



**DREW'S**  
UNIVERSITY

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# MODULE 2: LOAD BOARDS AND FINDING LOADS

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Revised and Updated, Jan. 2022

**NOTE:** PLEASE REFER TO YOUR **3 DISPATCHER 101 EBOOKS**, **DISPATCHER 101 GLOSSARY** AND THIS DOCUMENT FOR USEFUL INFORMATION TOWARDS TAKING AND SUCCESSFULLY COMPLETING THE **QUIZ (True/False, Multiple Choice and Fill-In-The-Blank)**.

## WHAT IS A LOAD BOARD?

What is a **load board** and what purpose does it serve?

A **load board** is an online tool used by **Shippers**, **Brokers** as well as **Carriers** to **post loads, post trucks, search loads, and search trucks**. Depending on the type of load board subscription you have paid for, determines the features you will be able to use.

**Shippers** use load boards to post their **freight (loads)** in an effort to get either **carriers** to directly call them to book those loads or **brokers** to solicit them for service (Shipper/Broker agreement) by providing them the needed carriers for a fee.

**Brokers** post loads for their **customers (shippers)** in an effort to get **carriers** to contact them to get set up (carrier packet) to move those loads.

Rates and fees of the loads posted by the brokers can vary depending on the rate that they received the load from the shipper. The better the shipper rate, the better the possibility of the load rate being passed to the carrier. This is the ideal way it should go in a utopian society, but some brokers try to make more money from a load, thus the carrier loses out in the process. **Be mindful of this!**

If the Broker is an **asset-based brokerage** (meaning that they own their own trucks), they are able to book loads for their own trucks.

**Carriers** search for loads on the load board as well as post their trucks on the load board as being empty and available in order to get calls from either Brokers or Shippers as to the availability of their truck(s).

**Brokers and/or Shippers** purchase load boards with most of the features included, such as the ability to **Search Trucks, Post Loads, Post Trucks, and Search Loads**.

**Carriers** purchase load boards with a few features that they only need for their trucking company or themselves. These include the ability to only **Post Trucks and Search Loads**.

# 3 MAIN LOAD BOARDS

## 1. Internet Truck Stop

The screenshot shows the Truckstop.com interface. At the top, there is a navigation bar with links for Home, Searching, Posting, Decision Tools, My Products, Other Services, and CRS. A 'SPEED 75% COMMISSIONS' badge is visible in the top right. Below the navigation bar, there are buttons for 'New Search', 'Favorite Searches', and 'Map Search'. The search filters include 'Origin', 'St', 'Eq: Choose', and 'Dest'. A 'Quick Load Search' button is highlighted with a red arrow. Below the search filters, a table titled 'Loads- You have new results' is displayed. The table has columns for Equipment, Options, Description, New, Hidden, and Total. The table contains 11 rows of load data.

Equipment	Options	Description	New	Hidden	Total	
V		NC pickup Anytime to ANYWHERE	1	0	645	▼ PW ⚙️ ✕ ↗️
F		LAREDO, TX (within 100 Miles) pickup Anytime to ANYWHERE	42	0	93	▼ PW ⚙️ ✕ ↗️
F		ROUND ROCK, TX (within 100 Miles) pickup Anytime to DALLAS, TX (within 100 Miles)	10	0	18	▼ PW ⚙️ ✕ ↗️
F		AUSTIN, TX (within 100 Miles) pickup Anytime to HOUSTON, TX (within 100 Miles)	26	0	39	▼ PW ⚙️ ✕ ↗️
F		FORT WORTH, TX (within 100 Miles) pickup on 3/18/2019 to ANYWHERE	633	0	833	▼ PW ⚙️ ✕ ↗️
F		NEW BERN, NC (within 100 Miles) pickup on 3/18/2019 to MS, LA, OK, TX	19	0	34	▼ PW ⚙️ ✕ ↗️
F		POPLARVILLE, MS (within 150 Miles) pickup on 3/18/2019 to AL, MS, AR, LA, TX	700	0	1085	▼ PW ⚙️ ✕ ↗️
V		INDIANAPOLIS, IN (within 100 Miles) pickup on 3/18/2019 to CT, PA, MD, WV, OH, KS, MO, CO	38	0	58	▼ PW ⚙️ ✕ ↗️
V		ATLANTA, GA (within 100 Miles) pickup Anytime to ANYWHERE	837	0	917	▼ PW ⚙️ ✕ ↗️
F,HS		DALLAS, TX (within 100 Miles) pickup on 3/19/2019 to AR, LA, OK, TX	219	0	325	▼ PW ⚙️ ✕ ↗️

## 2. 123 Load Board

The screenshot shows the 123 Load Board website. The navigation bar includes links for Home, Carrier, Carrier Software, Broker, Tools, and My Board. A 'Coming soon!' badge is visible above the 'Carrier Software' link. Below the navigation bar, there is a 'Find Loads' section. The search filters include 'City', 'Map (States)', 'Origin', 'Radius', 'Destination', 'Equip. Types', 'Pickup date', 'Size', 'Weight', 'Length', and 'Company'. A 'SEARCH' button is highlighted with a red arrow. The 'Find Loads' form is highlighted with a red arrow.

**Find Loads**

Origin:  Enter City, State -or- Zip  Radius:  150

Destination:  USA  Canada

Equip. Types:  Van  Reefer  Power-Only  Container  Hopper Bottom  Tanker

Flatbed  Auto  Specialized  Dump Truck [+ Show selected specs](#)

Pickup date:  Size:  Any  Weight:  Length:  Company:  [+ more options](#)

Alert me! [+ Edit alert settings](#)

**SEARCH**

### 3. D.A.T. (Dial-A-Truck)

The screenshot shows the DAT Power search interface. At the top, there are three buttons: 'POST LOADS', 'SEARCH TRUCKS', and 'SEARCH LOADS'. A red arrow points to the 'SEARCH LOADS' button. Below this is a 'NEW LOAD SEARCH' button, also with a red arrow. The main search area has several input fields: 'Truck' (with a dropdown menu showing 'ANY ONLY' and 'e.g. Flatbeds'), 'Origin' (with a dropdown menu showing 'City, ST / States / Zones'), 'Destination' (with a dropdown menu showing 'City, ST / States / Zones'), 'Avail' (with a date picker showing '03/18'), 'DH-O' (with a dropdown menu showing 'miles'), 'DH-D' (with a dropdown menu showing 'miles'), 'F/P' (with a dropdown menu showing 'Full'), 'Length' (with a dropdown menu showing 'feet'), 'Weight' (with a dropdown menu showing 'lbs'), and 'Search Back'. A red arrow points to the 'SEARCH' button. Below the search area is a table of search results.

Truck	Origin	Destination	Avail	DH-O	DH-D	F/P	Length	Weight	Search Back
477 Only V	Syracuse, NY		03/18	200		F	-ft	-lbs	2hr
EXP Any F	San Antonio, TX	Memphis, TN	03/19	150	150	B	48ft	-lbs	1hr

## HOW TO NAVIGATE A LOAD BOARD

What are some of the features on the load board to look for when navigating them to find loads for your carriers?

### SEARCH FEATURES

The initial search features for looking for a load for your carrier includes the details from the profile sheet of your carrier. Be sure to keep that in mind when looking for a load for them. Some of the most common search features include:

- **Origin/Consignor (Shipper)** – where do you want your carrier to pick up load?
- **Destination/Consignee (Receiver)** – where does carrier want to deliver?
- **Pickup Date** (Available Date) – when will carrier be empty or available?
- **Time** – at what time will carrier be available?
- **Equipment Type** (Flatbed, Dry Van or Reefer)
- **Search button** (click this when all of your search criteria has been selected)

### LOAD DETAILS

Load Details are what appears after you have clicked “Search” from the search features section of the load board. Some of the more common load details you need to mindful of include:

- **Pickup and Delivery Dates and Times**
- **Weight** – legal load or OD (over dimensional)?
- **Equipment Type** (Flatbed, Dry Van or Reefer)
- **Rate** – how much does the load pay?
- **Miles** – what are the loaded miles? Loaded miles are from origin to destination loaded. This does not include deadhead miles, in which the carrier travels empty.

- **Stops** – how many extra stops are there on this load?
- **Dimensions** – what are the length, width, and height of the load?
- **Commodity** – what is actually being hauled in the trailer?
- **Special instructions** – Post ID, Reference number, extension of Broker/Shipper, etc.
- **Broker/Shipper contact details** – who to call to book the load

**truckstop.com** SPEED 75% COMMISSIONS

Home Searching Posting Decision Tools My Products Other Services CRS Upgrade to Pro Report a Carrier Report a Broker Alerts My

ONLINE CHAT

New Search | Favorite Searches | Map Search | Origin:  St:  Eq: Choose ▾ Dest:  St:  Quick Load Search

**Loads- You have new results** 60 Seconds

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**LOAD DETAILS**

Posted: 03/18/2019 07:06:09 AM MT Age: 0:08

**Posted Rate** --

**Miles** 621 (Practical)

**Origin**  
Laredo, TX  
USA 52°F

**Destination**  
Oklahoma City, OK  
USA 42°F

**Details**

**Pick-up Date/Time** 3/18/19

**Delivery Date/Time** 3/19/19

**Quantity** 1

**Equipment Type** F

**Commodity** --

**Equipment Options** --

**Mode** TL

**Cube** -- cu. ft

**Weight** 30,000 lb

**Ballet Count**

**INTERNAL NOTES**

**Internal Notes for Pro accounts!**  
Leave private notes for your team on Loads, Trucks, Hot Prospects, Lanes.

**Go Pro!**  
Call Sales at 1-888-364-1189

**OVERSIZE RATES**

Oversize Rates

**USA**  Origin city or zip code

**USA**  Destination city or zip code

**Enter freight dimensions and weight**

Length:  Feet  Inches  Width:  Feet  Inches

Height:  Feet  Inches  Weight:  Lbs

Mode:  TL  LTL Tarp required:  Yes  No

**POSTING COMPANY** OFFLINE

**TOTAL QUALITY LOGISTICS LLC**

My Rating: ★★★★★

First Call  No Call  Don't Show

**Company Feedback**

**Contact Information**

**User** Dispatch

**Contact** Dial 0

**Email** [Click here to view](#)

**Office** 800-580-3101

**Fax** 513-965-4700

**HQ** Cincinnati, OH US

**Authority**

Broker MC 322572  
Carrier MC  
US Dot 2223295

**Affiliates and Certifications**

TIA Member

**LoadPay Availability**

# CASE STUDIES: FINDING A LOAD FOR A CARRIER

**CASE STUDY #1:** This case study will be based on a 53' Flatbed carrier whose profile states that he does not want to haul more than **46,000 pounds**. He does not want to drive more than **1,000 miles** from his home of **Houston, TX**. He wants at least **\$2.40 per mile** going out and about **\$1.75 to \$2.00** coming back haul. He has all of the accessories to haul with his 53' Flatbed: 6' to 8' tarps, pipe stakes, dunnage, chains and binders, headache rack, and of course, straps. His goal is to average **\$6,000 to \$8,000 gross per week**.

**Weight Limits for 48'/53' Flatbed = 46,000 to 48,000 pounds**

**CASE STUDY #2:** This case study will be based on a 53' Dry Van (swing doors and air-ride suspension on both tractor and trailer) carrier whose profile states that he does not want to haul more than **40,000 pounds**. He will run anywhere from his home of **Columbus, OH**, **except for Northeast states (tolls) and nothing west of the Rockies (too mountainous)**. He wants at least **\$2.25 per mile** going out and about **\$1.50 to \$1.75** coming back haul. He has all the necessary extras for his trailer to secure the freight: **e-tracks (vertical), straps (20), load bars (12), pads and cushion (for bracing)**. He wants to average **\$5,000 to \$7,000 gross per week**.

**Weight Limits for 53' Dry Van = 42,000 to 45,000 pounds**

**CASE STUDY #3:** This case study will be based on a 53' Reefer carrier whose profile states that he does not want to haul more than **40,000 pounds**. He wants to only run the **Midwest states, Texas and the southeastern states (except Florida unless he can get something good coming out)**. He is based out of **Baton Rouge, LA**. He wants at least **\$2.50 to \$3.00 per mile** going out and **\$2.00 per mile** coming back haul. He has the accessories for his Reefer unit that is similar to those of the Dry Van unit. He wants to average **\$7,000 to \$10,000 gross per week**.

**Weight Limits for 53' Reefer = 42,000 to 45,000 pounds**

**GOOD LUCK!!!**