

SEC DISPATCH SOLUTIONS

The Owner Operator's Guide to Getting More Miles & Less Headaches

A practical guide for owner operators who want to spend less time on admin and more time earning on the road.

\$2.85/mi

Avg Rate

94%

Revenue Kept

\$200

Flat Per Load

24/7

Support

Let's be honest — running your own truck is two jobs in one. You're the driver AND the back office. Every hour you spend chasing loads, doing paperwork, and fighting for pay is an hour you're not on the road making money. This guide breaks down the biggest time and money drains owner operators deal with — and how to fix them.

1. STOP WASTING TIME SEARCHING FOR LOADS

Most owner operators spend 2+ hours a week just scrolling load boards looking for the right load, in the right lane, at a decent rate. That's 8+ hours a month of unpaid work.

- The best loads go fast — usually within minutes of posting
- If you don't know the market rate cold, you'll take whatever's offered
- Running empty miles to reach a decent load eats your profit fast

SEC DISPATCH HANDLES THIS: We're on DAT, Truckstop, and 123Loadboard all day every day. We know which brokers pay well, which lanes are hot, and what rate to hold out for. You tell us your location and equipment — we find the load.

2. NEGOTIATE LIKE YOU KNOW THE MARKET

Rate negotiation is where most owner operators leave money on the table. Brokers negotiate loads all day long. If you only do it when you need a load, you're already at a disadvantage.

- Know the current market rate for the lane BEFORE you call
- Have backup options so you're never negotiating from desperation
- Always follow up on detention, layover, and accessorial charges

SEC DISPATCH HANDLES THIS: We have 500+ broker relationships built over years. We know who pays fast, who lowballs, and what a fair rate looks like for your equipment. We fight for every dollar on every load.

"Henry is always fighting for us to get higher rates and is usually successful! Much of our success we owe to Henry."

— Matthew McMullen — Move Masters Freight LLC

Every hour off the road is money left behind.

SEC Dispatch keeps you moving.

3. PAPERWORK SHOULDN'T TAKE YOUR WHOLE EVENING

Rate confirmations, bills of lading, invoices, billing submissions — it has to get done or you don't get paid. But it doesn't have to be you doing it at 10pm after a 600-mile day.

- Rate confirmations for every single load
- BOL tracking and submission to brokers
- Invoice creation and follow-up on every load
- Clean records so tax season doesn't destroy you

One missed invoice or a late submission can delay your payment by weeks. You shouldn't be handling detail work tired after 10 hours behind the wheel.

SEC DISPATCH HANDLES THIS: We handle all of it. Rate cons, BOLs, invoicing, billing. Same day. Every time. You drop the load and we take it from there.

4. NEVER LEAVE DETENTION PAY ON THE TABLE

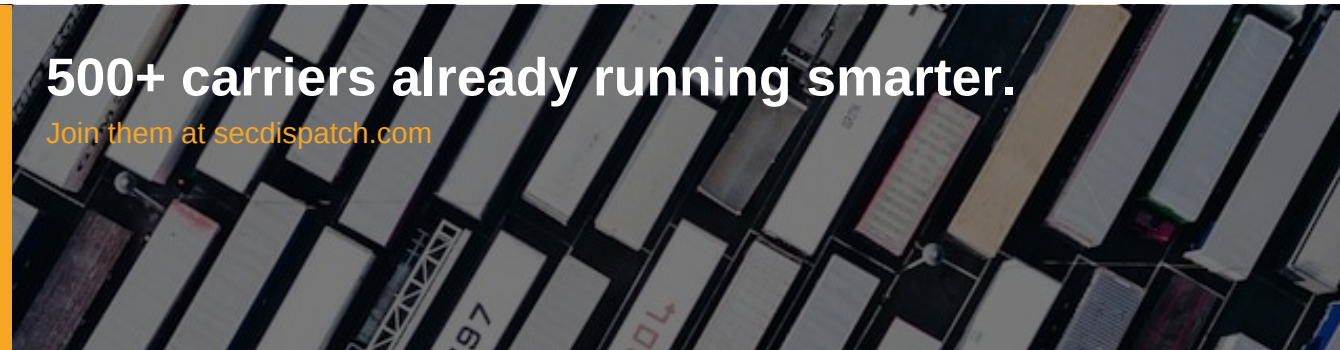
You showed up on time. The shipper kept you waiting two hours. That time is money — and you're owed it. But most carriers never collect because chasing it takes time they don't have.

- Detention pay when shippers or receivers run late
- Layover pay when a load gets pushed to the next day
- Lumper reimbursements that get quietly "forgotten"

SEC DISPATCH HANDLES THIS: We track every load, every clock, every dollar owed. If you're sitting at a dock, we're already building the detention claim. We don't let it go.

"Tom never lets up, especially if someone owes us detention or any other fees. He will truly get the job done."

— Travis Phelan — Phelan's Way Transportation Inc



500+ carriers already running smarter.

Join them at secdispatch.com

5. IFTA DOESN'T HAVE TO STRESS YOU OUT

If you cross state lines — and you do — you have to file IFTA every quarter. Getting it wrong means fines and audits. Most operators dread it because they've been putting off recordkeeping all quarter.

- Tracking fuel purchases across multiple states
- Calculating miles per state accurately
- Quarterly deadlines that sneak up on you
- One mistake triggers an audit

SEC DISPATCH HANDLES THIS: We do your IFTA. Keep driving. We track what we need as we go, file on time every quarter, and keep you out of trouble.

6. PROTECT YOURSELF FROM BAD BROKERS

Not every broker is worth working with. Slow pay, double brokering, load fraud — it's more common than people talk about. One bad load can tie up your earnings for months.

- Brokers with no MC number or unverifiable credentials
- Rates that seem way too high for no good reason
- Last-minute load changes with new pickup locations
- Pressure to move fast before you can verify anything

SEC DISPATCH HANDLES THIS: We verify every broker. Every time. No exceptions. We only work with vetted, reliable brokers in our network — because one bad load can destroy everything you've built.

"They are very professional about the job and value you as a human, not a number."

— Troy Cole — [Plus One Auto Transport LLC](#)

The road is waiting. Let us handle the rest.

\$200 flat per load · No contracts · Cancel anytime

SO WHAT DOES ALL THIS TIME ACTUALLY COST YOU?

Add it up and most owner operators lose 5+ hours a week to tasks that have nothing to do with driving. Here's where that time goes:

Task	Time Lost/Week
Searching load boards	2+ hours
Broker calls & rate negotiation	1 hour
Paperwork & invoicing	45 min
Chasing detention & collections	45 min
IFTA & compliance admin	30 min
TOTAL	5+ hours every week

At \$2.85/mile running 500 miles a day, those 5 hours could mean **\$2,850+ extra per month** if you were driving instead of doing admin. Even half that is more than SEC Dispatch costs you for the whole month.

HERE'S WHAT YOU GET FOR \$200 FLAT PER LOAD

- ✓ Dedicated dispatcher who knows your truck and your lanes
- ✓ Load matching across DAT, Truckstop, 123Loadboard + 500+ broker network
- ✓ Rate negotiation — we fight for every dollar
- ✓ All paperwork handled same day — rate cons, BOLs, invoicing
- ✓ Detention and collections follow-up on every single load
- ✓ IFTA filing every quarter — done
- ✓ 24/7 support when things go sideways on the road

✓ Every broker verified before we book a single load

No contracts. No hidden fees. No percentage of your load. Just \$200 flat — and you keep everything else.

Ready to Just Drive?

Let SEC Dispatch handle everything else.

\$200 flat per load · No contracts · Cancel anytime

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