



## 12 Important Rules For The Perfect Load

Understanding how to prepare for and manage loads for your carrier is what we do. The flow of the load is critical, and you must be thinking about several key factors when booking and arranging freight loads. Below are key factors to consider when you prepare to send a truck on the road moving freight under your guidance.

1. **Time** (Hours of Service) Is there enough time to get delivered and pick up another load?
2. **Monetization.** Is the load worth the time and Distance? Does it generate \$1000 or more daily?
3. **Direction.** Does the load deliver into a geographical area that allows for another high-paying load to be booked for returning?
4. **Distance.** How far is the load going and is another load available the same day or early morning?
5. **Schedule.** Is this an appointment load or FCFS (First Come, First Serve)
6. **Availability.** Are there multiple loads weekly and can this turn into a shipper (**Reconnaissance**)
7. **Detention.** Does the load have predictable delays being unloaded?
8. **Driver-Assisted Load?** Does the driver-assist with unloading? Additional Pay?
9. **Lumper Fee?** Do you need to prepare a method of paying for the Lumper fee?
10. **Is The Load factorable?** Can you get paid quickly and is the load from a creditable source?
11. **Safe?** Is the load safe to haul? Does Weather conditions, Terrain, Low Bridges, Congested traffic, narrow roads, or overall location of delivery create a risk factor for your driver?
12. **Documentation.** Does the rate confirmation have the exact information with pick-up time and distance according to the rate agreed upon?

### **Time:**

A driver can drive 11 hours a day and work only 14 hours within the day before needing a 10-hour break. Are you going to be able to get the load delivered on time without any delays foreseen? Are you going to be able to pick up another load with low dead-head miles and when does your driver need to stop and reset their hours of service?

### **Monetization:**

Every truck needs to generate more than \$1000.00 a day to be profitable. Will this load fit into that objective? Is the distance of the load going to allow you to achieve this? Does the load drop the next day can you get another load in time to keep your monetization plan working out correctly?

**Direction:**

Are you able to pick another good-paying load from where you drop? How much deadhead is included for the next pick-up? Have you properly mapped out the load and can you get back to the originating location to continue picking the same load again? Are the miles the same as the agreed-upon rate? If the load is 1000 miles agreed upon with a rate and the actual miles are 1056. Can you adjust the rate confirmation for actual miles?

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**Distance:**

Can you deliver the load today, the next day, and how does this affect the HOS and next pick up. Does the load pay for the miles delivered that's worth it? Is there a deadhead pay included with the pick up of this load? How much deadhead is involved?

**Schedule:**

Have you checked the rate confirmation and made sure the schedule for pick up and drop off is correct. Always check and double-check. Your main objective is to pick in the morning and drop even earlier. Late pickups begin to cause trouble with HOS and monetization.

**Availability:**

Does this shipper (Broker or Shipper) have multiple loads going out weekly? Is this something you should prepare to investigate for possible a direct connection between you the broker and the shipper? **Reconnaissance! Reconnaissance!**

**Detention:**

Have you checked to see if detention might play a factor? If so, will this become an issue for the next load? Have you checked the rate confirmation to see how much is being paid for detention? Detention can play a major problem in your weekly schedule. Never overlook or forget to ask the shipper about the possibility of detention.

**Driver Assisted Load:**

Always check and see if the load is called **"no-touch or driver-assisted"**. If the load is driver-assisted, then get more money for the load!

**Lumper Fee:**

Always ask if lumper fees are part of this load. If so then prepare for how the lumper will be paid for and monitor the time the driver gets to unloading and how the driver will get the information for paying the lumper fee. Always collect the lumper receipt.

**Is the load factorable:**

Is the load from a new broker or shipper. Have you performed a credit check? Do you need original documents? Never move a load that cannot be factored. **Period!**

**Safety:**

Is this load a safe load for your driver? Where the load is going, geographic conditions and road safety is a factor to consider. Driving up and down mountains uses more fuel and more wear and tear on the truck as well as safety concerns. Is the adverse weather conditions or is the truck in the northeast regions with narrow roads and low bridges? The who what and where comes into factor within these guidelines for the overall safety of the driver and equipment. Is it worth it?

**Documentation:**

Make sure you check the rate confirmation and driver load instructions, and they are exactly what you agreed upon. If they are not either negotiate for more money or do not take the load.

**Important factors to consider:**

- Never cancel or load or your carrier could be placed on the n Freight Guard list.
- Never book loads that have long drop-off dates.
- Always speak with your carrier daily about the hours of service and when the next reset time occurs.
- Always get after-hours contact numbers.
- Double check the Pick-Up Number for each load. Check to see if the load has a pick-up number or not.
- Always input load into TMS and double-check the mapping and route mileage.
- Be on stand-by to administer check calls on behalf of your carrier.
- Always make sure your carrier has after contact numbers for the broker or shipper. Connect your carrier direct.