

# Trucking Glossary

## INDUSTRY TERMS

### 3PL

Third Party Logistics company. An external party that performs all or part of the corporate logistics activities on behalf of the shipper, such as transportation, warehousing, inventory management, etc. Go 123 Logistics is a 3PL.

### Broker

A person who arranges for transportation of loads for a percentage of the revenue from the load.

### Decision Support System (DSS)

A sophisticated network optimization model with in-built algorithms that support decision-making process in complex situations such as our new lane quoting software.

### Electronic Data Interchange (EDI)

The business-to-business interconnection of computers for the rapid exchange of documents such as bills of lading, invoices and tracking information.

### Freight Forwarder

A person whose business is to act as an agent on behalf of the shipper. A freight forwarder frequently makes the booking reservation.

### In-House Logistics

Any logistics activity owned managed and executed by an organization's own in-house resources; sometimes referred to as in-sourcing.

### Logistics Management

The process of planning, implementing and controlling the cost-efficient flow and storage of raw materials, work-in-progress inventory, finished goods, and related information from point-of-origin to point-of-consumption, for the purpose of meeting agreed customer service levels.

## **Non-Vessel Operating Common Carriers (NVOCC)**

A type of ocean freight forwarder. NVOCCs books space in large quantities for a reduced rate, then sell space to shippers in lesser amounts. NVOCCs consolidate smaller shipments into a container load that ships under one bill of lading. NVOCCs can be asset-based (own their own trucks and ships) or non-asset based (provide logistic coordination only.)

## **Operational Excellence**

The first and most fundamental level of supply chain performance, requiring capabilities that specifically focus on cost efficiencies.

## **Optimization**

Business process and network infrastructure configurations designed to deliver products and/or services to customers for minimum cost at pre-determined service levels.

## **Outsourcing**

Transferring a firm's logistics functions and associated capabilities to specialized external services providers.

## **Partnership**

Any formal or informal relationship between two or more organizations for the purpose of gaining mutual economic benefit.

## **Supply Chain**

A sequence of activities related to transformation of raw materials into saleable products. These activities are typically performed by multiple firms in a "chain" or network. The interfaces between entities along supply chains is particularly critical.

## **Supply Chain Management**

Supply chain management encompasses the planning and management of all activities involved in sourcing and procurement, conversion, and all logistics management activities. Importantly, it also includes coordination and collaboration with channel partners, which can be suppliers, intermediaries, third party service providers, and customers. In essence, supply chain management integrates supply and demand management within and across companies.

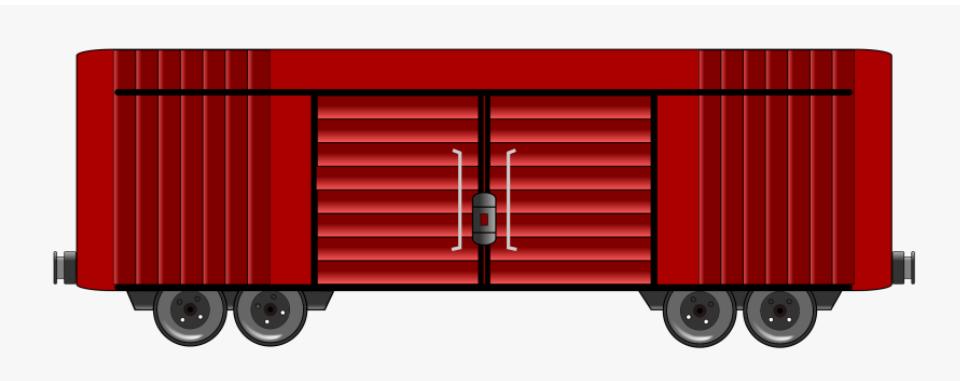
## **Third Party Shipments**

The person or organization who initiates the shipment, but is neither the shipper nor the consignee. The third party makes the arrangements for the shipper and receiver.

## TRAILER TYPES

### Boxcar

A closed rail freight car.



### Container

A truck trailer body that can be detached from the chassis for loading into a vessel, a rail car or stacked in a container depot. Containers may be ventilated, insulated, refrigerated, flat rack, vehicle rack, open top, bulk liquid or equipped with interior devices. A container may be 20 feet, 40 feet, 45 feet, 48 feet or 53 feet in length, 8'0" or 8'6" in width, and 8'6" or 9'6" in height.



### **Dry-Bulk Container**

A container constructed to carry grain, powder and other free-flowing solids in bulk. Used in conjunction with a tilt chassis or platform. (Bulkhead - A partition separating one part of a container from another.)



### **Dry Van**

The typical enclosed semi-trailer container for dry freight that you see on the highways. These container trailers come in 53' and 48' sizes. A 53' trailer can fit 26 standard non-stackable pallets or 52 standard stackable pallets. A 48' trailer can fit 24 non-stackable pallets or 48 standard stackable pallets.



### **Flat Rack/Flat Bed Container**

A container with no sides and frame members at the front and rear. Container can be loaded from the sides and top. Open bed trailers for hauling heavy goods that cannot be easily loaded into dry vans (i.e. heavy machinery, construction materials etc.).



### **Gooseneck**

The front rails of the chassis that raise above the plane of the chassis and engage in the tunnel of a container leading to the connection to tractor. Often used for moving farm and industrial equipment.



### **Hot Shot**

Less than truckload or smaller sized equipment that can move freight from origin to destination.



### **Low Boy**

A trailer or semi-trailer with no sides and with the floor of the unit close to the ground.



### **Open Top Container**

A container fitted with a solid removable roof, or with a tarpaulin roof so the container can be loaded or unloaded from the top. Suitable for raw materials.



### Pup Trailer

A short semi-trailer, usually between 26-32 feet long, with a single axle or double.



### Reefer

A refrigerated trailer with insulated walls and a self powered refrigeration unit. Most commonly used for transporting food.



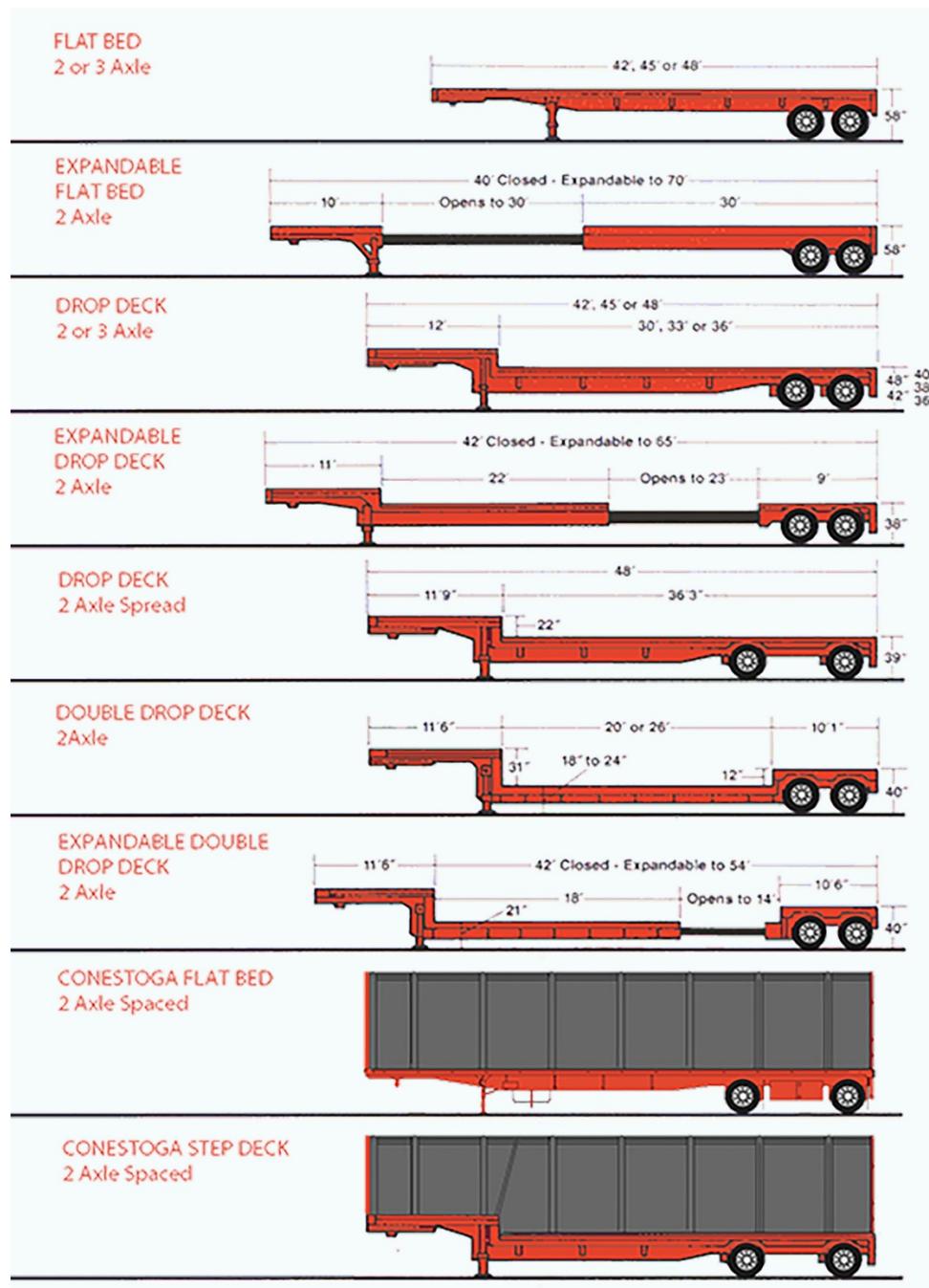
### Side Loader

A lift truck fitted with lifting attachments operating to one side for handling containers.



## Other Truck Types

These truck types (and more) are available for shipping specialty equipment.



## **TRUCKING ORDER VOCABULARY**

### **Full Truckload (FTL or TL)**

Full Truck Load: carriers normally deliver a semi trailer to a shipper who will fill the trailer with freight for one destination. After the trailer is loaded, the driver returns to the shipper to collect the required paperwork (i.e. bill of lading, invoice, and Customs paperwork) and depart with the trailer containing freight. In most cases the driver then proceeds directly to the consignee and delivers the freight him or herself. Occasionally, a driver will transfer the trailer to another driver who will drive the freight the rest of the way. Full Truckload (FTL) transit times are normally constrained by the driver's availability according to Hours of Service regulations and distance. It is normally accepted that Full Truckload drivers will transport freight at an average rate of 50 miles per hour (including traffic jams or queues at intersections). One advantage Full Truckload carriers have over Less than Truckload carriers is that the freight is never handled en route, whereas an LTL shipment will typically be transported on several different trailers.

### **Less than Truckload (LTL)**

Less than truckload shipments typically weigh between 100 and 10,000 lbs. Less than truckload carriers collect freight from various shippers and consolidate that freight onto enclosed trailers for linehaul to the delivering terminal or to a hub terminal where the freight will be further sorted and consolidated for additional linehauls. In most cases, drivers make deliveries first, then begin making pickups once the trailer has been emptied. That is why most pickups are made in the afternoon and most deliveries are performed in the morning.

### **Partial Truckload**

Partial truckload capacity is between volume and full truckload. It can be compared with either volume or full truckload for pricing purposes. It is a way of quoting shipments that are less than a full truckload.

### **Volume Truckload**

Volume capacity is between LTL and partial truckload. It can be compared with partial truckload for pricing purposes. It is a way of quoting shipments that are less than a full truckload.

## **GENERAL TRUCKING VOCABULARY**

### **Accessorial**

Standard procedure for LTL shipping includes a truck driver backing up to a dock to be loaded by the shipper and driving the cargo to the receiving destination to be unloaded by the consignee. Any service that is not considered “standard procedure” will require additional fees and is referred to as an accessorial service fee.

### **Act of God**

An act beyond human control, such as lightning, flood or earthquake.

### **Alignment**

The concept of Strategic Alignment as applied to the design and organization of supply chains. “Alignment” means ensuring that all internal capabilities, processes and technology are aligned with end-customers’ service expectations at the appropriate cost-to-serve. Alignment principles also apply to Shipper-3PL-outsourcing relationships.

### **Arrival Notification**

A carrier notifies and schedules a delivery date and time with the consignee.

### **Backhaul**

To haul a shipment back over part of a route it has previously traveled.

### **Bill of Lading (BOL or B/L)**

Mandatory and legally binding paperwork providing the driver and the trucking company with all details they need to process the shipment and bill correctly. It is an itemized list of goods contained in a shipment. It is a receipt from the carrier for the goods. It is a contract for carriage and serves as a document of title.

#### **Straight Bill of Lading**

A non-negotiable bill of lading which states a specific identity to whom the goods should be delivered.

#### **Clean Bill of Lading**

A receipt for goods issued by a carrier with an indication that the goods were received in “apparent good order and condition,” without damage or other irregularities. If no notation or exception is made, the B/L is assumed to be “cleaned.”

**Blind Shipment**

A B/L wherein the paying customer has contracted with the carrier that shipper or consignee information is not given.

**Blocking or Bracing**

Wood or metal supports (Dunnage) to keep shipments in place to prevent cargo shifting.

**Bobtail**

Movement of a tractor, without trailer, over the highway.

**Bonded Freight**

Freight moving under a bond to U.S. Customs or to the Internal Revenue Service, and to be delivered only under stated conditions.

**Bonded Warehouse**

A warehouse authorized by Customs authorities for storage of goods on which payment of duties is deferred until the goods are removed.

**Booking**

Arrangements with a carrier for the acceptance and carriage of freight; i.e., a space reservation.

**Bulk Cargo**

Not in packages or containers; shipped loose in the hold of a ship without mark and count." Grain, coal and sulfur are usually bulk freight.

**Break Bulk**

To separate parts of a load into individual shipments for routing to different destinations.

**Carrier (or Common Carrier)**

A freight transportation company that serves the general public. For example, Roadway, Watkins and FedEX Freight are common carriers.

**Chassis**

A frame with wheels and container locking devices in order to secure the container for movement.

**Claim**

A written demand made upon a carrier for payment because of loss or damage alleged to have occurred while a shipment was in the carrier's possession.

Demand of a refund due to overcharge.

**Class**

A number that identifies the approximate size, value and difficulty of transporting each particular type of product. The class is needed to determine a price. (See NMFC.)

**Client**

Client refers to that party in the supply chain that has outsourced all or part of their logistics functions to a particular 3PL. In other words, the client is the 3PL's customer (Shipper).

**C.O.D.**

Cash or check paid for goods at delivery, which may include the cost of shipping. The consignee writes a check to the carrier and the carrier then forwards the funds to the receiving party.

**Commodity**

Article shipped. For dangerous and hazardous cargo, the correct commodity identification is critical.

**Concealed Loss or Damage**

Loss or damage to the contents of a package that is not apparent until the package is opened.

**Consignee**

The person or organization that the freight is being shipped to.

**Consolidation**

Cargo containing shipments of two or more shippers or suppliers. Container load shipments may be consolidated for one or more consignees.

**Contract Carrier**

Any person not a common carrier who, under special and individual contracts or agreements, transports passengers or property for compensation.

**Cube Out**

When a container or vessel has reached its volumetric capacity before its permitted weight limit.

**Cubic Foot**

1,728 cubic inches. A volume contained in a space measuring one foot high, one foot wide and one foot long.

**Customs**

Government agency charged with enforcing the rules passed to protect the country's import and export revenues.

**D.B.A.**

Abbreviation for "Doing Business As." A legal term for conducting business under a registered name.

**Distribution Center (DC)**

A facility that receives inventories from various supplying sources, and re-distributes to other selling or customer locations.

**Deadhead**

A truck that is traveling without freight.

**Detention**

A penalty charge against shippers or consignees for delaying carrier's equipment beyond allowed time. Demurrage applies to cargo; detention applies to equipment. See Per Diem

**Dolly**

A set of wheels that support the front of a container; used when the automotive unit is disconnected.

**Door-to-Door**

Through transportation of a container and its contents from consignor to consignee. Also known as House to House. Not necessarily a through rate.

**Drayage (or Cartage)**

Charge made for local hauling by dray or truck. Same as Cartage.

**Dunnage**

Loose packing material used to protect or brace cargo from damage during transport.

**FAK**

Abbreviation for "Freight All Kinds." Usually refers to full container loads of mixed shipments.

**Fifth Wheel**

The semi-circular steel coupling device mounted on a tractor which engages and locks with a chassis semi-trailer.

**Free Time**

That amount of time that a carrier's equipment may be used without incurring additional charges.

**Freight Bill**

A document issued by the carrier based on the bill of lading and other information; used to account for a shipment operationally, statistically, and financially. An Invoice.

**Fuel Surcharge**

An additional fee added to all shipments to allow the carrier to recoup the additional cost of fuel. Fuel surcharges are updated every Monday morning and are based on the National Diesel Fuel Index.

**In Bond**

Cargo moving under Customs control where duty has not yet been paid.

**Hazardous Materials**

When a carrier transports a hazardous type of product, an additional fee is charged. It is also mandatory that the product be correctly described and the shipper must provide an emergency contact in the event of a problem.

**Inside Delivery**

A carrier will be required to unload the product from the back of the truck and bring the item inside the building where it is being delivered. Important Note: A driver will bring the item inside the location where it is being delivered, but they will not un-package or set up the product. If inside delivery is needed at a residence, the carrier will not take a product up any stairs.

**Intermodal**

Transportation movement involving more than one mode (e.g. rail-motor, motor-air, or railwater).

**Invoice**

An itemized list of goods shipped to a buyer, stating quantities, prices, shipping charges, etc.

**King Pin**

A coupling pin centered on the front underside of a chassis; couples to the tractor.

**Knocked Down (KD)**

An article taken apart, folded or telescoped so as to reduce its normal cubic dimensions when set up or assembled by at least 33 1/3% (not standing up).

**Lanes**

The routes that are used by a carrier to move the product from one break bulk point to another.

**Linehaul**

The contractual agreement to transport product(s) from origin to destination.

**Liftgate Service**

Lift gate services require a specialized truck that has a hydraulic tailgate located on the back of the trailer. This type of tool allows the carrier to safely unload the product from the back of the truck and set it on the ground. This service is used for residential pick up and deliveries or pick up and deliveries to businesses without a loading dock.

**Local Terminal**

A carrier's local facility. The area the carrier services will determine the number of terminals a carrier will have. Long Haul carriers typically have terminals in all large cities.

**Loose**

Without packing.

**National Motor Freight Classification (NMFC) or Freight Class**

Industry standard tariff published by motor carriers containing rules, descriptions and rating on all products moving in commerce; used to classify goods for the purpose of rating the freight bill. You can obtain more information about shipment classes and the NMFC at [www.nmfta.org](http://www.nmfta.org).

**Net Weight**

Weight of the goods alone without any immediate wrappings, e.g., the weight of the contents of a tin can without the weight of the can.

**OS & D (Overage, Shortage & Damaged)**

A term used to describe a shipment that has been damaged or lost in transit or that arrives with more containers than originally shipped.

**Pallet**

A flat wooden structure that goods are stacked on for the purpose of shipping and storage.

**Palletized**

The description given to products that are shipped on a pallet or skid. Common pallet sizes are 48" x 48" or 48" x 40". Approximate weight of a single pallet is between 35-50 lbs.

**Pallet Jack**

A manual piece of equipment used to move or transport palletized material.

**Partial Shipments**

Under letters of credit, one or more shipments are allowed by the phrase "partial shipments permitted.

**Piggyback**

A transportation arrangement in which truck trailers with their loads are moved by train to a destination. Also known as Rail Pigs.

**PRO Number**

A number issued to each shipment by the carrier, usually when it is picked up at the shipper's location. This number is used for tracking the shipment to its final destination.

**Prepaid**

A term denoting that transportation charges have been or are to be paid at the shipping point.

**Proof of Deliver (POD)**

The delivery receipt copy of the freight bill by the receiver at the time of delivery.

**Ramp**

Railroad terminal where containers are received or delivered and trains loaded or discharged. Originally, trailers moved onto the rearmost flatcar via a ramp and driven into position in a technique known as "circus loading." Most modern rail facilities use lifting equipment to position containers onto the flatcars.

**Reclass or Reweigh**

When a carrier determines that the class and/or weight on the BOL are incorrect. The change may result in an additional charge appearing on the customer's invoice.

**Reconsignment Fee**

A fee that is charged for re-routing freight when it is already in transit.

**Recourse**

A right claim against the guarantors of a loan or draft or bill of exchange.

**Redelivery Fee**

After any failed delivery attempt, the carrier will assess a fee. The fee is usually based on the shipment's weight with a minimum charge.

**Residential Service**

When a carrier is needed to pick up or deliver freight to a place of residence. If the shipper or consignee does not have a commercial location that actually opens and closes at set times each day within a commercially zoned area, they will be considered a residence and extra fees will apply for pick up and delivery.

**Shipper**

A company or individual who initiates the transport of goods.

**Surcharge**

An extra or additional charge.

**Tare Weight**

In railcar or container shipments, the weight of the empty railcar or empty container.

**Tariff**

A tariff is a document setting forth applicable rules, rates and charges for the movement of goods. A tariff sets forth a contract of carriage for the shipper, the consignee and the carrier.

**Terminal**

An assigned area in which containers are prepared for loading into a vessel, train, truck, or airplane or are stacked immediately after discharge from the vessel, train, truck, or airplane

**Trade Show Service**

When a shipment is being picked up or delivered to a Trade Show, additional fees need to be included in the customer's quote. There is typically longer loading and unloading times involved when working a Trade Show.

**UN Number**

An internationally accepted 4-digit number used to identify hazardous material.

**Warehouse**

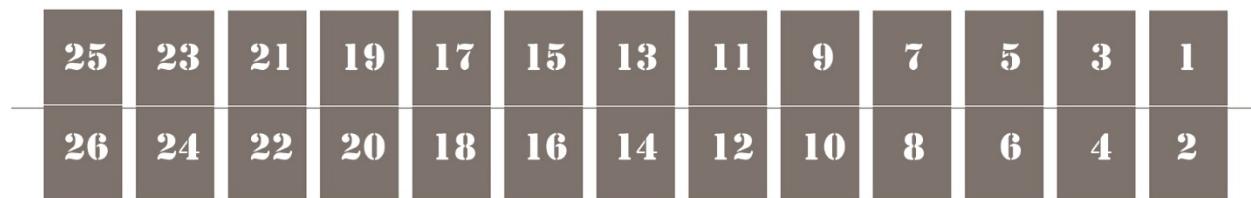
A place for the reception, delivery, consolidation, distribution, and storage of goods/cargo.

# Standard Truck Types and Dimensions

## 53-Foot Dry Van

Your most common vehicle for truck shipments is a 53-foot dry van. Since over 50% of your business will probably be conducted with these trailers, you should memorize the information on this page.

The maximum gross (truck and load combined) weight of this trailer is 45,000 pounds. It can carry up to 26 standard pallets (48" x 40") single stacked or 52 pallets double-stacked.



**STANDARD PALLET (48" X 40") FULL TRUCKLOAD CONFIGURATION FOR 53-FOOT TRAILER**

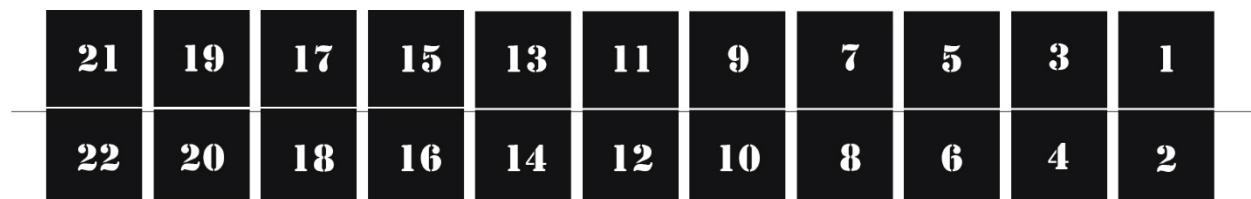
Exterior dimensions:

Length	53.0 feet	636 inches
Width	8.6 feet	103 inches
Height	13.6 feet	163 inches

Interior dimensions (needed to calculate shipping space):

Length	52.7 feet	632 inches
Width	8.3 feet	100 inches
Height	9.3 feet	111 inches

It can carry up to 22 large pallets (48" x 48") single stacked or 44 pallets double-stacked.



**LARGE PALLET (48" X 48") FULL TRUCKLOAD CONFIGURATION FOR 53-FOOT TRAILER**

## LTL vs. Volume vs. Partial vs. FTL

When you are quoting a customer, the first thing you need to know is what you where you should be looking to get the best pricing. Step one is knowing how to categorize your order. You will need the information contained in this chart daily, so it is a good idea to memorize it.

	LTL	Volume	Partial	FTL
<b># of Pallets</b>	1 - 6	n/a	10 - 16	24+
<b>Weight</b>	200 - 5,000	n/a	10,000 - 25,000	n/a
<b>Linear Feet</b>	4 - 12	12 - 32	12-40	Entire Trailer
<b># of Customers</b>	Multiple	Multiple	Multiple	One
<b>Quote Also</b>	n/a	Partial	FTL	n/a

### **LTL (Less-Than-Truckload)**

LTL is the easiest and most profitable type of shipment to manage, when the origin point is a business that ships regularly. It is EASY because scheduling is done through our partner company. It is PROFITABLE because the software allows companies to place their own LTL orders, without even having to contact you. (Your outstanding customer service coupled with Go 123 Logistic's competitive prices will assure the customer comes back.) When the origin point is a business, they know the dimensions, weight and freight class of their shipment.

*Note: Booking LTL shipping for a residential customer or one-time shipper can be very time consuming and costly. This is because they often don't know how to pack their goods and don't know how much they weigh. They also may not know what accessories are needed to load and unload their goods, and they may not be aware of restrictions at the delivery point. This can end up in a billing variance, that if not resolved, may be charged back to the shipping agent. Ask your manager for assistance with any residential and one-time shipping orders.*

### **Volume Shipments**

Volume shipments are a hybrid between LTL and partial shipments. They are called "volume" shipments, because even though they may meet the weight requirements for an LTL shipment they take up more than 12 linear feet. Some carriers will quote LTL up to 8 or even 10 pallets, but most will require you request a quote for a volume shipment.

Always compare partial truckload prices with volume prices.

## **Partial Truckloads**

Partial truckloads are generally comprised of only 2 or 3 customer shipments per trailer. They take up a good portion of the trailer, but not so much that nothing else fits.

Depending on a variety of factors, you may get similar pricing and faster delivery times by quoting your shipment as a full truckload.

## **FTL (Full Truckload)**

A full truckload is simply a truck that has been contracted to one single customer. From a pricing standpoint, the more that is in the truck, the less costly it is to ship per unit. Therefore, most FTL orders have at least 20 pallets and/or 40 linear feet of goods. However, if a client is in a hurry and cost isn't an issue, they could theoretically hire an entire truck for just one pallet.

The two benefits of FTL shipping are 1) if the truck is full, the price per unit of good shipped is lower than with the other three scenarios, and 2) because they are the only client for the driver, it is usually the fastest delivery method.

## **Notes**

When you are checking load boards for truck availability, some trucks may not be 53' dry vans. Be sure you calculate what you are trying to load on the correct size truck when you are quoting.

Commercial software is available for a price to help you visualize the inside of your truck. Talk to your manager if you are interested.