Criminal act of stealing goods during transportation, often occurring at unsecured facilities or via hijacking.

**Carrier Identity Theft** – A form of fraud where scammers impersonate legitimate carriers using fake documents to steal loads or payments.

**Freight Fraud** – Deceptive practices in freight transactions, such as double brokering, false claims, ghost loads, or identity theft.

**Ghost Loads** – Fake load postings - used by scammers to lure carriers into providing sensitive information or services without payment.

**Double brokering** – An illegal practice where a broker accepts a load from a shipper and reassigns it to another broker without the shipper's knowledge, often resulting in payment disputes, lack of liability coverage, and increased risk of freight fraud.

**Liability Insurance** - Coverage for damages caused by a truck or driver.

**Physical Damage Insurance** - Covers repairs or replacement of a truck in case of accidents.



**Insurance can be complex—but it doesn't have to be.**

We break it down in plain language: [Everything You Should Know About Trucking Insurance.](#)





# About Summar Financial

For over 20 years, Summar Financial has helped owner-operators and small carriers keep their cash flow steady with flexible, transparent, and hassle-free freight factoring solutions.

## This is why carriers choose Summar:



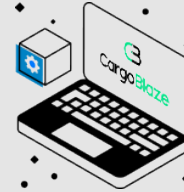
### Fast & Flexible Cash Flow

- Get Paid in 24 Hours or Less
- No-Reserve Plans
- Coverage Beyond 90 Days



- **No Long-Term Commitment & Transparent Pricing**

- Transparent Pricing
- Trial Plans Available
- Flexible Pricing Plans based on your volume.



### Technology & Additional Services

- Free TMS & Top Technology
- Allies for Insurance & Dispatch
- 



### Back-Office & Risk Protection

- Full Back-Office Support
- Real Non-Recourse Factoring with credit guarantee

Whether you're a new owner-operator, a small carrier or a growing fleet, Summar is here to help you take control of your cash flow and focus on what matters most — moving freight and growing your business.

**Talk to our team today.**

**We are ready to help you stay on the road and achieve your goals.**

