

When It Makes Sense to Move from LTL to FTL Freight

Understanding your freight shipping options can save you money and increase shipping efficiency.

As a small to mid-sized business shipper, you might think less-than-truckload (LTL) shipping is the most economical option for your freight shipments.

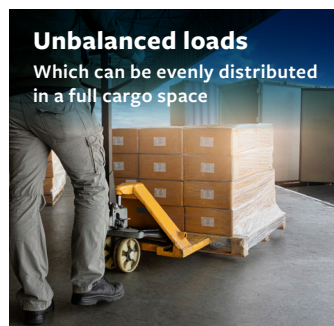
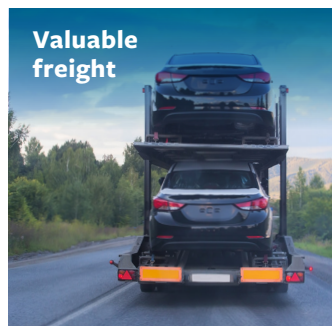
But that's not always the case. LTL freight is most often utilized when your shipment does not require a full truck's worth of space, doesn't need special care and/or when timing isn't critical. That's when LTL shipping and sharing space on a truck with other companies can save on shipping costs.

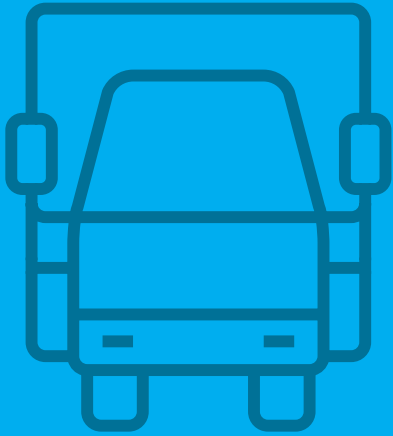


However, when your shipments don't fit neatly into those categories, full truckload (FTL) shipping could be a better choice for handling your goods and providing savings for your budget. Often, combining these two shipping services as a regular part of your logistics solutions is the best strategy. An industry-leading third-party logistics (3PL) partner can help you determine when FTL is the better choice.

Common Types of FTL Shipments

With FTL, you will have access to the entire truck and can fill it completely. However, it doesn't mean you have to. In fact, using only part of the truck's cargo space is a common reason to choose this mode. When you have the flexibility of selecting between FTL and LTL shipping, you may want to ship full truckload instead of sharing space for these types of shipments (even if you don't fill the truck):





FTL Freight Carrier Shipping Equipment

Shipping with an LTL carrier typically limits your choice of truck to dry van (usually a fully enclosed semi-trailer), box truck or reefer truck (also known as refrigerated trucks). That means not all shipments are made for LTL freight shipping. When shipping FTL, **you have more truck options**, including:

- » Flatbed trailers
- » Removable goosenecks
- » Single drop decks
- » Dry van trailers
- » Double drop trailers
- » Sprinter van
- » Tanker endorsement
- » Reefer trucks

What are the differences between LTL and FTL pickup and delivery services?

Loading



LTL drivers will load your cargo for you since properly balancing multiple shipments in the cargo space is important for safe transit.



FTL sometimes requires you to load your cargo or driver's assist can be arranged for an additional fee.

Delivery



LTL trucks make multiple stops to accommodate multiple loads, so they'll give you a wider delivery window.



FTL can accommodate precise pickup and delivery times needed.

Time Sensitivity



LTL can be delivered to a cross-docking station where they're unloaded, sorted and loaded on other trucks for distribution.



FTL carriers pick up from one location and drop off at another, making this the optimal choice for time-sensitive deliveries.

Accessorial Fees



LTL shipping may include accessorial fees for extra services and attention.



FTL shipment rates sometimes include the extras when requested up front.





FTL Freight Pricing: 3 Things to Consider

1

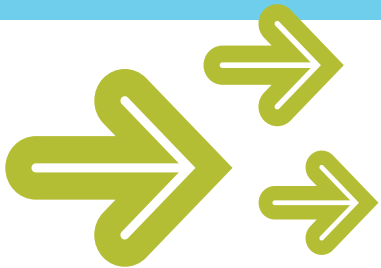
LTL shipments share space with other companies, so carriers base the rate mainly on the shipment's freight class — its density, stowability, ease of handling and liability. If you list the wrong freight class (there are 18 to select from) the carrier will charge you a reclassification fee. Plus, you may be charged accessorial fees for any additional services that are needed for delivery.

2

FTL pricing is less complex, and freight class isn't even considered. Because FTL freight uses the entire cargo space, carriers determine the rate based mainly on the type of truck you need and the market value (supply and demand) of the cargo space. You may be charged accessorial fees, but most of the services are included in the rate.

3

Unless you regularly ship FTL with the freight carrier, you'll be charged a spot rate, which can fluctuate daily. If you ship often, the carrier might agree to a contracted rate. Working with a 3PL gives you the best of both worlds where experts negotiate rates on your behalf, no matter how often you ship FTL.



How a 3PL Can Help Determine When to Ship FTL

Companies may not always be aware that they can move [between LTL and FTL](#) or when it makes sense to do so. One of the many advantages of working with a 3PL is its relationships with both LTL and FTL carriers, making the switch between the two services seamless. Plus, a 3PL has the expertise to analyze when a move to FTL makes sense for the company's product, timing and budget.



Worldwide Express is here to help!

Do you have questions about when to use LTL and FTL freight solutions? **Worldwide Express is an industry-leading 3PL** with more than 30 years of experience in shipping. We offer a full suite of shipping solutions along with access to our freight carrier network of 75+ LTL and 85,000+ FTL carriers.

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Connect with one of our experts to learn more.

