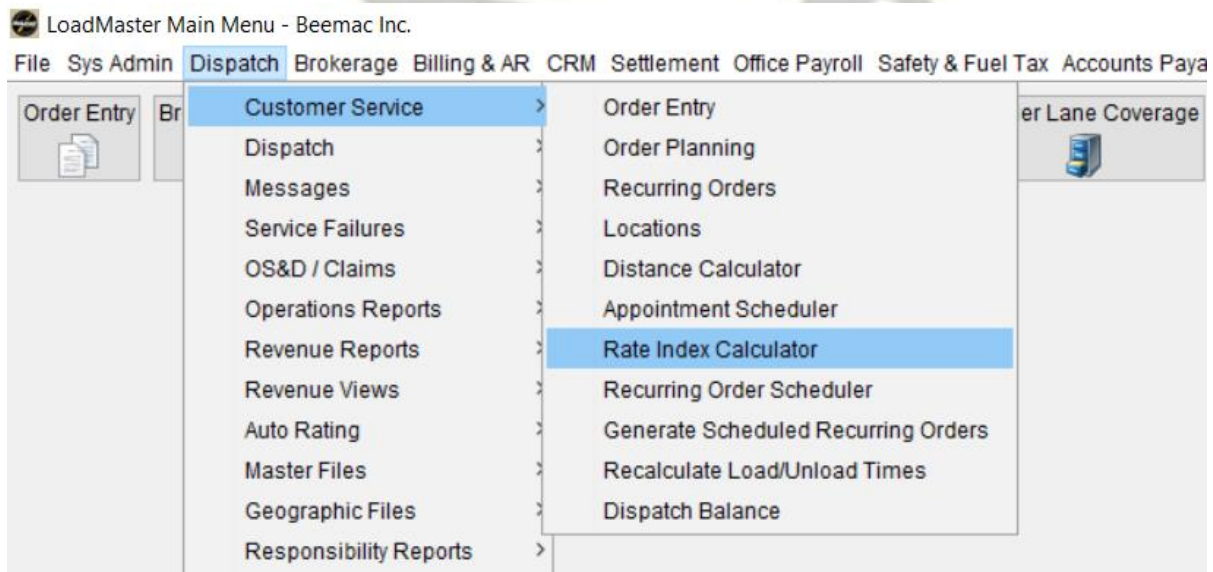




How to use Rate Index Calculator

The Rate Index Calculator in McLeod is a helpful tool for our sales and operations team to gauge where the market is with actual data. To access the tool, follow the below steps:

From the main menu select Dispatch → Customer Service → Rate Index Calculator





The following screen will pop up and the user will enter the origin, destination, equipment type and the amount of margin desired

Rate Index Calculator - Beemac Inc.

Calculate Swap Clear Exit

Origin City/State/Zip: BIRMINGHAM, AL 35201 Miles: Fuel Distance Exclude fuel surcharge

Destination City/State/Zip: PITTSBURGH, PA 15122

Trailer type: Flat

Margin %: 20%

	Market Insight Spot Rate	BEMC Spot Rate	Market Insight Billed Rate	BEMC Billed Rate	DAT Spot Rate	DAT Contract Rate	Truckstop.com Spot Rate	Truckstop.com Billed Rate
O/D miles	756	0	761	764	755	755	879	882
Linehaul rate	\$1.88	\$0.00	\$2.55	\$2.11	\$1.92	\$2.24	\$1.90	\$1.66
Fuel surcharge	\$0.31	\$0.00	\$0.30	\$0.48	\$0.36	\$0.36	\$0.33	\$0.33
Total rate	\$2.19	\$0.00	\$2.84	\$2.59	\$2.28	\$2.60	\$2.23	\$1.99
Miles	749	749	749	749	749	749	749	749
Linehaul	\$1,408.12	\$0.00	\$1,909.95	\$1,580.39	\$1,438.08	\$1,677.76	\$1,423.10	\$1,243.34
Fuel surcharge	\$232.19	\$0.00	\$224.70	\$359.52	\$269.64	\$269.64	\$247.17	\$247.17
Total charge	\$1,640.31	\$0.00	\$0.00	\$0.00	\$1,707.72	\$0.00	\$1,670.27	\$0.00
Margin	\$411.95	\$0.00	\$0.00	\$0.00	\$426.93	\$0.00	\$419.44	\$0.00
Total sell	\$2,052.26	\$0.00	\$2,134.65	\$1,939.91	\$2,134.65	\$1,947.40	\$2,089.71	\$1,490.51
Tolls	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Confidence					34			
# of reports	4	0	10	2	11	11	230	50
# of companies	3	0	5	1	9	3		
Time frame	60 days	1 days	7 days	365 days	15 days		7 days	365 days
High linehaul	2.1290	0.0000	2.6900	2.2100	2.3900	2.5300		
Low linehaul	1.3240	0.0000	2.2000	2.0130	1.5700	2.0300		
Origin market	AL-BIR	35201	AL-BIR	AL-BIR	Birmingham Mkt	Birmingham Mkt	st2st-BIRMING...	st2st-BIRMING...
Dest market	PA-PIT	15122	PA-PIT	PA-PIT	Pittsburgh Mkt	Pittsburgh Mkt	st2st-PITTSBU...	st2st-PITTSBU...
Request date	10/16/2019 1510	10/16/2019 1510	10/16/2019 1510	10/16/2019 1510	10/16/2019 1510	10/16/2019 1510	10/16/2019 1510	10/16/2019 1510

Understanding the columns:

Market Insight Spot Rate – average of quotes entered in McLeod from other companies that use the software (not Beemac)

BEMC Spot Rate – average of quotes entered in McLeod by Beemac

Market Insight Billed Rate – average of actual loads invoiced in McLeod from other companies for that similar lane

BEMC Billed Rate – average of actual loads invoiced in McLeod by Beemac for that similar lane

DAT Spot Rate – the average cost to the truck according to DAT for the time frame specified (look at the total charge line for truck rate – total sell includes the margin selected)



DAT Contract Rate – the average reported contract rates with shippers to DAT

Truckstop.com Spot Rate – the average amount that similar load is posted on ITS for (look at the total charge line)

Truckstop.com Billed Rate – the average amount that companies have reported to ITS for invoicing for that similar lane

The user can pick what rate they want to use or do an average. Keep in mind that this is just data to help guide the user to establish a rate with their customer.

