THE NO-GATEKEEPING COURIER & EXPEDITING STARTER COURSE

From your first gig to your first direct customer | Cars, SUVs, minivans, cargo vans, Sprinter-style vans & box trucks

FREE FOREVER • NO PAYWALL • NO SECRET NETWORK • NO GUARANTEED INCOME

Presented by Schaner Logistics LLC | www.schanerlogistics.com | 717-818-5796

Before you spend hundreds on a course, keep that money for fuel, insurance and building your business. This is a practical starting roadmap, not legal advice or a promise of contracts.

1. Start with the right expectations

Delivery work is a business, not a shortcut to effortless income. Platforms can provide experience and occasional cash flow; a dedicated account can create more predictable work, but neither guarantees profit. Your first goal is to learn what a profitable delivery actually costs.

Pick your vehicle category and service radius. Write down your operating days, realistic hours, cargo dimensions, safe payload, insurance limits and whether you can work nights or weekends. Never accept freight that exceeds your equipment or authority.

Your first 30-day mission: document your costs, complete a handful of safe jobs, build a one-page capabilities sheet, contact 25 suitable local businesses, follow up professionally, and track every response.

2. Pick the right vehicle lane

CARS / SUVS: documents, small parts, prescriptions where permitted, retail and small-parcel routes. Focus on local businesses and time-sensitive lightweight items; never assume a passenger-auto policy covers paid delivery.

MINIVANS: larger boxes, floral orders, print-shop deliveries, small commercial supply runs, and some medical or pharmacy routes when properly qualified. Measure actual door openings, not just cargo volume.

CARGO VANS / SPRINTER-STYLE VANS: high-roof expedited freight, hot shot cargo-van loads, dedicated deliveries, general freight, suitable palletized loads and small box-truck partials. 'Sprinter van' is commonly used in freight searches, but a Ram ProMaster or Transit is not a Mercedes Sprinter. Match the load to the real vehicle.

BOX TRUCKS: local distribution, furniture and appliance delivery, pallet freight, final mile, and dedicated retail or warehouse routes. Check GVWR, licensing, liftgate, dock compatibility, cargo securement and helper requirements.

Do not advertise a vehicle or specialized capability you do not actually have. A '1–3 pallet' request may still be too wide, tall or heavy; inspect dimensions, door clearance, loading access and axle limits.

3. Getting started with delivery platforms

Potential places to research include Roadie, Curri, Spark Driver, Amazon Flex, DoorDash, Uber Direct-related delivery opportunities and local courier marketplaces. Availability, vehicle classes, market coverage, insurance rules and approval requirements change. These are research leads, not verified current openings or endorsements.

Before joining, check the provider's official driver or carrier signup page. Confirm your ZIP code, vehicle eligibility, commercial-use insurance, background screening, equipment, payment schedule and cancellation rules.

Never calculate earnings using loaded miles alone. Record pickup travel, delivery miles, return/repositioning miles, wait time, parking, tolls and unloading time. If a platform job is unprofitable, decline it.

4. Carriers, dispatchers and freight networks: where to research

CARGO VAN / SPRINTER-STYLE: research expedite carrier and dispatch programs such as Fox Carriers, Bolt Express, Panther Premium Logistics, Load One and regional expedited operators. Their acceptance of independent vans, authority arrangements, territories and onboarding standards must be confirmed directly.

BOX TRUCK: research final-mile and delivery networks such as RXO Last Mile, J.B. Hunt Final Mile, Capstone Logistics, and regional furniture/appliance contractors. Some programs use two-person teams or require particular truck sizes and insurance.

SMALL VEHICLES: look for local medical couriers, pharmacy contractors, auto-parts distributors, lab logistics providers and route contractors; large freight carriers often do not accept sedans or minivans. Platform opportunities are not the same as a carrier contract.

LOAD BOARDS: research DAT, Truckstop and other legitimate boards, but check whether the listing and broker accept your equipment and operating authority. Paying for a board does not create loads. Never use another carrier's authority without a genuine authorized carrier arrangement.

Verification checklist: official website, DOT/MC status when relevant, insurance, pay terms, accessorials, detention, cancellation, cargo claims, tracking requirements, exclusivity, dispatch fees and written agreement. Beware upfront 'guaranteed load' fees.

5. Compliance and insurance: do this before the first commercial job

Business formation and EIN are not substitutes for transportation authority. Requirements vary by state, vehicle GVWR/GCWR, interstate versus intrastate movement, for-hire status, cargo type and operation. Federal and state rules can apply even to vehicles that do not require a CDL.

Confirm whether you need USDOT registration, interstate motor carrier operating authority, state permits, UCR, commercial auto liability, cargo coverage, workers' compensation, driver qualification or medical certification. Review FMCSA and your state transportation regulator, and obtain professional advice for your exact operation.

Specialized medical, hazardous, temperature-sensitive or regulated freight can require additional training, packaging, contracts and safeguards. Do not advertise compliance certifications you do not hold.

Basic safety: inspect tires, lights, brakes and load restraints; use appropriate straps, load bars, edge protection and PPE; never block visibility; verify gross and axle weights; obtain proof of delivery.

6. Know your numbers before you bid

Track fixed monthly costs: vehicle payment, insurance, phone, software, permits, accounting and subscriptions. Track variable costs: fuel, tires, maintenance, tolls, parking and wear.

Example: $1,800 monthly fixed costs / 3,000 business miles = $0.60 per business mile fixed cost. Add $0.35 variable cost per mile = $0.95 per mile estimated operating cost before owner pay and taxes. These are illustrative numbers, not a market rate.

All-in trip miles = deadhead to pickup + loaded miles + realistic return/repositioning miles. Example: 40 + 120 + 60 = 220 miles. A $330 job = $1.50 per all-in mile, not $2.75 per loaded mile.

Also calculate hourly economics. A $150 run taking six hours is $25/hour gross before expenses. Include waiting, loading, parking and unpaid administration. Set your minimum acceptable net contribution before accepting work.

7. Your one-page capabilities sheet

Include business name, contact details, service area, vehicle make/model, interior length/height/door dimensions, usable payload, cargo securement equipment, availability, insurance limits, relevant authority, special qualifications and proof-of-delivery process.

Be precise: 'High-roof extended Ram ProMaster cargo van; Sprinter-style expedited service' is accurate. 'We operate a Sprinter van and box truck' is not, unless you actually do.

Include a clear call to action: 'Send pickup/delivery ZIPs, cargo dimensions, weight, ready time and deadline for a quote.'

8. Find your first direct customer

Make a list of local manufacturers, machine shops, auto-parts suppliers, print shops, furniture retailers, pharmacies, wholesalers, construction suppliers and warehouse managers. Research who controls shipping, receiving, operations or procurement.

Lead with a specific problem you can solve: emergency replacement parts, missed scheduled pickups, small freight that does not need a full truck, or dependable recurring interoffice runs.

Approach professionally in person when appropriate; then email the correct contact. Ask about current delivery pain points, shipment frequency, vehicle needs and the process to become an approved vendor. Never claim a contract or relationship you do not have.

Follow up after several business days and then at a respectful interval. Keep a spreadsheet of business, contact, date, need, next action and result. A polite 'not now' is not permission to spam.

9. Copy-and-paste outreach templates

INITIAL EMAIL
Subject: Local delivery backup for [Company]
Hello [Name], I run [Business], providing [specific vehicle/service] in [service area]. If you ever need [specific problem solved], I can review the shipment details and provide a clear quote. What is your process for adding a local delivery vendor? Thank you, [Name] | [Phone] | [Website]

FOLLOW-UP
Subject: Re: Local delivery backup
Hello [Name], following up in case you need backup for urgent parts, overflow deliveries or a recurring route. Happy to send vehicle dimensions, insurance details and a capabilities sheet. Is there a better person to contact

about transportation? Thanks, [Name].

PHONE INTRO
Hi, I'm [Name] with [Business]. We help local companies with [specific service]. Who handles your urgent or overflow deliveries? I'd like to introduce our capabilities without interrupting your day.

CARRIER ONBOARDING MESSAGE
Hello, I operate a [vehicle] based in [city/state], with [dimensions/payload], [insurance], and [authority status]. Do you currently onboard owner-operators with this equipment in my area? Please share your written requirements, pay terms and onboarding process.

10. Turn occasional work into a dedicated route

Once you have performed reliably, ask the customer about shipment patterns: days per week, stops, service windows, waiting, proof-of-delivery, return freight and seasonal demand.

Offer a written proposal with scope, schedule, pricing method, accessorial charges, cancellation policy, service exceptions, insurance, payment terms and a trial period. Do not promise guaranteed coverage you cannot deliver.

Keep backup capacity honest. Subcontracting can introduce separate insurance, authority, contracts and liability questions. Obtain permission and use properly qualified carriers where required.

11. Common mistakes and red flags

Do not confuse gross revenue with profit. Do not accept a load based only on loaded miles. Do not pay large fees for a promised secret network. Do not assume a dispatcher is your employer or that their MC automatically covers your operation.

Do not advertise medical handling, interstate freight, hazmat, refrigerated service, liftgate service or box-truck capacity without actually meeting the requirements. Do not take more pallets than safely fit. Do not share confidential shipper names or customer details without authorization.

Never rely on verbal payment promises. Obtain written rate confirmation, pickup/delivery instructions, cargo description, claims terms and payment timeline.

12. Your 30-day action plan

WEEK 1: measure your vehicle, verify legal requirements and insurance, build your cost-per-mile sheet and capabilities one-pager.

WEEK 2: research suitable platforms/carriers, apply only where eligible, complete profitable assignments and document your performance.

WEEK 3: identify 25 nearby businesses with plausible shipping needs; send tailored introductions and make respectful follow-up calls.

WEEK 4: request vendor onboarding, quote real work, evaluate results, improve your pitch and pursue a trial dedicated route. Repeat what works; stop paying for what does not.

13. Useful official starting points

FMCSA: https://www.fmcsa.dot.gov — federal registration, operating authority and safety requirements.

SAFER: https://safer.fmcsa.dot.gov — carrier safety and registration lookup.

U.S. Small Business Administration: https://www.sba.gov — business planning and counseling.

IRS EIN information: https://www.irs.gov — federal tax identification guidance.

Pennsylvania Public Utility Commission: https://www.puc.pa.gov — Pennsylvania intrastate transportation requirements; consult your own state if elsewhere.

Platform and carrier names throughout this guide are examples to investigate, not a live list of guaranteed openings. Verify directly before paying or applying.

14. Questions? Reach out

This course is free because knowledge should not be locked behind a paywall. Schaner Logistics LLC welcomes practical questions about getting started, vehicle fit and outreach. Call 717-818-5796 or visit https://www.schanerlogistics.com.

General guidance is free when time permits. If someone wants extensive one-on-one coaching, document review or hands-on business setup, that is a separate time commitment and may be offered as a paid service by agreement. No obligation, no pressure.

Jesus first. Help people grow. Build a business worth trusting.