

MODULE 2: LOAD BOARDS AND FINDING LOADS

Revised and Updated, Jan. 2022

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

WHAT IS A LOAD BOARD?

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

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

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

<u>Brokers</u> post loads for their <u>customers</u> (<u>shippers</u>) in an effort to get <u>carriers</u> to contact them to get set up (<u>carrier</u> 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 <u>asset-based brokerage</u> (<u>meaning that they own their own trucks</u>), they are able to book loads for their own trucks.

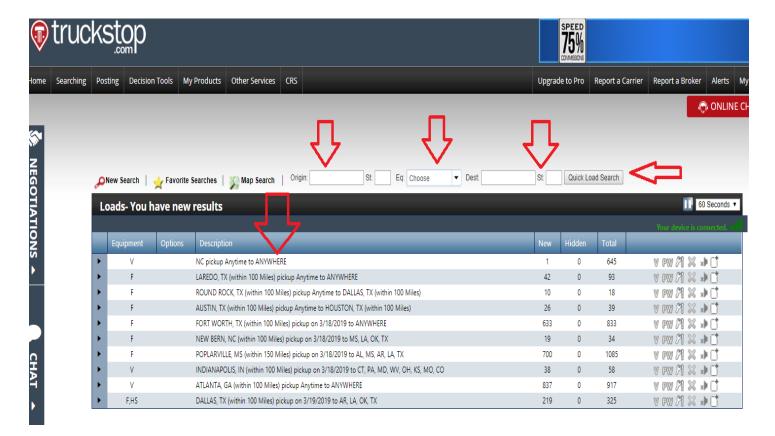
<u>Carriers</u> search for loads on the load board as well as post their trucks on the load board as being empty and available in order to get calls from either Brokers or Shippers as to the availability of their truck(s).

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

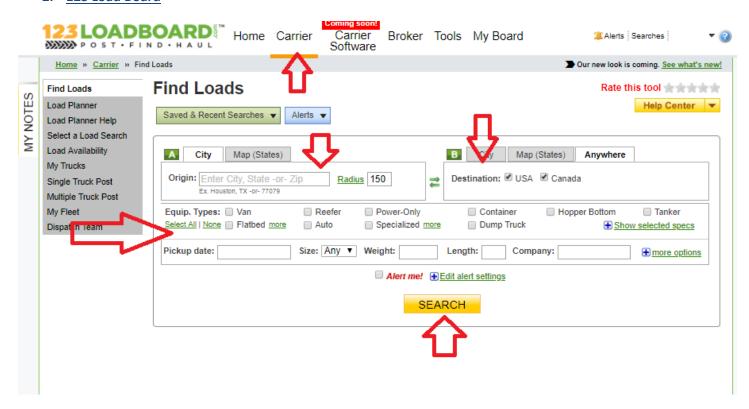
<u>Carriers</u> purchase load boards with a few features that they only need for their trucking company or themselves. These include the ability to only <u>Post Trucks and Search Loads</u>.

3 MAIN LOAD BOARDS

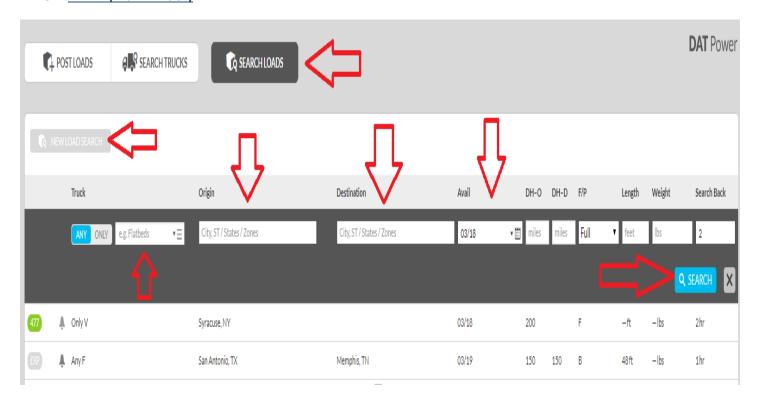
1. Internet Truck Stop



2. 123 Load Board



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



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:

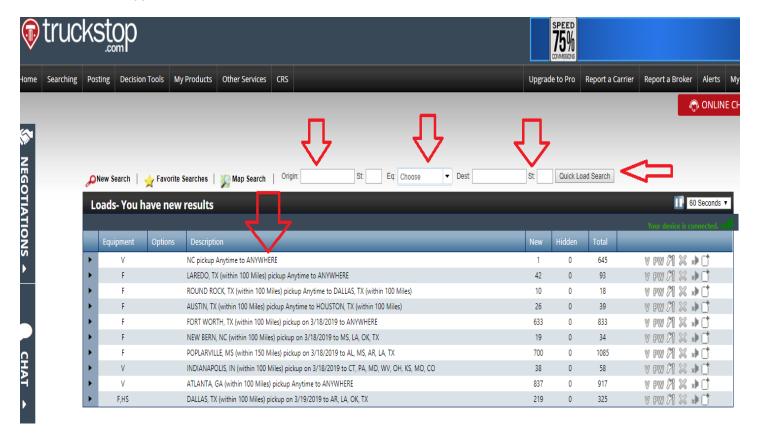
- Origin/Consignor (Shipper) where do you want your carrier to pick up load?
- Destination/Consignee (Receiver) where does carrier want to deliver?
- Pickup Date (Available Date) when will carrier be empty or available?
- Time at what time will carrier be available?
- Equipment Type (Flatbed, Dry Van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

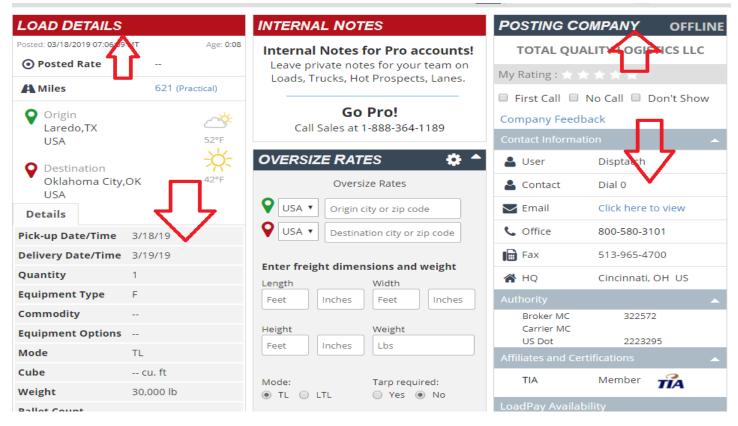
LOAD DETAILS

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?
- <u>Miles</u> 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





CASE STUDIES: FINDING A LOAD FOR A CARRIER

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

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

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

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

GOOD LUCK!!!