![Tai | The TMS for Brokers]

Quote FTL & LTL Rates

With **Precision** & **Efficiency**

If

your quoting process relies only on checking the spot market, you're missing the whole picture.
You need access to **historical data** and **real-time market** insights to price **competitively** and **confidently**.

How long does it take your team to quote an **FTL load**?
How often are you eating the cost of a missed **LTL accessorial** charge?

For **freight brokers**, precise and fast quoting protects margins and earns trust with both **clients** and **carriers.** But if your team relies on outdated methods, like toggling between rate boards and spreadsheets, using their own personal system that makes sense only to them, or relying on a single pricing specialist, it's **easy to lose both** loads and profits.

Why Consistency Matters in Quoting

Your brokerage will struggle to scale without consistent pricing and margins. Tai offers a systematic q[...] process for both FTL and LTL loads that is easy to follow and data-driven. Everyone quotes the same wa[...] the same tools, and learns from the same data, without bottlenecks or delays.

With Tai TMS, you can bring speed, accuracy, and uniformity to every quote. Whether you're movi[...] truckload (FTL) or less-than-truckload (LTL) shipments, Tai gives your team the tools to calculate rates bas[...] real-time data, historical performance, and automated workflows.

This guide breaks down how smart quoting works and how Tai helps your team get there.

Quoting Full Truckload (FTL) Shipments
What Impacts FTL Pricing?

Full Truckload rates are shaped by:

- Lane volume and capacity
- Fuel prices
- Historical rates from both won and lost loads
- Your relationships with carriers
- The availability of spot or contract rates

Edit Pricing

🚚 Linehaul

Tariff
Bill To
Status
Service Level
Linehaul Carrier Pro
Linehaul Pickup Nur
Min Buy Rate
Max Buy Rate

Price Calculation No

How to Calculate an FTL Rate (Step by Step)

1. Review Past Rates You've Quoted

- Look at recent loads in the same lane
- Include both won and lost quotes for context
- Look for carriers who consistently quote that lane

Hint: THEY WANT TO WORK WITH YOU!

Include Results

- ☑ Include RateView
- ☑ Include Pending Quotes
- ☑ Include Prior Carriers
- ☑ Include Prior Quotes
- ☐ Include Region Carrier
- ☐ Include Tariffs
- ☑ Include Rejected Quotes

2. Check Real-Time Market Data

- Use tools like DAT, Greenscreens, FreightWaves SONAR, and Truckstop
- Compare to current lane conditions

Lane Average
$893.55($46.42)
$672.79($2.41)
$746.04($2.91)
$724.84
$911.00

evius Average
$755.00
$825.00
$855.00
$895.00
$910.00

Market Intelligence

Source	Moves
⇑ Tai	9691 moves in last 6 months
TRUCKSTOP	3604 moves in last 90 days
TRUCKSTOP	25 moves in last 90 days
FREIGHTWAVES SONAR	Capacity Lane Score: 65 (↓-3)
Cargo Chief	20 moves in last 15 days
DAT	▰▰▰▰▰▰▰
greenscreens_ai	▰▰▰▰▰▰

3. Analyze Key Variables

- Review fuel prices, mileage, and demand in origin/destination areas
- Avoid routes with a high risk of deadhead

4. Set Your Price

- Adjust based on customer urgency or service level
- Add a margin that covers costs and leaves room for profit
- Send the quote to your customer

Buy	Sell	Margin
850.00	1,100.00	$250.00 (22.73%)
102.00	132.00	$30.00 (22.73%)
952.00	1,232.00	**$280.00 (22.73%)**

5. Once the Load is Confirmed, Lock in the Carrier

- Use your contracted carriers, whenever possible
- If needed, post to the spot market, but do it knowing your numbers

A I S P Contracted ⓘ

A I S P Contracted ⓘ

Speed matters. *Your customers won't wait for you to contact various carriers and collect rates. In fact, most shippers accept the first quote they receive. This* **step-by-step process**, *paired with Tai's robust quoting tools, helps your team respond quickly without sacrificing accuracy.*

How Tai TMS Streamlines FTL Quoting

Centralized Historical Data

Pricing power comes from having robust data at your fingertips. Tai stores all quoting data, won and lost, in one dashboard so your team can learn (*and earn!*) from **every load**.

Integrated Rate Tools

Tai connects directly to every digital pricing tool available, including **DAT**, **Truckstop**, **Greenscreens**, and **SONAR**. There's no need to log into multiple systems or toggle between screens.

Smart Quoting for Every Rep

You don't need a pricing specialist on staff or a long, drawn-out training process. Every rep can quote with precision using **Tai's real-time insights**, **pre-set margin rules**, and **quote tracking**.

Real-Time Pricing Dashboard

Tai's interface offers a comprehensive view of current lane averages, active rates, win/loss ratios, and carrier performance, all from a **single screen**. This comprehensive view **empowers your team**, keeping them informed and in control of the quoting process.

Quick Email Quotes

Send a quote directly to a customer from **Tai's** dashboard and instantly log the activity in the load record. Won or lost, you've captured that customer interaction for future **learnings** and **success**.

Growing a freight business without a standard **FTL pricing process** is very challenging. Whether your team has experience or is new to the industry, Tai transforms quoting into a streamlined, well-organized, and data-driven process that enhances your ability to provide **accurate**, **competitive**, and **profitable** quotes for every load.

Quoting Less-than-Truckload (LTL) Shipments

LTL quoting is complicated. You're not quoting for an entire trailer but for various diverse factors. Missing one detail can cost you money or lead to shipment delays.

What Impacts LTL Pricing?

- Freight class and NMFC codes
- Weight and dimensions (density)
- Carrier-specific tariffs
- Freight-specific accessorial charges
- Lane distance, fuel rates, and delivery location

How to Calculate an LTL Rate (Step by Step)

1. Calculate Freight Density

- Calculate density (lbs. per cubic foot) using weight, height, length, and width.

Class | **Marks** | **NMFC**
70 | | #37860

Items to Ship

Handling	Package Type	Pieces	Total Wight	Description	Length	Width	Height	Class	Marks	NMFC	H.M.	CBF	PCF	Reference Numbers
1	1	Pallet	40	1000	Freight	48	48	36	70				48.00	20.83	
	1		40	1000 lb										20.83	

Units: in/lbs   Mileage: 1545,19   Linear feet: 4   Stackable

Add to Product Catalog | + Add Item | ✕ Delete Selected

2. Assign the Correct Freight Class

- Use the NMFC (National Motor Freight Classification) system to assign a class based on commodity type and density.
- Adjust for stability, handling, and liability factors.

Carrier	Transit time	Buy	Sell
BL - Logistics Fox - RDFS - API	3 Day(s) Normal	215.99 240.99	260.64 310.64
BL - Logistics Fox - Inc (TMS) - WTCH	4 Day(s) Normal	208.95 233.95	267.88 317.88

3. Check Carrier Tariffs

- Compare linehaul rates, fuel surcharges, and service levels
- Compare contracted carrier tariffs to spot market pricing.

Pickup Accessorials
- Airport PU
- CFS Pickup
- Hazardous Material
- Inside Pickup
- ✓ Liftgate
- Military base
- Notification
- Residential

Delivery Accessorials
- Airport DEL
- CFS
- Construction Site
- Grocery Warehouse
- Liftgate
- Lumper Fee
- Mine Site Delivery
- Notification
- Over Length - 16ft but less than 20ft
- Over Length - 8ft but less than 12ft
- ✓ Residential
- Residential - Appointment Forward Air
- Appointment
- Church Delivery
- Driver Assist
- Inside Delivery
- Limited Access Delivery
- Military Base
- Night Gate Fee
- Over Length - 12ft but less than 16ft
- Over Length - 16ft to max
- Pallet Jack
- Protect from Freezing
- Sort and Seg

4. Add Accessorials

- Include services like liftgates, inside delivery, or residential access
- These often trigger added fees

5. Quote the Shipment

- Combine all costs into a single rate
- Add a margin that covers expenses and leaves room for profit
- Send the quote to your customer

Activity Lof For 122552156

Email by Gmail Email Processing - Public
Email sent from TMS.

Subject: Shipment ID: 122552156
From: taiprocessing@gmail.com
To: oliver.queen@taisoftware.com

For HUSTON(77056) to LOS ANGELES(90057)	Carrier	Transit Time	Max Liability Coverage	Pricing Notes	Rates
BL - Logistics Fox - RDFS - API	Carrier	4 Day(s)		PALLET RATE: Max 50x50x85 and 2000lb pallets. No cost liftgate and residential...	
BL - Logistics Fox - Inc (TMS) - WTCH	Carrier	4 Day(s)	New: 2,500.00 Used: 100.00	PALLET RATE: Max 50x50x85 and 2000lb pallets. No cost liftgate and residential...	

*As you can see, **LTL pricing** is more sensitive to details than FTL. One missed accessorial or density calculation, and you've blown your margin. This is where Tai steps in, **simplifying** the complexity and bringing a sense of relief to your team.*

How Tai TMS Simplifies LTL Quoting

Class Calculator

Tai **calculates** shipment class based on **weight**, **size**, and **product type**. As you build a load, it flags errors and recommends corrections to avoid rebills and disputes. Also, Tai stores **NMFC** codes and class history in each load record, so future load quoting is **faster** and **simpler**.

Shiplify Integration

When building an **LTL load**, Tai will access **Shiplify** to automatically add accessorials based on the delivery location and shipment details, reducing mistakes and surprise fees. The visual delivery location tool makes it easier to catch errors. Our customers report that Tai helps them price accessorials with **99.5%** accuracy.

Rating Engine with Real-Time Tariffs

Tai's Rating Engine provides **API** carrier integrations that allow instant real-time access to your negotiated **LTL base rates**, **accessorial rates**, and **fuel surcharges**, all displayed on one dashboard. Having comprehensive and competitive carrier contracts built into the system also provides reliable transit times, service, and liability options.

Historical Load Data

Tai stores won and lost **LTL quotes**, so your team can improve pricing over time. Historical load data is a valuable resource for uncovering industry trends and making **data-informed pricing decisions**.

Margin-Friendly Tariffs

Tai **automatically applies** your set margin to each quote, so you stay profitable with every load.

Customer-Facing Quoting Tools

If your customers like to **quote** on their own, Tai provides a branded portal that uses the same tools your reps do.

Tai Marketplace

For brokers new to LTL, co-brokering opportunities with trusted partners are built into the platform. You can access vetted Tai brokers with strong carrier relationships and use their buying power to expand your reach.

LTL Accuracy Tools That Protect Your Margins

LTL can be difficult to manage without extensive knowledge of its variables. Even one mistake in an LTL quote can lead to reclassifications, service issues, and claims. Tai provides tools to prevent those issues before they happen. These tools reduce the time you spend fixing errors and the dollars lost from missed details.

Quote Smarter, Win More Loads, and Protect Your Margins

With Tai, you'll have the competitive advantage of a powerful quoting system that's fast, precise, and consistent. You'll reduce mistakes, win more loads, and improve margins without slowing down operations. Better yet, you'll be set up to expand operations at a moment's notice.

Let Tai be your quoting foundation for FTL, LTL, or both.

Ready to see
Tai TMS
in action?

Schedule Your Demo Today