

# Aljex Broker News

Aljex provides hosted software for smart freight brokers and 3PLs.

October 2010

www.aljex.com

732-357-8700

## Makeover Gives Aljex a Fresh New Look



It just gets better all the time at Aljex. And now, it gets better looking too. We've redesigned the opening pages of our web site to **enhance your Aljex experience** -- to help you navigate, to answer your questions, and to please your eye in the process.

### Yes, Our Face Has Changed, But Not the Heart of Aljex.

On the inside, Aljex is still Aljex. Our job is your brokerage -- helping you do business faster, more accurately, and at the greatest profit possible. To do that, we've developed the best, most intuitive software on the market today. And **we work continually to improve it**. Aljex gets better day by day.

Because Aljex is hosted, you get those updates, improvements, and **new ideas right away**. You don't have to wait for -- or pay for -- annual software upgrades. And at Aljex, we can have your brokerage up and running in a matter of days or even hours.

So visit us at [www.aljex.com](http://www.aljex.com). And while you're there, check out our excellent new look.

## TIA & OOIDA Back Anti-Fraud Bill

The Transportation Intermediaries Association (TIA) and the Owner-Operator Independent Drivers Association (OOIDA) have joined behind legislation to **fight fraud** in trucking.

The Motor Carriers Protection Act of

2010, which would address issues of fraud that plague the marketplace, was introduced in June.

"This was a far better approach than attempting to influence legislation and possibly having a solution dictated that would not be in the best interests of either group," said TIA president and CEO Robert Voltmann.

"We welcome the opportunity to work with OOIDA to fight fraud so our members can continue to grow their family businesses," Voltman said.

## Truck Weight Limits to be Increased?

*Recent developments involve both Congress and the administration. The following two items tell the story:*

### ATA Backs Administration Truck Weight Efforts

The American Trucking Associations (ATA) has endorsed Obama Administration efforts to make permanent two

pilot programs that grant heavier trucks access to Interstate highways in Maine and Vermont.

Prior to the pilot programs, heavier trucks in those states had been restricted to less efficient secondary roadways.

"We greatly appreciate the President's support for changes that will improve safety and economic productivity," ATA President and CEO Bill Graves said. "Existing restrictions on truck weight limits constrain the trucking industry's efforts to reduce crashes, help our customers to remain competitive in global markets, and lower our carbon footprint."

Heavier trucks on Interstates enable transportation of more freight with fewer trips, resulting in greater productivity, the ATA said in a press release.

**Greater truck productivity is needed** to accommodate U.S. freight tonnage that is expected to grow 25 percent by 2021.

### Senate Bill Would Raise Weight Restrictions on the Interstates

Three U.S. senators have introduced legislation (S. 3705) that would allow states to **increase the limit on truck weights to 97,000 pounds** on interstate highways within their jurisdictions.

The bill is identical to legislation (H.R. 1799) pending in the House that currently has 54 co-sponsors. Similar legislation to allow vehicles above 80,000 pounds subject to state approval has been introduced in past sessions of Congress without success.

"This bipartisan legislation gives states the option to increase interstate truck weight limits in a safe manner so that

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we can get more goods from the farm or factory to consumers in fewer trips and fewer vehicle miles,” said Sen. Mike Crapo (R-Idaho), one of the bill’s sponsors. ATA supports the proposed legislation.

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## Aljex Vision Opens Eyes in Transportation

Aljex Vision has launched, and its reception has been tremendous.

Aljex Vision enables you to handle every kind of transportation service from a single dispatch screen -- and for a modest, uniform monthly cost. With Aljex Vision there are no limits on what you can **see**, on what you can **do**, or on what you can **earn**.

### Single Screen Dispatch

Aljex Vision offers a dispatch screen that’s **easy to understand** and accepts all the input required to **dispatch virtually any shipment**. That includes company trucks, commercial truckload, LTL, airfreight, and both rail and international intermodal.

Since Aljex Vision is hosted, there is no investment required. Upgrades are continuous and **free**. You can start using it immediately with a logon and a password.

### The Services You Need

Aljex Vision provides **all the services of Aljex TIN** (Transportation Intermediary Network). This includes features such as a Google map interface, the ability to post to multiple load boards automatically, and SmartSearch, the exclusive, time-saving Aljex feature that displays and contacts carriers who have handled similar loads for your brokerage in the past.

Users can offer loads via email or fax. Aljex SmartSearch reaches five, ten, or twenty qualified carriers

in seconds. SmartSearch can display load offers and bids for that load, and trusted carriers can accept loads 24 hours a day.

Using Aljex Vision you can check carrier safety ratings, send and receive payments, and compute least-cost routing by mode. Aljex Vision can rate shipments and audit the resulting invoices for accuracy.

### Always Backed-Up, Updated, and Secure

Like other Aljex products, Aljex Vision is **constantly updated** with redundant back-ups in widely separated parts of the country.



*“We’ve brought it all together in Aljex Vision, a single, intuitive service that provides every mode of dispatch and more. And the one-price-for-all package eliminates concern over usage while keeping the cost predictable and low,”*  
--Tom Heine, Aljex CEO

## Try 123Loadboard.com for 3 Months – Free

Check the 123Loadboard.com site and you’ll see a 10-day free trial. Well, we’ve negotiated an even better deal with 123Loadboard.com. Now all Aljex customers can **test drive 123Loadboard.com for three months** (yes, we said 3 months, 90 days!). In business since 2003, 123Loadboard prides itself on simplicity, speed, scalability, reliability, backup, and security.

Posting to multiple loadboards puts your loads in front of more carriers and drivers. That increases the odds that **your freight will move sooner and at a better price**. Now you can add 123Loadboard to your resources.

For details on the 123Loadboard offer, contact [support@aljex.com](mailto:support@aljex.com) or call 123Loadboard.com’s posting department at 1-877-875-5301, ext. 3.

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## Each Calendar Quarter: One Free EDI Setup

Here’s a **terrific extra** for Aljex customers: each calendar quarter, we’ll set up EDI for a carrier you use, and **we’ll waive the normal one-time set-up charge**.

Of course EDI stands for Electronic Data Transfer, and it’s the international standard for sending and receiving electronic communications among business partners. EDI is the de facto language of the transportation industry and is used by every major corporation.

And this is not a limited-time offer. One free EDI setup per calendar quarter is available to every Aljex customer simply for being an Aljex customer.

Aljex software is on the Internet. It’s ready to use anywhere, any time. Hosted Aljex provides opportunities for innovative service, collaboration, and business development. See for yourself. Visit us at [www.aljex.com](http://www.aljex.com) or call us at 732-357-8700.