

Truckload freight refers to large shipments (usually over 10,000 pounds) that can fill an entire semi-trailer. According to the American Trucking Association (ATA), the for-hire and private truckload market is \$630B, or 75% of the total domestic freight transportation market by revenue, and about 68% of total freight tons hauled.* This stat leads to over 560,000 for-hire and private truckload carriers in the United States trucking industry. Chances are, as a freight shipper, you've probably already sent one or multiple truckload shipments in your day. However, it's one thing to ship truckload with no questions asked and another to understand the specifics and benefits of this popular transportation mode and using it to your business' benefit.

In this white paper, we'll take a look at this large industry and break down exactly what constitutes a truckload shipment, the benefits of shipping truckload, the specialized equipment options available, and lastly, how to obtain accurate quotes on your next shipment to ensure savings.

*Morgan Stanley Research – Truckload Industry Primer (2014)





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what is truckload?

As stated previously, truckloads are larger (typically over 10,000 lbs in weight) shipments that normally take up an entire semi-trailer. To better define exactly what a truckload shipment is, let's do a side-by-side comparison of another popular freight type – less-than-truckload (LTL).

The chart to the right highlights some very basic differences between the two modes of transporting your shipment to give you a better idea of what to expect with truckload. The differences laid out in the chart lead to many time or money saving features when identifying your shipment's service needs correctly.

benefits of shipping truckload

So, let's say you've correctly identified your shipment as truckload. What are the benefits of a truckload move? Major benefits to shipping truckload over other freight moves, like LTL, is that you greatly reduce the risk of damages, you increase the speed of transit, no freight class is required, and better insurance coverage is available. You achieve all this due to the simple fact that your freight is staying on one truck throughout its entire trip. LTL shipments pause at different stops, move your freight on and off the truck, put other shipments next to yours – and this is all usually done multiple times throughout transit. It's easy to see how the margin of error (for damages, losses, and delays) increases significantly during transit.





Another advantage would be the pricing and cost structure associated with truckload moves. Unlike LTL carriers, truckload carriers do not require terminals for freight sorting and consolidation, thus limiting fixed cost investments. Most costs are incurred on a per mile basis; thus, truckloads have a highly variable cost structure. The high percentage of variable costs leads to lower margin volatility over a cycle.

The last benefit (that we'll mention) with truckload shipping is the various equipment options readily available to truckload shippers. From dry vans, to reefers, to flatbeds, and goosenecks, there's a carrier that specializes in every form of shipping.

equipment types

As stated on the last slide, one of the major benefits of truckload shipping is the ability to tailor the truck exactly to your needs using extensive equipment options. In this section of the white paper, we'll take a look at 3 of the more popular pieces of equipment available for your truckload moves.

Dry Vans – This is the most common form of truckload shipping and is the option best used with standard packaged freight that does not need to be temperature controlled. The typically 53-foot van trailer can haul 44,000 pounds or up to 26 standard-sized pallets of cargo.

Flatbeds – Flatbed trailers (pictured to the right) are used to haul shipments of large, heavy (up to 48,000 lbs), and oversized loads that cannot easily fit or load within a dry van. It has no sides or roof which allows for accessible loading from the top, side or rear of the trailer. While flatbed shipping may sound straightforward, there are different options within the flatbed category that can throw you for a loop – single-drop, doubledrop, and stretch trailers, to name a few.





Refrigerated – Often referred to as "reefers," refrigerated shipments require temperature-controlled trailers. This equipment is often used to haul perishable food, beverages, medicine, plants, or even sensitive equipment. The refrigeration unit on the truck keeps the cargo at the exact temperature specified by the customer.

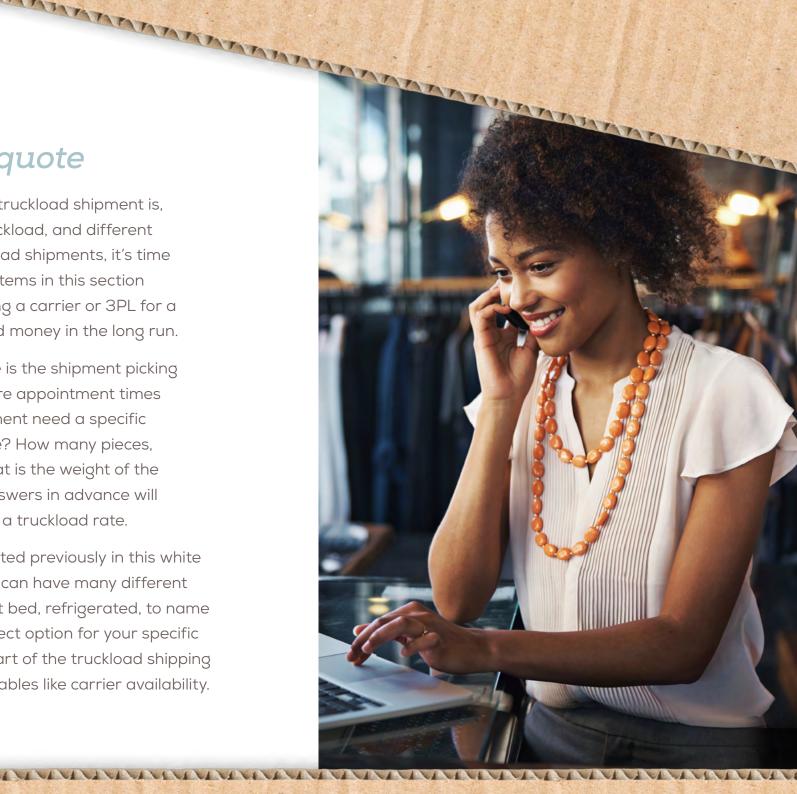
Chances are that your truckload shipment fits into one of the categories listed here. If your shipment falls outside of these options, the carrier or 3PL that you're working with should have a variety of equipment options and solutions beyond the standard.

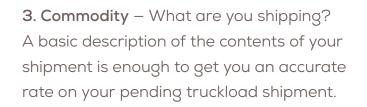
how to get a quote

Now that you know what a truckload shipment is, the benefits of shipping truckload, and different equipment types for truckload shipments, it's time to get a quote! Getting the items in this section squared away prior to calling a carrier or 3PL for a quote will save you time and money in the long run.

1. Know the Basics – Where is the shipment picking up and where is it going? Are appointment times necessary – does the shipment need a specific pickup or delivery time/date? How many pieces, how is it packaged, and what is the weight of the shipment? Having these answers in advance will save you time in requesting a truckload rate.

2. Equipment Type – As stated previously in this white paper, truckload shipments can have many different requirements - dry van, flat bed, refrigerated, to name a few. Determining the correct option for your specific shipment is an important part of the truckload shipping process and can affect variables like carrier availability.





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4. Value of the Shipment – It is important to know the value of the goods you are transporting. Even though most carriers have cargo legal liability coverage, these policies typically have limits of \$100,000 per trailer; there is no longer any federal requirement for motor carriers to carry cargo insurance. If we know the value of your move, we can ensure the carrier that moves your load has adequate coverage or even obtain additional coverage if necessary. The good news is that PartnerShip has a stringent carrier on boarding process ensuring the safest, most reliable carriers. All of our partner carriers are fully insured with industry standard cargo coverage.



Truckload shipping can be a complicated and expensive transportation mode to master. However, the right price for your truckload shipment is usually out there, you just have to put in the time to find the rate. Working with a 3PL partner, someone completely dedicated and putting in the time to find you the right rate, is one way many companies are offsetting the time and price commitment reality with truckload shipments. To that point, PartnerShip has a truckload brokerage department committed to matching your shipment to the right carrier at the right price!

Request a free, no obligation truckload quote at:

Visit PartnerShip.com/TLQuote

Or call 800-599-2902

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