

Course Title: The Importance of Accurate Dimensions for LTL, and How They Are Captured

Abstract:

LTL (less-than-truckload) carriers specialize in transporting shipments weighing from 150 pounds to 10,000 pounds. Many people don't understand that what these carriers sell is space on their vehicles. Knowing the exact, accurate dimensions for each shipment allows them to cost & price them so that they, the carriers, can make a reasonable profit but still be price competitive.

In this session you will learn how LTL carriers confirm shipment dimensions, in addition to their weight. Since most LTL trailers are filled up (cubed out) before they reach full legal weight, it is more important than ever for the carriers to know shipment dimensions. For the last 12-15 years carriers have been employing dimensioning machines in their efforts to capture this vital data. Not only does having this data insure they understand their costs, but it also helps them in planning loads to most efficiently utilize their vehicles.

Through this course you will gain an understanding of the various dimensioning devices used by LTL carriers, how they work, and what the carriers do with the data collected. In addition, shippers might profit by using such devices to insure they can avoid rebills by the carriers, costing them more than was expected.

Organization: Newell Enterprises, LLC

Newell Enterprises offers expert consultation to anyone involved in or interested in becoming involved with the LTL Motor Carrier industry. Mr. Newell specializes in revenue protection through helping all interested parties understand the costs associated with the industry, specifically the impact of NMFC® Classification, accurate weights, and of more importance daily, precise and valid shipment dimensions.

Website: NA



Instructors: Don Newell

Don Newell is a graduate of the University of Pennsylvania, longer ago than he likes to recall. As an employee of NMFTA, he was a member of the Commodity Classification Standards Board (CCSB), the autonomous board that maintains and updates the NMFC, for 10 years prior to his retirement last year. Before joining NMFTA he spent 28 years with a major national LTL carrier where he managed the company's Weighing and Research (W&R) programs.

An expert in providing classification interpretations to carriers, shippers and 3PLs, Mr. Newell joined NMFTA in 2004, where he developed and implemented their W&R educational programs. For the last several years of his NMFTA tenure he represented NMFTA at a variety of conferences and meetings.

Since retirement Mr. Newell has been an independent consultant to the LTL industry and businesses interested in doing business with LTL Motor Carriers. He recently moved with his wife to Ohio to be closer to their son and his family. As a leader in the W&R field he is eminently qualified to speak on processes and tools used in that endeavor.

Session POC: Don Newell, Newell Enterprises, LLC, don.newell.2018@gmail.com, (717) 557-7376

NDTA Transportation Academy Coordinator: Irvin "Irv" Varkonyi, NDTA HQ
ivarkonyi@ndtahq.com // 703-863-9686 // Skype – Ivarkonyi // Fairfax, VA

DoD Transportation Academy Coordinator: Tim Ringdahl, USTRANSCOM
timothy.p.ringdahl.ctr@mail.mil // 618-220-4126 // Scott AFB, IL