



THE MASTER LIST OF ACCESSORIALS

for shippers

Your guide to avoiding unnecessary freight costs & strengthening carrier relationships



COVER ALL YOUR BASES... IN ADVANCE.

Detention... Lumpers... TONU...

It's the stuff we don't really want to talk about, but it's important that we do.

Accessorial charges are a part of the business.

Not every freight shipment is the same... some loads require special handling... and, well, things happen on loading docks... on receiving docks... and on the open road.

Truth is, logistics isn't always easy or smooth.

Welcome to the world of accessorial fees... totally legit charges applied to a freight bill after shipment for additional services the carrier provided.

While you can't eliminate them, you can address them up front with your carriers and shipping partners.

Having a list of pre-determined accessorial charges helps you better anticipate, mitigate, manage, and in some cases prevent any unnecessary charges.

It'll also build better carrier relations and reduce some of the freight stress...

Because this is so important, the team at FLS put together this Master List of Accessorial charges.

It covers the 28 fees and charges you need to discuss with your carriers and partners before tendering any load.

It's the A-to-Z guide of accessorial charges... it includes an explanation of each fee, the standard industry rates, as well as tips on how to handle them like a pro.

Pull it up, print it out, keep it nearby. This little sucker's going to be your shortcut to success when it comes to calculating extra costs, becoming a shipper of choice & eliminating some of the freightmares.

Here you go...

THE 28 ACCESSORIAL CHARGES AND HOW TO HANDLE THEM

1

Additional Stops (TL)

If a driver is required to stop at multiple locations to either pick up or deliver a shipment, an additional stop charge may be applied to your freight bill in addition to all other charges.

PRO-TIP

Make sure your pallets are loaded according to stop order. First delivery pallets should be loaded in the tail of the truck. Likewise, middle stops should be loaded in the middle of the truck and last delivery stop in the nose of the trailer.

The Standard: \$50/stop for any more than 1 pickup and 1 delivery location.

2

Advance Notification (Typically LTL, but also TL)

If the carrier needs to notify the receiver before making a delivery, an extra fee may be applicable in addition to all other charges.

PRO-TIP

In the event a notification is needed, it's extremely helpful to let your transportation partner know why. Does someone need to meet the driver? Is a gate closed and needs to be opened? Does dock space need to be cleared to make room for the delivery?

The Standard: \$0 - \$50

3

After-Hours or Before-Hours Deliveries

Deliveries requested outside normal operating hours (8 a.m. - 5 p.m.) may cost extra depending on how late or how early the pickup/delivery is occurring.

PRO-TIP

Every carrier will give you a different answer about how much this will cost. In addition to linehaul and fuel, you should expect an additional cost depending on which carrier your transportation partner books on the shipment. Hours of service for drivers also come in to play with this based on how many hours they have left to operate, as well as what loads they have planned afterwards.

The Standard: \$150 - \$250



4

Blind Shipments

A blind shipment is when one or more parties to a shipment don't know the identity of the shipper and/or receiver. A blind shipment service must be requested before freight pickup and will incur an additional fee on top of all other charges. A shipment can also be double blind. This means the shipper is also kept in the dark as to where the shipment will be delivered.

PRO-TIP

It's important to use a transportation provider you trust to handle this special type of service. Protecting your business is crucial and a little like a game of poker. Everyone wants to see what cards you're holding. Be sure your instructions are clear as to what parties will be blind to the actual locations. Have your provider clearly spell out in their paperwork what needs to happen. Double check your real Bill of Lading as well as the blind Bill of Ladings.

The Standard: \$50 - \$100

5

Corrected Bill of Lading

If a carrier is required to make any changes to the original bill of lading, including changing the billing terms, an additional charge may be applied.

The Standard: \$25 - \$100 depending on carrier

6

Detention (TL)

While shipping contracts may account for some detention time, detention charges apply if a driver is delayed at a shipper/receiver location for an excessive amount of time (over 2 hours). Detention is one of the most common truckload accessorial charges.

PRO-TIP

To avoid detention at both pickup and delivery locations, it's crucial you communicate with your transportation provider about how long, on average, it takes to load at both the pickup and delivery facilities. Any floor loaded items will take significantly longer than 2 hours.

Do yourself a favor and call your vendors and customers and ask them what the average load/unload time is. Then communicate this to your provider. The packaging and handling type may also affect loading/unloading times. If lumpers are being used at a facility, ensure there's enough personnel on site to load/unload in under 2 hours.

The Standard: \$40/hour

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Diversion Miles/Reconsignment (LTL & TL)

If a carrier has to drive to a different location upon arrival at the shipper's or receiver's address, a fee for lost fuel and time may be charged.

PRO-TIP

Double and triple check your paperwork before you tender your shipment to a transportation provider. We all know things move fast in this business and mistakes can be made.

The Standard: Usually this will be the rate per mile multiplied by the additional miles; however, this is a variable cost from carrier to carrier, and situation to situation.

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Driver Load/Unload (TL)

If a driver is required to load or unload freight, an additional labor charge is applied to the final bill.

PRO-TIP

Like detention, all you need to do is simply place a call to both the pickup and delivery locations and ask what's needed from the driver upon arrival to complete a successful delivery.

Drivers don't like surprises, and some aren't physically capable of performing this task. Imagine checking a bag at an airport, and the attendant asks you to walk out onto the tarmac and load it into the cargo hold yourself. It's the same for drivers. If they're asked to perform this function and it's not agreed upon when the shipment is set up, it's not uncommon for drivers to ask for more than the standard hourly rate.

The Standard: \$50/hour

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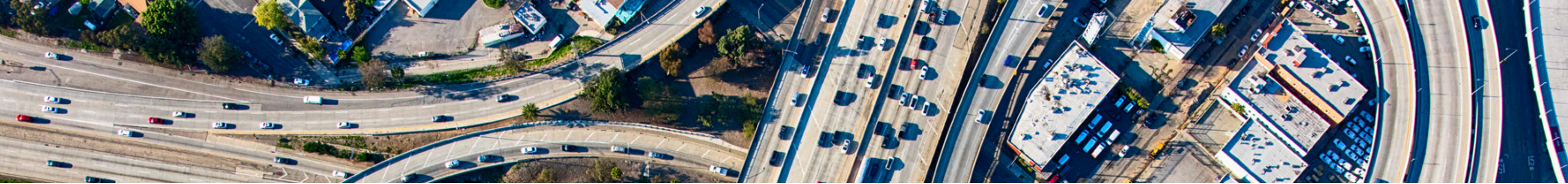
Exhibition Shipments

Shipments destined to or returning from convention centers may be subject to an additional fee. This can be comparable to detention costs.

PRO-TIP

If you've ever been to a tradeshow or convention, there are typically hundreds of booths set up. Can you imagine how many trucks need to show up to just a handful of docks to deliver all of those booths? Wait time is usually excessive at large events and can cause drivers to sit in line for 4+ hours. Check with your event coordinator about the delivery windows, number of loading docks, and expected wait time for drivers.

The Standard: \$50/hour



10

Extra Labor / Helper / Lumper

Upon request for a carrier to supply additional manpower to support the driver, an additional labor fee will apply.

PRO-TIP

Get in touch with your delivery locations and ask how shipment is typically unloaded. Do they have warehouse staff on-site to unload or do they call in outside lumper firms to help? As strange as it may seem, drivers are the ones charged for this service. They in turn pass these charges onto their customers. A wrongly held assumption is that the facility pays for these services.

The Standard: This is a highly variable cost, anywhere from \$50 - \$150/hour.

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Hazardous Materials

Hazardous Materials (HAZMAT) require proper documentation and transport. The added health risk, extra paperwork, and special handling are compensated for through a hazardous materials accessorial fee.

PRO-TIP

Whenever you're dealing with specialized shipments, it's crucial to give your transportation partner more than 72 hours lead time to pick up. Sourcing a dry van is one thing but finding a carrier with the proper placards for your specific HAZMAT material is another. There's far less capacity in the market for HAZMAT certified trucks than for standard equipment.

The Standard: \$250 - \$500

12

Fuel Surcharge

A fuel surcharge prevents a carrier from having to forecast the cost of fuel and is subject to the price of fuel in effect at the time and place of shipping.

PRO-TIP

Keep your eye on the national average for an idea of fluctuations in the rate per mile throughout the year. There are many variables affecting diesel prices and it can be a roller coaster during a calendar year. In 2014 alone, fuel ranged from \$.15/mile to \$.57/mile! If your shipment cost is going up, it's likely fuel is one of the driving forces.

The Standard: This is a cost determined by the Department of Energy and is updated every Tuesday at 8 a.m. CST.





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Specialized Limited Access Pickup or Delivery

The limited access pickup/delivery fee covers the additional costs required to pick up or deliver shipments at locations with limited access. This includes military bases, prisons, ports and government buildings. Drivers may be required to have a TWIC Card, Transportation Worker Identification Card. The TWIC program provides a tamper-resistant biometric credential to drivers and is a lot like TSA Pre-Check for truck drivers. Some facilities may also require drivers to be U.S. citizens.

PRO-TIP

Make sure to get all delivery requirements from the location in writing, and then pass those along to your transportation providers. Extra lead time will also ensure the most cost-effective rate possible to secure a driver with the proper credentials needed at the facility. Try to give your providers at least 72 hours lead time before pickup.

The Standard: \$150 - \$250

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Layover

You'll be charged an extra layover fee when a driver is forced to stay overnight at a pickup or delivery location. This usually happens because the driver is unable to load or unload before the location closes or because an appointment is missed.

PRO-TIP

This accessorial fee can easily be avoided. Most times when this occurs, drivers are given incorrect details about the facilities they're picking up from or delivering to. Essentials to know about your vendors and customers are shipping hours and receiving hours. You'll also want to compare appointment based vs. first come first serve and make sure to get average driver wait time for FCFS facilities. Finally, understand what paperwork and reference numbers are needed to allow the driver to pick up or deliver.

The Standard: \$150 Dry Van • \$250 - \$300 Refrigerated, flatbed, or anything specialized

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Liftgate Service

When shipments need to be made to an address with no loading dock, a lift gate is required. A liftgate is a hydraulic platform fitted to the back of a truck and used to raise or lower a shipment. What's important to note is that not all trucks are equipped with liftgates. So, if you require this service, make sure you communicate it prior to shipping, or the carrier won't be able to complete the delivery.

PRO-TIP

In the LTL world, liftgates are common and easy to source. For full truckloads, it's a different story. The liftgate itself is heavy and limits the driver's max weight. Drivers can normally scale 45,000 pounds on a truck, but with a liftgate, this can drop down to 42-43,000. As such, full truckloads with liftgates can be more challenging to source. Once again, additional lead time for your transportation providers will be of utmost importance.

The Standard: \$200 - \$250





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Metro Pickup or Delivery

Major metro areas are often congested, experience traffic jams, have parking limitations, and can be difficult to navigate. A metro pickup or delivery accessorial fee is charged to make up for the extra time required to make deliveries in these areas.

The Standard: \$150 - \$250 for FTL

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Oversized Freight (LTL)

Shipments containing articles that take up more space than a pallet, (greater than or equal to 12 feet in length), incur additional fees since they take up more floor space and require drivers to configure loads to accommodate the shipment.

The Standard: \$50 - \$250 for LTL

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Packaging

If the driver has to package or shrink wrap freight for transportation, the packaging accessorial fee will apply.

The Standard: \$50 - \$100 per pallet

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Pallet Jack

If the driver is required to load or unload a trailer with a pallet jack, the pallet jack fee may apply.

PRO-TIP

All LTL carriers will carry a pallet jack on board as standard practice. Full truckload carriers rarely carry pallet jacks due to the space they take up in the trailer. In the event a pallet jack is required for a full truckload, your transportation provider may need additional lead time to source a truck that carries one. Or they may need to rent a pallet jack and bring it with them to the location.

The Standard: \$100 - \$150

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Protective Service – Winter Program

A request for “protect from freezing” services will incur an additional charge per shipment. This will move on a refrigerated trailer with a temperature setting of 50-60 degrees Fahrenheit. Essentially, it acts as a heater instead of a refrigerated unit. In turn, this will consume significantly more fuel and result in higher rates compared to a dry van.

PRO-TIP

In this situation, temperature settings are incredibly important. Also, if the shipment is going from south to north, the unit can remain off for a while resulting in less fuel consumption and lower rates. If moving north to south in the winter, same concept in reverse.

The Standard: Expect the cost to be 20-30% more than a dry van rate you might get during the summer / spring / fall.

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Redelivery (LTL)

Redelivery is one of the costliest accessorial fees. As the name suggests, a redelivery fee is charged when the carrier can't complete the delivery, i.e. unload the shipment, through no fault of their own, on the first attempt. While there are many reasons why a carrier may have to re-deliver the shipment, the most common is the receiver requires a delivery appointment which isn't mentioned in the Bill of Lading (BOL).

The Standard: \$100 - \$500

22

Reclassification and Reweigh (LTL)

Dimensions, weight, and class are important details impacting LTL base rates. Incorrect weight or class information will require the carrier to re-weigh and re-classify your shipment. This means additional fees get added to your final freight bill. Making sure you provide accurate shipping details will greatly reduce the chances of being charged this fee.

The Standard: \$25 - \$50 inspection charge, in addition to additional weight and classification change. Can range between \$25 - \$300.





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Residential Service (LTL)

Given the complexity of navigating residential neighborhoods, an additional residential fee may be applied to your freight bill if you ship to or from a residence. This fee may also apply if your business or the receiver's business is in a residential zone.

The Standard: \$100 - \$500

24

Sort and Segregation (LTL)

If a driver is required to sort and segregate a shipment, an additional fee is charged. The amount usually starts at a set minimum and increases based on weight and package size.

The Standard: Charged by piece count, or every 100 lbs. Typically, minimum \$50 charge, and up to \$5 for every 100 lbs. thereafter.

25

Storage

An hourly or daily storage fee may be charged if the driver must store the shipment before it can be delivered. This can be at a third-party warehouse, a port, rail ramp, or the border if the shipment gets put in bond.

The Standard: \$75 - \$250 for dry van. Per day for refrigerated trailer fee.

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Tarps (Flatbed)

You'll be charged extra if your freight requires flatbed truck covers to protect it from the elements. Sizes are based on the height of the cargo. The driver will perform the tarping and strapping or chaining of goods onto the flatbed. It's the shipper's responsibility to load the cargo onto the bed, as well as block and brace the shipment with their own dunnage.

PRO-TIP

Always give your transportation provider the dimensions of your cargo, especially the maximum height. Tarp sizes are based on height, and 4' and 6' tarps are by far the most common. Eight-foot tarps are harder to source and more limited.

If you tell your provider you need an 8' tarp when a 4' or 6' will work, you're severely limiting your options on what your carrier or 3PL can work with. They may even turn down perfectly good trucks with 4' and 6' tarp options because they're looking for a truck with 8' tarps you requested.

The Standard: \$100 - \$200

27

Tolls

You may be charged for tolls during loaded miles. Each toll road or bridge crossing will have a wide range of charges. Tolls and bridge crossings for tractor trailers are assessed per axle, per mile. This rate is typically determined on a state-by-state basis. The northeastern United States has some of the most expensive tolls in the country.

PRO-TIP

Always do your research based on where your customers and vendors are located so you know what to expect when fielding quotes from your transportation providers. Getting a quote for linehaul and fuel only will be in-accurate. It's not uncommon for bridge crossing and tolls in the northeast to range from \$100- \$250!

The Standard: \$100 - \$250

28

Truck Ordered Not Used (TONU)

If a load falls through after a predetermined cut-off time or a truck is cancelled after such time, you may be charged a fee. A Truck Ordered Not Used (TONU) fee can occur due to requesting the wrong type of equipment or a shipment not being ready on the expected date.

PRO-TIP

As the old adage goes, measure twice and cut once! When a driver receives a cancellation at the last minute, it's extremely frustrating and may cause him or her to refuse business from the shipper in the future.

Think of it this way: If you were a construction worker and you showed up to a job site expecting to renovate a kitchen that will provide 5 days worth of work and are cancelled on last minute, what would you think? You just lost 5 days of your working year when you could have accepted other offers. A driver's time is valuable, so make sure to respect it by providing accurate details.

The Standard: \$150 Dry Van • \$250 - \$300 Refrigerated, flatbed, or anything specialized

Ultimately, accessorial fees depend on your shipment and may vary from carrier to carrier. One of the benefits of working with a committed and experienced 3PL partner is the peace of mind knowing you'll be made aware of these charges upfront, and barring unforeseen circumstances, avoid nasty surprises when you receive your freight bill.





THE MASTER LIST OF ACCESSORIALS (TABLE)

ACCESSORIAL	STANDARD FEE
Additional Stops	\$50 per stop
Advance Notification	\$0 - \$50
After-hour/Before-hour Deliveries	\$150 - \$250
Blind Shipments	\$50 - \$100
Corrected Bill of Lading (LTL)	\$25 - \$100 carrier dependent
Cross Border Processing Fee	Via Customs Broker — \$
Customs or In-Bond Freight	\$150 flat fee
Detention	\$40 per hour
Diversion Miles/ Reconsignment (LTL & TL)	Variable based on miles from original destination to corrected destination and includes Corrected Bill of Lading Fee — \$50 - \$500
Driver Load/Unload	\$50 per hour
Exhibition Shipments	\$50 per hour
Extra Labor/Helper/ Lumper	\$50 - \$150 per hour
Fuel Surcharge	Determined by the Department of Energy and is updated every Tuesday at 8am CST.
Hazardous Materials	\$250 - \$500
Specialized Limited Access Pickup or Delivery	\$150 - \$200

ACCESSORIAL	STANDARD FEE
Layover	\$150 Dry Van · \$250 - \$300 Refrigerated, flatbed or anything specialized
Liftgate service	\$200 - \$250
Metro Pickup/Delivery	\$150 - \$250
Oversized Freight (LTL)	\$50 - \$250
Packaging	\$50 - \$100 per pallet
Pallet Jack	\$100 - \$150
Protective Service – Winter Program	\$50 - \$200
Redelivery (LTL)	\$100 - \$500
Reclassification and Reweigh (LTL)	\$25 - \$50 inspection charge, on top of additional weight & classification change. Can range between \$25 - \$300+
Residential Service (LTL)	\$100 - \$500
Sort and segregation (LTL); Driver Assist (TL)	Charged by piece count, or every 100 lbs. Typically, minimum \$50 charge, and up to \$5 for every 100 lbs. thereafter
Storage	\$75 - \$250 for dry van · Per day for refrigerated trailer fee
Tarps (Flatbed)	\$100 - \$200
Tolls	\$100 - \$250
Truck Ordered Not Used (TONU)	\$150 Dry Van · \$250 - \$300 Refrigerated, flatbed or anything specialized



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