



SCARBROUGH

**QUESTION/ANSWER FORUM:
DOMESTIC TRUCKING TIPS & TRICKS**





THE SCARBROUGH GROUP

Freight Forwarding &
U.S. Customs Brokerage



1984

NVOCC Operations &
Consolidation Services



2003

Freight Forwarding &
Mexico Customs Brokerage



2015

1988



Regional Asset-Based Trucks

2014



North American Truck Brokerage

2018



Customs & Supply Chain Consulting



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INTERMODAL



AGENDA

In order to get to the tips and tricks, let's understand how it all works.

You must first know your:

1. Types, Terms and Modes
2. Quoting Requirements
3. How to Classify
 1. LTL
 2. Density LTL
 3. Using CBM's
 4. Truckload
4. Challenges drivers face





TYPES & TERMS

TYPES OF DRIVERS

- Drayman
- Local driver
- Over-the-Road (OTR) / Long Haul driver
- Team Drivers
- Courier / Small Parcel driver

TYPES OF EQUIPMENT

- Dry Van
- Sprinter Van, Straight Trucks, Hotshot
- Reefer / Refrigerated Trailer / Temp-controlled
- Rail container (53' trailer)
- Ocean container (20'/40'/40'HQ/45')
 - Standard Chassis
 - Tri-axle
- Flatbed, Step deck, RGN (removal goose neck), Double Drop





TYPES & TERMS

TERMS

- Pick Up & Delivery Appointment
- Live unload
- Drop & hook
- Pre-pull
- Tri-axle
- Street turn



COMMON LTL ASSESSORIALS

- Liftgate
- Residential delivery
- Inside delivery
- Overlength
- Limited access
- CFS – Container Freight Station



MODES OF TRANSPORT



Truckload

- 26 pallets
- 43,500 – 44,000 lbs
- Quote from market trends and available capacity, not always guaranteed
- What to expect with transit & delays



Volume

- 6 or more pallets
- More than 5,000 lbs
- Takes up 12 to 32 linear feet
- Quote is shipment specific, rate is usually good for a week
- What to expect with transit & delays



LTL

- 1 – 5 pallets,
- Less than 5,000 lbs
- Quote from negotiated rates, coverage confidence very high
- What to expect with transit & delays



WHAT IS REQUIRED FOR A QUOTE REQUEST

LTL

- Origin and destination zip codes
- Number of pieces
- Packaging (loose, palletized)
- Freight class, NMFC, or commodity description
- Total Weight
- Dimensions
(for ea. Individual unit)
- Loading and delivery requirements
(lift gate, limited access, residential)

FTL/Truckload

- Origin and destination zip codes
- Transit Time requirements
- Commodity
- Weight
- Loading and delivery requirements
(appts or FCFS, hours of operation)



Send new requests to dompricing@scarbrough-intl.com



CLASSIFYING FREIGHT

LTL (Less than truck Load)

- There are 18 NMFC Classes (from 50 to 500)
- Normally the lower the Freight Class, the lower the cost
- Freight classifications are based on:
 - Density
 - Value
 - Ease of handling (Forklift, pallet jack or hand loading)
 - Stow-ability (difficulty in loading and carrying these items)
 - Liability of theft and damage





CLASSIFYING FREIGHT

DENSITY BASED COMMMODITIES

- More dense items such as steel and machinery can have low classifications (50 through 85)
- Fragile or bulky items tend to fall into freight classes 125 to 500

The formula to determine the density is:

$$\begin{aligned} L \times W \times H / 1,728 &= \text{Cubic Feet (CU FT)} \\ \text{Weight (Pounds)} / \text{CU FT} &= \text{Density (\#PCF)} \end{aligned}$$

*This should be figured for each handling unit in the shipment



CLASSIFYING DENSITY BASED COMMODITIES

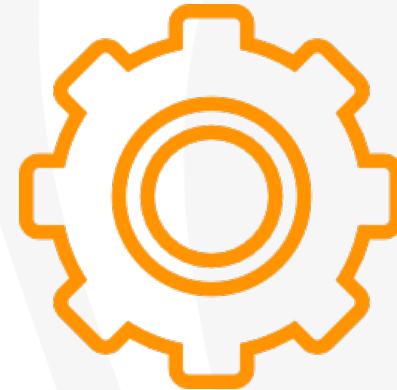
DENSITY BASED COMMODITIES

How do you classify density based commodities?

- Commodity: Plastic Sleds
1 pallet 48 x 40 x 30 & 474 LBS*
 $474 \text{ LBS} / 33.33 \text{ CF} = 14.22 \text{ PCF}$

1 Pallet 48 x 40 x 60 & 500 LBS*
 $500 \text{ LBS} / 66.7 \text{ CF} = 7.5 \text{ PCF}$

* Always include the weight of the pallet or crate.





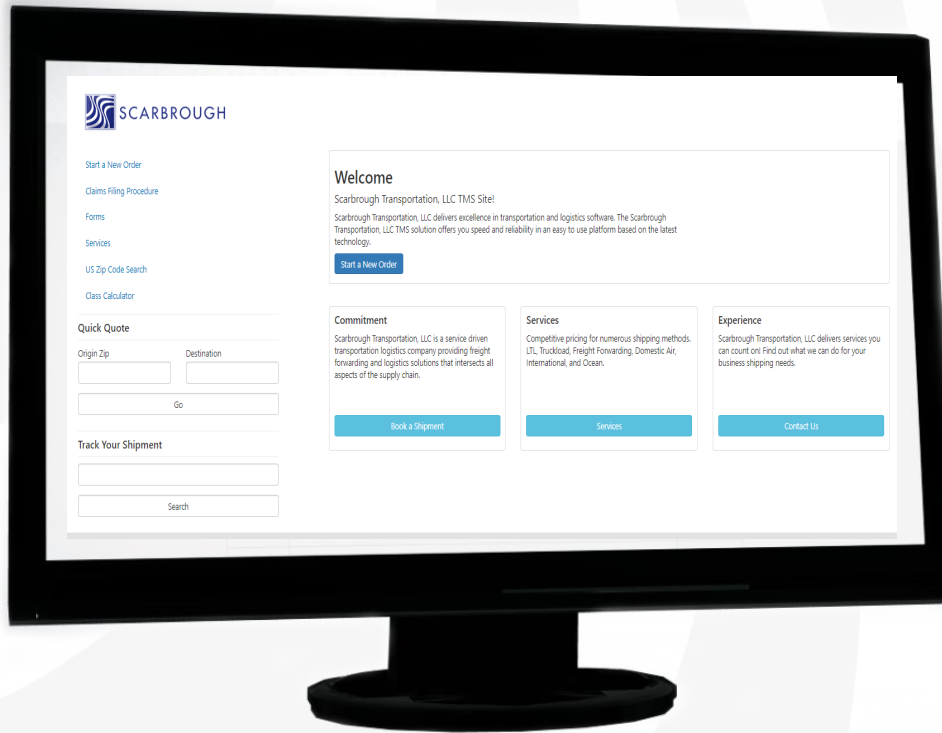
CLASSIFYING DENSITY BASED COMMODITIES

- 14.22 LBS/CF = Class 85
- 7.5 LBS/CF = Class 125

156600	<p>Articles, viz.: Articles, NOI; Boot or Shoe Forms or Trees, other than display forms or trees; Caps, Covers, Discs, Ends, Bands, Rings or Tops, NOI, for bottles, cans, cups, collapsible tubes, glasses, jars or jugs; Car Seats, child or baby; Columns; or other Forms or Shapes, NOI; architectural; Containers, packaging, NOI; Cups or Tumblers, NOI; Filmstrip or Audio or Video Cassette Storage Albums; Garbage or Refuse Cans; Gloves, see Note, item 156604; Grips, NOI, including Golf Club, Hand Tool or Handlebar Grips; Liners, swimming pool, plastic film or sheeting; Molding, other than baseboard or cove; Motion Picture Film Cans, Cores, Magazines, Reels or Film Spools, empty; Pipe or Pipe Fittings; Poultry Watering Systems, see Note, item 156603; Seats, toilet or water closet, hollow molded; Tanks, NOI; Tractor Treads, rubber; Tubing, NOI, other than flexible; In boxes, crates, drums or Packages 870, 1078, 1241, 1273, 1456, 2195, 2212, 2213, 2230 or 2459, see Note, item 156602, subject to Items 170 and 171 and having a density in pounds per cubic foot of:</p>	
<i>Sub 1</i>	<i>Less than 1</i>	400
<i>Sub 2</i>	<i>1 but less than 2</i>	300
<i>Sub 3</i>	<i>2 but less than 4</i>	250
<i>Sub 4</i>	<i>4 but less than 6</i>	175
<i>Sub 5</i>	<i>6 but less than 8</i>	125
<i>Sub 6</i>	<i>8 but less than 10</i>	100
<i>Sub 7</i>	<i>10 but less than 12</i>	92.5
<i>Sub 8</i>	<i>12 but less than 15</i>	85
<i>Sub 9</i>	<i>15 but less than 22.5</i>	70
<i>Sub 10</i>	<i>22.5 but less than 30</i>	65
<i>Sub 11</i>	<i>30 or greater</i>	60



SCARBROUGH'S LTL PORTAL



1. QUOTE
2. BOOK
3. TRACK

24/7 instant Access

HAVE YOUR OWN CARRIER CONTRACTS?

Use this TMS to house those contracts and look up your own rates.

<http://scarbroughtransportation.com>



COMMODITY BASED LTL ESTIMATE

Items to Ship

#	Handling	Package Type	Pieces	Total Weight	Description	Length	Width	Height	Class	Marks
1	1	Pallet	5	1500	clothing	48	48	48	65	type to

The estimated class based on the dimensions differs from the

Units
Imperial - in/lbs

Mileage
0

Pricing Information Guaranteed Only

To generate quotes, the following fields are required:

- Pickup Zip Code

Cost Calculations

Carrier Freight Charges	Terminal
	airport

Carrier Info [+ Pickup Accessorials](#)

Clothing, Garments or Apparel, NOI - 1 but less than 2 PCF
Freight Class: 300 -- NMFC: 49880-02

Clothing, Garments or Apparel, NOI - 10 but less than 12 PCF
Freight Class: 92.5 -- NMFC: 49880-07

Clothing, Garments or Apparel, NOI - 12 but less than 15 PCF
Freight Class: 85 -- NMFC: 49880-08

Clothing, Garments or Apparel, NOI - 15 but less than 22.5 PCF
Freight Class: 70 -- NMFC: 49880-09

Clothing, Garments or Apparel, NOI - 2 but less than 4 PCF
Freight Class: 250 -- NMFC: 49880-03

Clothing, Garments or Apparel, NOI - 22.5 but less than 30 PCF
Freight Class: 65 -- NMFC: 49880-10

Clothing, Garments or Apparel, NOI - 30 or greater PCF
Freight Class: 60 -- NMFC: 49880-11

Clothing, Garments or Apparel, NOI - 4 but less than 6 PCF
Freight Class: 175 -- NMFC: 49880-04

Clothing, Garments or Apparel, NOI - 6 but less than 8 PCF
Freight Class: 125 -- NMFC: 49880-05

Clothing, Garments or Apparel, NOI - 8 but less than 10 PCF
Freight Class: 100 -- NMFC: 49880-06

Clothing, Garments or Apparel, NOI - Less than 1 PCF
Freight Class: 400 -- NMFC: 49880-01

Mannequins; Lay Figures; Clothing Display or Dress Fitting Forms, NOI;
Freight Class: 250 -- NMFC: 75790



DENSITY BASED LTL ESTIMATE

Items to Ship

#	Handling	Package Type	Pieces	Total Weight	Description	Length	Width	Height	Class
1	2	Pallet ▼	5	1500	<input type="text" value="type to search..."/>	48	48	48	92.5 ▼

The estimated class based on the dimensions differs from the class you have selected. [Click to use the estimated class \(92.5\)](#)



QUOTING FROM CBM'S

When only CBMs are known on a shipment, we have to estimate the number of pallets that the freight will require for transport.

We can use this conversion tool to estimate the pallet count.

If the freight is palletized differently the rate could change significantly.

Shipment example:

41 pieces	}	6.9 cbm = 244 cubic feet	}	3 pallets, total weight 2,196 lbs
2,196 lbs		244/93 = 2.623655 pallets		
6.908 cbm				



WHEN TO USE FTL OR TRUCKLOAD SERVICE

When to use truckload service:

- Your shipment fills the trailer
- Truck load service can occasionally be more cost effective than volume service.
- Your volume shipment has a deadline.
 - Truck load service will usually have a faster transit time than volume LTL.
- Your product is fragile and has a high potential for damage.
 - Truckload freight is normally only handled twice. (loading and unloading)



THINGS TO CONSIDER

FTL/Truckload

- Rates are often transactional.
 - Higher volume = contracted rates
- Available capacity and the demand for that capacity in the given market are factors that affect these rates
 - Produce season
 - Natural disaster
 - Strike
- Load requirements will affect the rates
 - HazMat and/or Tanker endorsements
 - Team Drivers



TRUCKING TIPS

BE FLEXIBLE WHEN POSSIBLE

- Avoid set appointment times when possible
- Have flexibility in loading and delivery windows
- Have flexibility in transit time

CONSIDER LTL, FTL, AND VOLUME SHIPPING CHOICES

- Know the difference between the 3 types of domestic moves and when it may be beneficial to split cargo, etc.

CONSIDER ROUTING INTERNATIONAL FREIGHT DIFFERENTLY

- Talk to an international freight forwarder about your routing options. What has been working in the past may not be what will work in the future



OTHER TIPS

SHARE INFORMATION

- It is important to share as much information as possible from the very beginning of the shipment. Find out what is actually important from the decision makers in your organization. Transit time, cost, your clients' needs? Service providers can only move forward with the information you give and we all know what assumptions do...
- Give as much lead time as you can when sharing information

BE UNDERSTANDING

- Be empathetic and understanding to all involved in getting your freight to its final destination on time. Consider capacity, rates, weather, and regulations.



OTHER CHALLENGES

- ELD Mandate / HOS (Hours of Service)
- Tolls
- Parking
- Shortage of Drivers
- Border delays





HOURS OF SERVICE REQUIREMENTS (HOS)

11-Hour Driving Limit

- May drive a maximum of 11 hours after 10 consecutive hours off duty.

14-Hour Driving Limit

- May not drive beyond the 14th consecutive hour after coming on duty, following 10 consecutive hours off duty. Off-duty time does not extend the 14-hour period.

Rest Breaks


- May drive only if 8 hours or less have passed since end of driver's last off-duty or sleeper berth period of at least 30 minutes.
- Basically drivers must take a 30 break before they can drive past their 8 hour of consecutive driving.

10 hour break

- Each 10 hour break must contain at least 8 hours in the sleeper berth, plus 2 separate consecutive hours either in the sleeper berth, off duty or any combination of the two.



FUN FACTS

- There are currently about 15.5 million trucks operating on U.S. roads and highways
 - In the U.S. alone, 8.9 million people have a job in the truck industry
 - 3.5 million truck drivers
 - 6% are women
 - Truckers who drive for small businesses drive more than 3 million miles in their lifetime, which breaks down to a yearly average of more than 115,000 miles.
 - Truckers spend more than 240 nights away from home each year.
- 
- Thanks to clean diesel technology, 60 modern-day trucks put out the equivalent emission of a single truck from 1988.
 - If you could line up all U.S. trucks, they would reach the moon.
 - The trucking industry is predicted to grow up to 21% in the next ten years.



A DAY IN THE LIFE



DID YOU KNOW?

Auto parts travel across the border 8 times before completing a single vehicle



SPEAKERS

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