



# DRAYAGE TIPS

## MAIN TOPIC

## HOW TO HANDLE A DRAYAGE SITUATION LIKE A PRO

### BASIC INFO

- 90% of everything moves in a container

#### Standard sizes:

- 20' x 8 x 8'6"
- 40' x 8' x 8'6"
- 40' x 8' x 9'6"

- Intermodal/drayage carrier operate on a separate load board and carrier portal:

- loadmatch.com
- drayage.com

- Basic moves:

- Picking up empty containers at the port - Live load at customer facility - Return loaded to port
- Picking up loaded containers - Live unload at customer facilities - Return empty to port
- Picking up loaded containers - Storage at warehouse - Return of empties to port

- All freight is then shipped again

### SELLING

- Customers assume brokers don't handle drayage and will not volunteer that they have port freight. YOU MUST ASK FOR IT.
- If you earn the freight from the port, you have an easy bid for the next leg as well.
- Common knowledge and asking the right questions will differentiate you from other agents:
  - What shipping line is this coming on?
  - What's the timeline to pick and return?
  - Will this be going out on a truck, rail, or in storage afterwards?
  - Is this a project run or consistent volume?
- Build a carrier base in the ports you are operating out of. They will be your best resource for quoting, planning, and offering volume capabilities.

### QUOTING

- Understand the full scope of the project:
  - True # of picks and drops
  - Timeline
  - Port congestion times
- Flatbed rates will be close to actual rate or container runs. However, having a carrier base available to call on for immediate spot rates is invaluable.