

THE COMPLETE SHIPPER'S GUIDE TO

LTL

Follow These Steps to Ship LTL Like a Pro

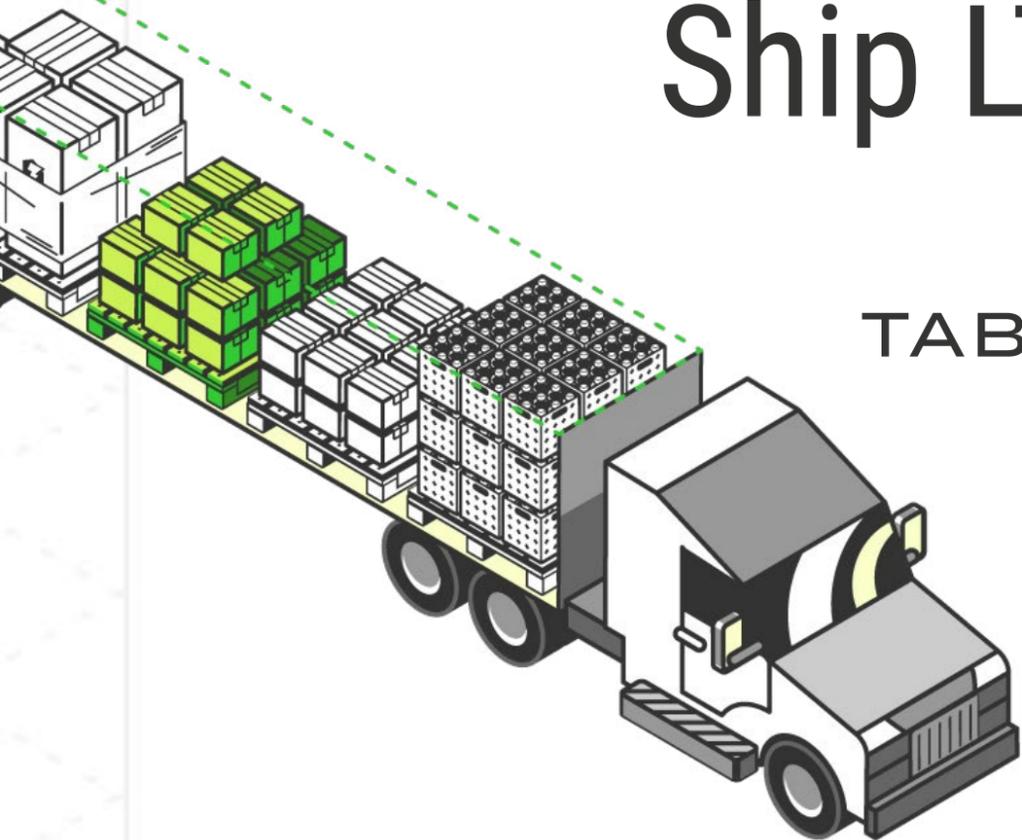


TABLE OF CONTENTS

INTRODUCTION

IS LTL RIGHT FOR YOU?

- » LTL Shipping Defined

BEFORE YOU QUOTE

UNDERSTANDING THE LTL MARKET

- » LTL Market Overview
- » The 7 Types of LTL Carriers
- » How to Choose the Right Carrier
- » Why You Should Work with a 3PL



TABLE OF CONTENTS (Continued)

PREPARING TO SHIP

QUOTING, BOOKING AND PACKING

- » What Goes Into an LTL Quote
- » Determining Your Freight Class
- » Identifying Your Accessorials
- » Packaging Your LTL Shipment

WHEELS ON THE ROAD

WHAT HAPPENS DURING AN LTL SHIPMENT

- » Understanding Pick-Ups and Deliveries
- » Tracking Your Shipment

NEXT STEPS

EXPERT-LEVEL LTL SHIPPING STRATEGIES

- » Building a Carrier Network
- » LTL Contract Pricing
- » Managing Your Carriers
- » Technology for LTL Shippers

INTRODUCTION

Is LTL Right for You?



LTL Shipping Defined

So you need to ship some freight – more than a couple boxes but less than a full truck.

You know you want to move your pallets from Point A to Point B as efficiently as you can, but you need to protect your shipping budget as well.

There are a number of different modes of transportation you can choose from for your logistics needs. How can you be sure less-than-truckload (LTL) shipping is the right one for you?

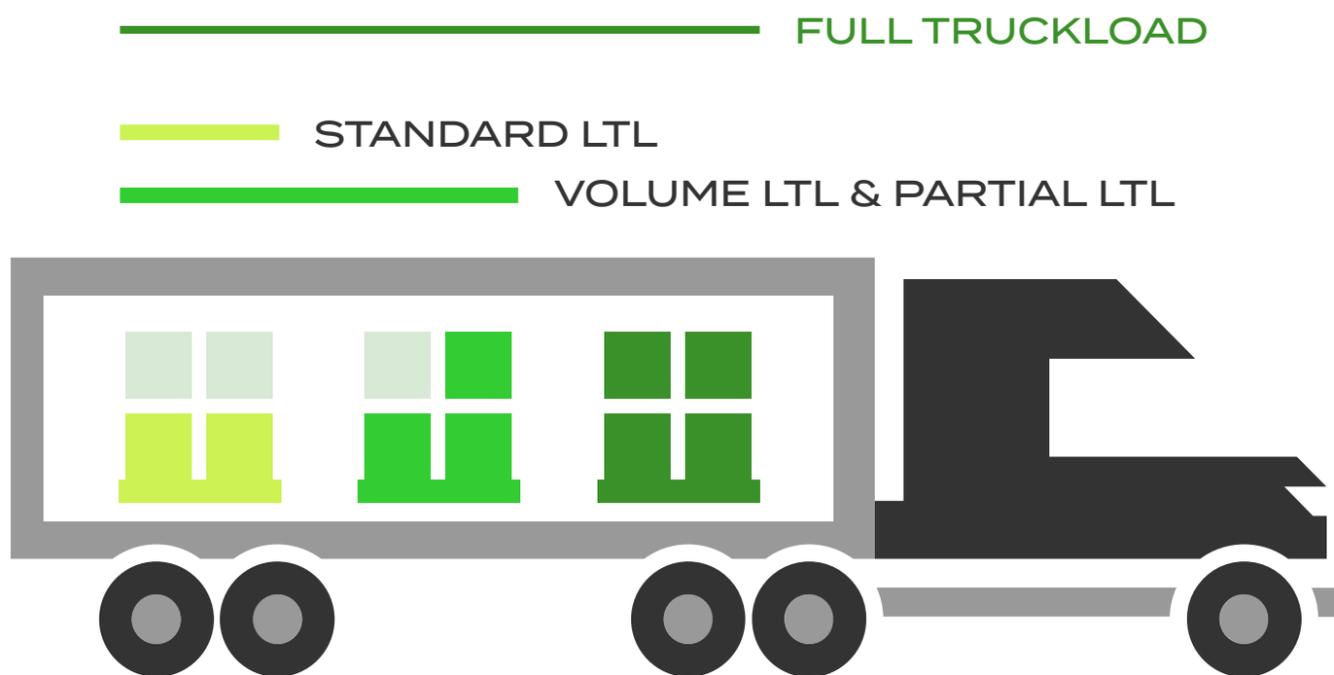
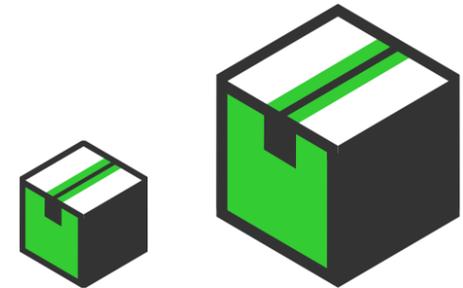
And once you've decided that it is, what comes next? LTL is a complex mode, and it's easy to slip up in costly ways if you don't know what you're getting yourself into.

This comprehensive guide to LTL covers the carrier landscape, quoting and booking essentials, what you can expect during your shipment, and strategies for evolving your approach to LTL as your experience grows.

And throughout, we point out places where working with a third-party logistics provider (3PL) can save you time, money and stress as your freight volume grows.

Know Your Modes: Multiple Ways to Ship LTL

There are two main types of LTL shipping. The one that is right for you will be determined by the amount of freight you have.



Standard LTL is for shipments of 1-6 pallets, or under 12 linear feet of freight.

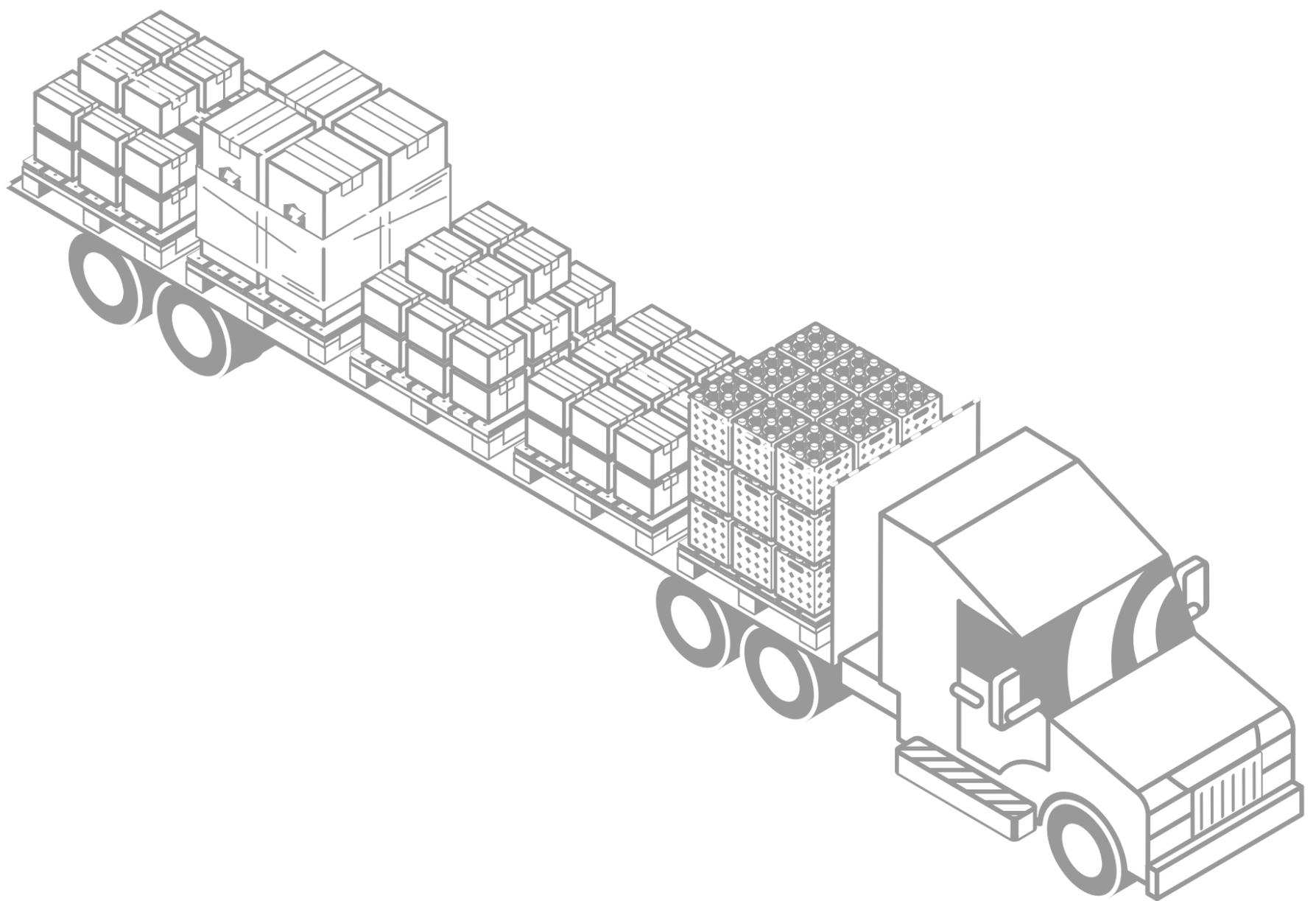
Volume LTL is for shipments of 7-12 pallets, or between 12 and 24 linear feet of freight.

Most LTL shipments fall into this category. Carriers prefer them, as they allow for more flexibility when loading their trucks.

Capacity for volume LTL shipments can be more challenging to secure than standard LTL due to the limited amount of opportunities out there.

Beyond these two options, you can also ship less than a full truckload of freight in a box truck or sprinter van for direct point-to-point service or in a partial or shared truckload.

These alternative modes are great for fragile or high-value shipments that could be at risk with the transloading and consolidation that occurs throughout typical LTL networks, but capacity for them can be harder to find.



BEFORE YOU QUOTE

Understanding the LTL Market

Once you've decided the best shipping option for your freight is LTL, your next step is finding a carrier to move it.

Before you even request a quote, you should get familiar with the LTL carrier landscape so you have an idea of who is out there and what shipping needs they're best equipped to meet.

In this section, we'll cover the different types of LTL carrier and their specific strengths, factors to consider when assessing whether a carrier is a good match for your business, and some reasons why a 3PL can make the whole process smoother.

LTL Market Overview



To understand why LTL shipping works the way it does, we need to first understand the carrier market.

To understand why LTL shipping works the way it does, we need to first understand the carrier market.

There are around 150 LTL carriers in the U.S. currently. No new carriers have entered the market since the 1980s, and that number has fallen from closer to 200 in recent years due to consolidations and closures.

Compare this to the extremely fragmented truckload carrier market – there are roughly 900,000 truckload carriers in the U.S. today – and you'll see that the LTL market is extremely consolidated.

With only a few LTL carriers responsible for covering the entire U.S., they rely on complex, precise operations to keep their freight – and your supply chain – moving.

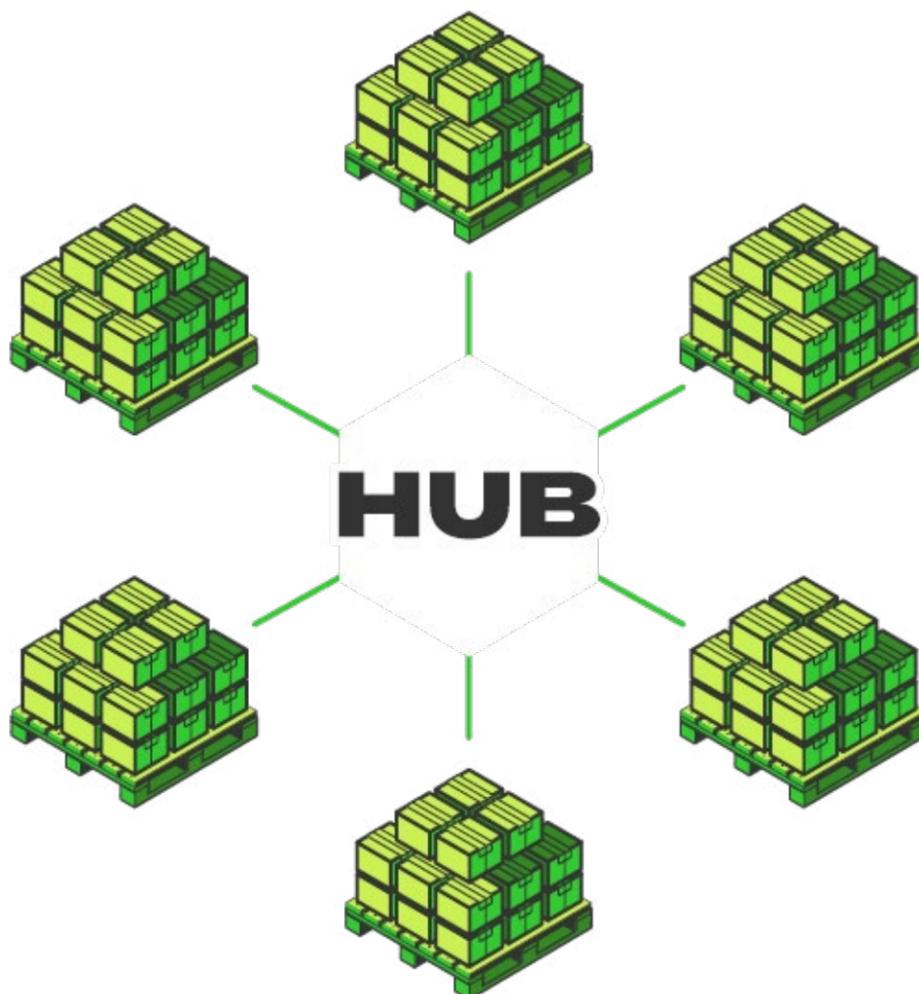
LTL CARRIERS:

Maintain high freight density consistently throughout their network

Consolidate and transload freight at terminals to optimize the efficiency of its movement

Transport freight between multiple terminals before its eventual final-mile delivery

This is called a “hub and spoke” model – freight consolidates at hubs and moves along spokes.



Again, compare this to the process for a full truckload shipment: When you ship a truckload of freight, a driver will pick it up and transport it directly to its destination with only stops for fuel and rest in between.

What does this mean for you, the shipper?

When you book an LTL shipment, you're setting a lot of parts in motion – and you need to understand each one to ensure you're getting the service you need without unnecessary expense.



The 7 Types of LTL Carriers

Not all LTL carriers are created equal. There are 7 distinct types of them that offer different services in different geographic footprints.

National: The largest LTL trucking companies, often publicly traded. These offer coast-to-coast, border-to-border coverage.

Multi-Regional: Service large areas made up of two or more regions, but without full national coverage. May be more reliable in their service areas than national carriers.

Regional: Maintain a strong presence and dense freight network in a single region. These may be smaller companies however, with less sophisticated technology than larger carriers.

Sub-Regional: Cover the smallest service area, often only between a few metro areas. If you have needs in lanes that they serve, you might find great service and attractive rates.

Asset-Light: Carriers that minimize the amount of trucks they own and drivers they employ. Rely on capacity from other providers and may utilize intermodal carriers for long hauls.

Load-to-Ride: Operate like multi-stop truckload carriers, collecting freight from several shippers and delivering it straight through. Specialize in bulky freight and long-range shipments.

Refrigerated: Operate similarly to load-to-ride carriers (few or no terminal stops). All freight on a refrigerated LTL carrier's truck must have the same temperature requirements.

PRO TIP

Although the top 10 carriers have a 68% share of the \$50 billion LTL market, bigger doesn't always mean better service for you.

Which LTL Carrier Is Right for You?

Keep these four tips in mind as you narrow down your search to get your freight on the right truck(s).



1 The best LTL carrier isn't always the cheapest.

In fact, the cheapest carrier isn't always the cheapest.

Even if you get quoted a low rate for your shipment, it could still end up

costing you more in the long run if it causes damages, delays or other disruptions to your operations.

However, if your needs match up perfectly with a carrier's capabilities, you can sometimes get the best service with the cheapest rate.

2 Consider these factors when choosing a carrier.

Network density (*number of trucks operating in your lanes*)

Available equipment (*refrigerated trailers, liftgates, etc. and associated surcharges*)

Service offerings (*indoor delivery, residential delivery, and any other accessorials and their fees*)

Ease of doing business (*convenience of their digital portal, how well their reps communicate*)

3 You can estimate how often your freight will change hands with a given carrier.

Try quoting the same shipment in the same lane with two different carriers.

If their estimates differ greatly, the carrier with the longer time likely expects your freight to stop and get transloaded more frequently.

4 Carriers don't disclose damage ratios, but a 3PL can tell you.

While damages are a part of life in LTL shipping, carriers are understandably hesitant to admit that it happens to them.

This is a place where 3PLs can really help you out. They've amassed enough operational data over the years that they can tell you exactly what percentage of a carrier's shipments result in a claim.

PRO TIP

The typical damage ratio for LTL carriers is 1-2%. Be wary of numbers higher than this.

Why You Should Work With a 3PL for Your LTL Needs

If you're nervous about how many details you need to keep in mind when choosing an LTL carrier, there's good news: You don't have to go it alone.



3PLs offer some real benefits in terms of cost, convenience and service when you use them to ship LTL.

Save you money by either offering more attractive blanket rates than you'll find on your own due to their relationships to carriers or by helping negotiate **customer-specific pricing (CSP)** on your behalf.

Find you the best service by tapping into their network of carriers to find one that matches your needs. They can even help you understand and pick between the different modes at your disposal.

Improve your carrier relationships by helping you set and track KPIs, communicating on your behalf, and handling damage claims.

Offer technology that makes shipping easier like instant online quoting and booking, tracking for multiple carriers in one place, and [API/EDI integration](#).

Simplify your internal operations and save your team time by consolidating points of contact, streamlining quoting and booking, and monitoring your network.

Grant access to a diverse carrier base that can help your evolving business meet new demands and pivot if your coverage is disrupted by closures or embargoes.

Help mitigate fees by establishing a favorable accessorial fee structure with carriers and educating you about best practices for avoiding oversize or reclassification charges.

PRO TIP

3PLs move so much freight with LTL carriers that they can get you better blanket rates and get common fees waived.

PREPARING TO SHIP

Quoting, Booking and Packing

You've identified the perfect LTL carrier for your shipment; now it's time to get a quote.

That's great news! But are you really ready for what comes next?

You always want to be as informed and detailed as possible when you request an LTL quote. If you start the process without all the details squared away, you could find yourself

dealing with subpar service, damaged freight and unexpected charges.

But if you take the time to prepare correctly, your freight should move smoothly without interruptions or surprises.

What Goes Into an LTL Quote

The first thing you should know is that LTL freight quotes aren't nearly as volatile as the ones you'll get from the full truckload spot market.



Consolidation in the LTL market – the 150 or so LTL carriers in the U.S. vs. more than 900,000 TL carriers – means that prices aren't set by the market in the same way.

HOW ARE LTL QUOTES PRICED?

LTL carriers use pre-determined rate matrices called “tariffs” that account for their service offerings, equipment, lanes and facilities.

While there are different tariffs for different customers and scenarios and they are subject to change, the rate you get quoted depends much more on the carrier's operational capabilities than supply

and demand forces in a shifting, fragmented market.

When you request a quote, you enter unique shipment details (*weight, class, volume, origin/destination*) into an algorithm. **The price you see is a representation of what it will cost an LTL carrier to move freight with those characteristics through their network.**

WHAT MAKES AN LTL QUOTE “GOOD”?

1 Affordability

Different LTL carriers have different networks and business models: They are not equally equipped to handle your freight at the same price and service.

The more quotes you're able to generate, the better you can learn whose network fits your cost needs.

2 Accuracy

LTL shipping is rife with opportunities to get charged more than you anticipate if you do not supply accurate information.

The best LTL quotes accurately reflect your needs so the amount you pay matches your quoted price.

PRO TIP

Always get multiple LTL quotes to learn which carriers fit your needs and which don't.



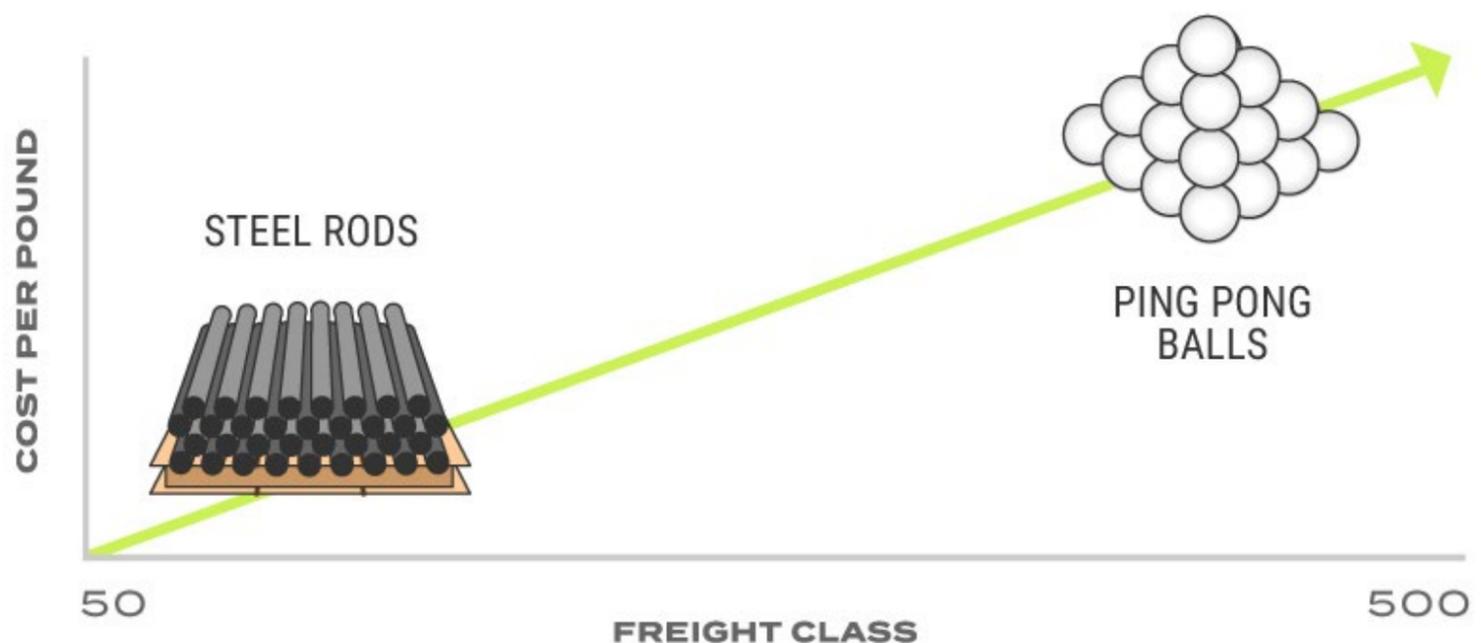
Determining Your Freight Class and NMFC Code

While you already know all the details about the commodity you need to ship, your carrier needs an easy way to get familiar with it. That's where freight classes and NMFC codes come in.

A key difference between LTL and full truckload shipping, freight classes are values that give carriers an idea of how efficient your freight is to move, how much effort it will take them to move it, and how much that effort will cost.

There are 18 freight classes that run on a scale from 50 to 500. They're largely a function of density, with the densest freight (i.e. nuts, bolts or steel rods) at the bottom of the scale and the least dense (ping pong balls, bags of gold dust) at the top.

Items with a lower freight class will have a **lower cost per pound** while items with a higher freight class will have a **higher cost per pound**.



But that's not all: Within each freight class, different commodities are assigned NMFC codes that indicate to your carrier exactly what is in your packages and what demands it will place on them.

Together, your freight class and NMFC code describe four different aspects of your freight to your carrier:

- 1 Density**
The weight per cubic foot of each piece in your shipment.
- 2 Handling**
Any unique care requirements prompted by your freight's fragility.
- 3 Stowability**
How easily your freight can fit into a trailer alongside other shippers' pallets.
- 4 Liability**
The likelihood of theft, damage or damage to nearby loads.

Whenever you request an LTL quote, your provider will ask you for this information so they can calculate an accurate rate for you. For instance, dense, regularly shaped freight that is easy to move and non-hazardous will be cheaper to ship than irregularly packaged glass containers of combustible material.

Even though you might be tempted, never try to sneak your freight into a lower (cheaper) class than it actually is. Your carrier will weigh your pallets and reclassify them appropriately – and fine you accordingly.

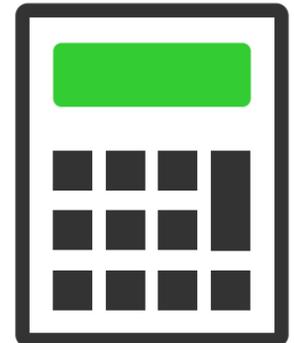
If you have any questions about your freight's class or NMFC code, you can have them answered by [working with a 3PL to quote and book your LTL shipment.](#)

PRO TIP

Use a freight calculator or work with a 3PL to ensure you classify your freight correctly.

Identifying Your Accessorials

While freight class and NMFC code provide your carrier with crucial information about your freight, they also need all the details about where it's coming from, where its going and what your timing needs are along the way.



That's where accessorials come in. While some shippers grumble at the frequency of these fees in LTL shipping, accessorials are actually an important system for ensuring your shipment gets the service it needs.

To avoid wasting your time and your carrier's, have all your needs clearly delineated at the quoting stage.

This will improve the quality of your service and help you build a strong relationship with your carrier that can pay off in the future.

Read our online glossary for details about the most common LTL accessorials, what you can expect to pay for them, and tips for avoiding or reducing some charges.

5 LTL ACCESSORIALS TO KNOW

Appointment Required

When pick-up or delivery can only occur at a specific time with an appointment made beforehand.

What you can expect to pay:

\$10-50

Guaranteed Delivery

When the carrier guarantees that they will meet the estimated transit time after picking up your freight.

What you can expect to pay:

A percentage of the total freight charge

Inside Pick-Up/Delivery

When the driver is required to bring freight inside a building at the point of delivery or retrieve it from inside at the point of pick-up.

What you can expect to pay:

\$50-125

Lift Gate

Specialized equipment at the rear of the truck that can move freight from the trailer down to the ground. It's used for pick-up or delivery locations that do not have a loading dock.

What you can expect to pay:

\$50-125

Reconsignment

When you change the delivery address for your freight after it has already been picked up by the carrier.

What you can expect to pay: **\$50-100, plus revised freight charges**

PRO TIP

Integrating with your provider's technology is a great way to keep your accessorial spend accurate and consistent.

Packaging Your LTL Shipment

Finally, it's time to make sure your freight is as prepared as it can be for its journey.



Much of LTL shipping is out of your hands, so it's very important to nail down the factors you can control to help you avoid damages as your freight is handled and transloaded.

This means packaging your freight as securely as possible and labeling it to indicate handling requirements that will minimize its exposure to damage.

1 Wrap it up tight.

The money you'll save by skimping on pallet wrap is nothing compared to the losses you can incur when your fragile freight shatters. Give your freight the padding it needs, every time.

3 Stack it evenly.

LTL carriers stack pallets to utilize all three dimensions of their trailers' volume. If yours winds up on the bottom, it may be crushed if it can't evenly distribute the weight of the pallet above it.

2 Keep it inside the pallet.

The money you'll save by skimping on pallet wrap is nothing compared to the losses you can incur when your fragile freight shatters. Give your freight the padding it needs, every time.

4 Label it clearly.

See above re: the three-dimensional space of a trailer. If your freight can't have anything stacked on top of it, all handlers of your freight absolutely must be able to see this quickly and clearly.

Damages do happen in LTL shipping – on average, 1-2% of the time. If you want to minimize your freight's chances of contributing to this statistic, it's essential to take care at the packaging stage.

PRO TIP

Check out our [guide to LTL freight claims](#) for more info about standard processes, common claims and best practices.

WHEELS ON THE ROAD

What Happens During an LTL Shipment

You've quoted. You've booked. You've packed up your freight tightly and safely. Now the time has come: Your LTL shipment is ready to move!

It's time to get familiar with exactly what the entire process will entail. Learn what will happen at pick-up, at delivery and along the way in between, and find out what you can do to tailor the process to your needs.



Understanding Pick-Ups and Deliveries

The first thing you need to know is that the default setting for LTL shipments is first-come, first-served pick-up and delivery windows rather than specific appointments.

If you've shipped full truckload before, this might come as a bit of a surprise, but like most of LTL's peculiarities, it's rooted in the operational model that LTL carriers use. Because they need

to maintain constant freight density throughout their network, they design routes for their fleet to ensure their trucks are full as often as possible.

What to Expect for Your Pick-Up

You'll agree to a firm pick-up date during quoting, but **it's not up to you precisely when a driver will arrive to pick up your freight.**

LTL carriers will give you a **pick-up window of two hours or more** rather than committing to a specific appointment.

Their **drivers make as many as 15 stops in a single day**, so they need to set reasonable expectations for both drivers and shippers with a flexible window.

What to Expect for Your Delivery

You'll request a target delivery date at the quoting stage, **but the carrier will not commit to it firmly.**

Their ability to meet this date **depends on the number of stops your shipment must make** to get from its origin to its destination across the carrier's network.

The more facilities it arrives at along the way, **the greater the chance your delivery might be delayed by a day or more.**

However, you can get a bit more control over the timing of your shipment – if you're willing to pay for it. Pick-up appointments and guaranteed deliveries are two of the

more common [LTL accessories](#). You can request them when you get a quote alongside your other service requirements to ensure your needs are met.

PRO TIP

If you're willing to pay for it, you can get more precision for both pick-ups and deliveries.



Tracking Your Shipment

As with pick-ups and deliveries, tracking your LTL shipments is all about having the right expectations.

There's no point in dancing around it: LTL tracking is less responsive than you might be used to from either full truckload shipping or parcel shipping.

WHAT YOU WON'T GET

Real-time updates from a GPS-enabled device or ELD

WHAT YOU WILL GET

A much more manual process that involves either calling your carrier representative or checking in on your shipment via a website.

WHY?

Remember that your freight may not be moving in a particularly straight line from its origin to its destination in an LTL network.

Carriers are often reluctant to pull back the curtain and let shippers see that their pallets are sitting in a facility in Indianapolis when they're supposed to be moving from Atlanta to New York, for instance.

WHAT YOU CAN DO ABOUT IT

You can't really make the process more user-friendly for any individual shipment, but you can make it run more smoothly for all your LTL shipments together.

The best thing you can do to make tracking easier is to ship LTL with a 3PL.

A 3PL can be your centralized point of contact for all the carriers in your network, which means you only need to check in with one rep or in one online portal to get all your updates at once.

NEXT STEPS

Expert-Level LTL Shipping Strategies

With a few successful LTL shipments under your belt, you're probably getting fairly confident in your abilities. You've mastered quoting, booking, packaging, and pick-up and delivery days.

But if you're ready to really ship LTL like a pro, it's time to take a more strategic look at how you're going about it.

As your shipment volume increases, you should start thinking about procuring consistent carriers for your growing network, securing contract pricing and using all the tools at your disposal to monitor and optimize your



Building a Carrier Network

As you get more comfortable with your LTL shipments, you'll start to get better at recognizing which carriers are proving more reliable at giving you the service you need at a rate that works for you.

Your next move as a growing shipper, then, is to start building out a network of carriers that can comprehensively meet your entire set of shipping needs.

1 Work with multiple carriers *(but not too many).*

The money you'll save by skimping
You never want to put all your eggs in one basket, but you also should avoid overextending yourself. You need to be able to tender enough freight to each carrier in your network to make it worth their time to work with you.

3 Run a thoughtful procurement event.

Utilize your in-house tech and human resources appropriately, ensure your procurement goals are aligned with your operational goals, and be sure to communicate openly to avoid biasing the event toward your incumbents.

Here are **five** tips for setting an LTL carrier procurement strategy that should result in reasonable prices and strong relationships:

2 Mix different types of carriers for specific needs.

Think back to the 7 types of LTL carrier and utilize each one when it makes sense. Have a consistent lane from Phoenix to Anaheim? Lean on a Southwest regional carrier for better capacity and rates for that freight.

4 Ask the right questions.

Find out whether the carriers you're considering have high volume in your lanes, have enough of any special equipment you need, offer guaranteed delivery to your destination zip codes, and so on.

5 Work with a 3PL.

They have a wealth of operational data on hand that you can use to assess whether a carrier is a good match for you, and they may even be able to help manage your RFP.

PRO TIP

For the fairest procurement event, be sure all your operational data is communicated clearly to both incumbents and new entrants.

LTL Contract Pricing

Enjoying a productive relationship with an LTL carrier but not quite satisfied with your rates?



Maybe you're encountering an abundance of accessorial fees that are making your spend unpredictable, or perhaps you're just getting tired of spending time and resources quoting and re quoting and re quoting again.

If this is the case, it might be time to move beyond your carrier's blanket rate, or their standardized rate structure (i.e. a pricing matrix) they use to cover all their standard shipments.

It might be time to start the conversation about customer specific pricing (CSP).

CSP is a special, guaranteed rate prepared for a single shipper for a specific lane, group of lanes or origin. **You might be a great candidate to pursue it if:**

Your freight class is especially **high or low**

You require **extra service** beyond the LTL norm

Your freight shape is **irregular**

You're moving more at least **100 shipments per month** that meet one or more of the above criteria

You need **special equipment** to move your freight

If you decide to go the CSP route, you or your 3PL will need to provide your carrier with the following information:

- | A **letter of authorization** giving your provider legal authority to negotiate on your behalf

- | Shipment-level **operational data** for at least one month (but up to a year is preferable)

- | **Photos of your freight** to ensure it does not expose your 3PL to undue damage claims

- | **Pricing parameters** you will accept (base rate, accessorials, fuel table)

- | **Density** of your pallets (i.e. freight class)

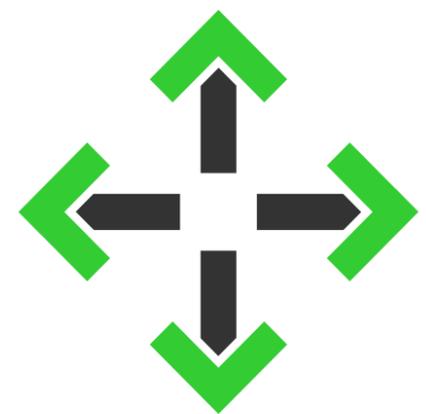
For all of these points, accuracy and detail are key. The better data you can provide, the more straightforward and productive the conversation should be with your carrier.

PRO TIP

Consider getting CSP if your annual LTL freight spend exceeds \$200,000 or you're moving more than 100 shipments per month.

Managing Your Carrier Network

A growing number of LTL shipments and carriers is undoubtedly a good sign. It means your business is booming!



A growing number of LTL shipments and carriers is undoubtedly a good sign. It means your business is booming!

However, as your shipping volume grows, so too does the number of moving parts you need to keep track of in your supply chain. You want to be sure your carriers are operating at peak performance to keep your freight moving without interruption.

There are several steps you can take to monitor and optimize your carrier network – and they all start with generating the right data.

Key performance indicators (KPIs) are the benchmarks you set for carriers to meet over the course of their relationship with you.

Some common ones that LTL shippers use to monitor their networks are:

On-time pick-up

Did the carrier arrive when they said they would?

Cost

Am I paying a reasonable rate?

On-time delivery

Did they hit their delivery date target?

Invoice accuracy

Does the freight invoice after shipment match my expectations?

**Incidence of claims/
damages**

Does my freight usually arrive intact?

Once you've established your KPIs, communication is the name of the game. You need to communicate them clearly to your carriers and establish a regular cadence for reviewing their performance against them.

Communication isn't just about keeping their performance high – it can also help keep your costs down. LTL carriers are adept at pricing their relationship with you based on their cost to serve you. The better a communicator you are, the less time they will waste hammering out your shipment details with you.

And when carriers save time in their interactions with you, you will typically stand to save money.

PRO TIP

Use carrier scorecards to monitor their performance against your KPIs and lay the groundwork for improvement.



Technology for LTL Shippers

Even if you've mastered all the tips, tricks and strategies of a successful LTL shipper, they still demand a great deal of time and energy to execute.

There are powerful tools out there, though, that can automate many of the day-to-day tasks of managing your LTL supply chain.

API or EDI integration between your internal software and your provider's system offers **5 key benefits** for the sophisticated LTL shipper:

1 Save your team's time...
and boost the bottom line.

If you are leaning on your sales team to complete logistics tasks, your taking away potentially profitable time they could be spending selling.

2 Minimize opportunities
for errors.

Integration drastically cuts down on manual data entry, which means if volumes, weights, NMFC codes and so on are entered correctly once, they're correct every time.

3 Work in a familiar platform.

There's no need to learn a new tool or online portal for an individual carrier. When you're integrated, you can work comfortably in your internal TMS, ERP or other software.

4 Get tracking updates in real time.

Even though LTL tracking is always a bit inconsistent, data integration will ensure that any update that's available to your provider is instantly available to you as well.

5 Eliminate billing discrepancies and control costs.

Integration gives you a clear window into instances when your quoted rate doesn't match your final bill. It can help you improve your accessorial management or let you know when to pursue CSP.

PRO TIP

Most provider APIs and EDIs can integrate with ecommerce, TMS, WMS, ERP or accounting software.

COYOTE LOGISTICS

The Best Way to Ship LTL Like a Pro?

Ship With the Pros

You're already aware of the benefits 3PLs can provide to your LTL shipping experience. What you might not know is just how far Coyote exceeds those standards.

WHEN YOU SHIP LTL WITH US, YOU GET:

- 1** **Connections to carriers across North America**, of every type and suited to any freight profile.
- 2** **Great blanket rates** based on our longstanding relationships with carriers, our high volume of freight tendered and our reputation as a leader in the space.
- 3** **Access to a team of LTL specialists** who can help you set and track KPIs, manage procurement, request CSP, handle damage claims and more.

4 Instant quoting, booking, tracking and invoicing for all your shipments at your fingertips through [CoyoteGO®](#), our powerful digital freight platform.

5 API/EDI integrations that are truly game-changing for the growing LTL shipper.

Don't believe us? Hear some of our satisfied shippers back us up.

Find out how our LTL pros and top-of-class technology solutions [helped Bootstrap Farmer optimize their supply chain](#) to get tools, seeds, soil and more in their customers' hands ASAP.

Learn how [BBQGrills.com saved 35% on LTL shipping costs](#) (including 75% on damaged freight claims) by leaning on our team of experts.



FIND OUT WHY WE'RE TRUSTED WITH **MORE THAN 1,400 LTL SHIPMENTS EVERY DAY.**

[GET AN INSTANT LTL QUOTE](#)

[TALK TO AN LTL SPECIALIST](#)