



# Digital LTL Council Membership Meeting June 2024






# Agenda

- 🚛 Introduction by Geoff Muessig
- 🚛 eBOL Adoption by Paul Dugent
- 🚛 Workshop Updates
  - 🚛 Pickup Request/Visibility by Sam Ralat
  - 🚛 In-Transit Visibility by Lance Healy
  - 🚛 Preliminary Freight Charges by Sam Ralat
- 🚛 New Workshop
  - 🚛 Invoicing/Rate Disputes by Paul Dugent

# eBOL Adoption

Rank	Adopting Carriers	Annual Revenue(000)	
2	Old Dominion Freight Line	6,177,055	
3	XPO Logistics	4,645,000	
4	Estes Express Lines	4,405,000	
5	TFI International	3,423,557	
6	ABF Freight	3,010,900	
7	R+L Carriers	2,864,000	
8	Saia Inc.	2,792,000	
9	Southeastern Freight Lines	1,395,600	
11	Averitt Express	1,092,210	
12	Dayton Freight Lines	1,004,000	
13	Pitt Ohio Transportation Group	874,000	
19	Daylight Transport	396,300	
20	Roadrunner Freight	338,000	
22	Ward Trucking	256,000	
	Polaris Transportation Group		
	Total Adopted	32,673,622	66%
5	C.H. Robinson	22,355	
31	Worldwide Express	4,600	
41	Echo Global Logistics	3,745	

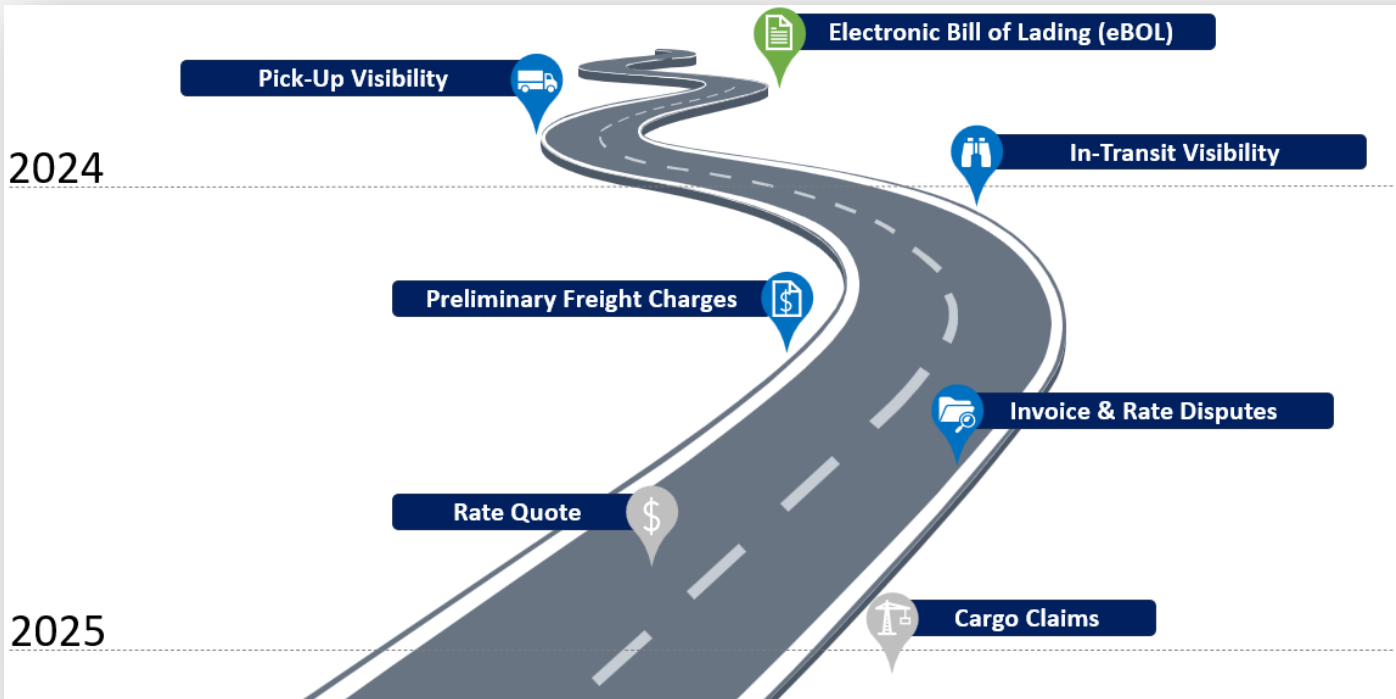
# 3PL and Tech Provider Adoption

-  Greg West of C.H. Robinson: We have over 76,000 shipping locations that have used the eBOL to date. This includes large shippers all the way down to small transactional shipper on our Freightquote platform.
-  Brian Thompson of SMC<sup>3</sup>: We have 50 customers that submitted 65,000 eBOLs YTD 2024. That is 1,300 eBOLs per customer and 1,200 eBOLs per month.
-  Farooq Huda of Worldwide Express: We only have this for PITD and that is 6k for YTD. Our plan is to add XPO, EXLA, and RLCA in Q3 of this year.
-  Nick Douglas of Project 44: p44 has facilitated eBOL transmission from just over 99K shipping locations across our customer base YTD.
-  Chris Scheid of My Carrier: Last month (May 2024), we had 1,634 shippers transacting eBOL. I anticipate this number to grow notably in the next few months as we have some carriers turned off as we collaborate through auto billing.

# Workshop Updates

## Digital LTL Roadmap

### API Projects and its sequence of Implementation



## Project Dashboard

Health	Project Name	Sponsor	Status
●	<a href="#">eBoL</a>	DSDC	Complete
●	<a href="#">Digital LTL Pick-Up Visibility</a>	DSDC	In-Progress
●	<a href="#">Digital LTL In-Transit Visibility</a>	DSDC	In-Progress
●	<a href="#">Preliminary Freight Charges</a>	DSDC	In-Progress
●	<a href="#">Invoice &amp; Rates Disputes</a>	DSDC	In-Progress
	<a href="#">Rate Quote</a>	DSDC	Not Started
	<a href="#">Cargo Claims</a>	DSDC	Not Started

## Commentary

- **Pick-Up Visibility** – On-track and scheduled for Fall 2024 Release
- **In-Transit Visibility** – Planning in process
- **Preliminary Freight Charges** – Workshop held where requirements and data fields were documented. PRD is not generated.
- **Invoice & Rate Disputes** – Workshop initiated

# Digital Standards Development Council



DIGITAL  
LTL COUNCIL

## Active Projects



## Key Updates

### *Pick-Up Visibility*

- ❖ 6/28 – Draft PRD provided by NMFTA Product
- ❖ 6/26 – 7/30 – Membership Meeting to finalize the Draft PRD
  - ❑ 7/11 – Targeted Meeting with Members

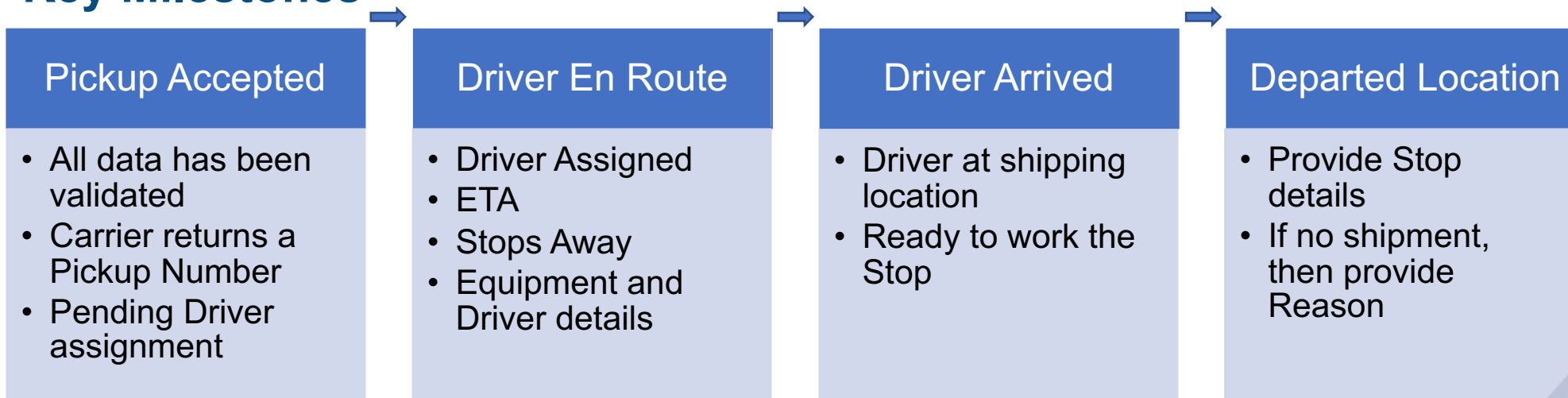
## Risks / Issues

- ❖ Nothing to report

# Overview of the Pickup Visibility

- The primary objective of Pickup Visibility is to provide SHIPMENT status. This may require that new pickup requests include additional details that are not currently being transmitted today (i.e., the PRO number).
- Pickup Visibility has two major benefits:
  - Provides near real-time visibility to the critical pickup-side events and details;
  - Reduces the number of phone calls and emails between the Customer and the Carrier.
- The carrier-provided Pickup Number is the primary input for the Pickup Visibility.
- Pickup Visibility starts immediately upon a carrier providing a Pickup Number.
- Pickup Visibility ends when the shipment is in the carrier's possession or Status of why not and what's next.

## Key Milestones



# Pickup Request/Visibility Requirements

Feature	Description
Provide the ability to electronically submit a pickup request and enable pre-pickup visibility.	Standardization of a pickup request and the subsequent acknowledgement, raising the standard for providing pre-pickup information in the industry.  The Carriers would have pre-pickup visibility and view its applicable information.
Provide shippers the ability to receive and acknowledge pre-pickup visibility information.	Includes delays.
Provide carriers the ability to respond to the pickup request with an acknowledgement and provide pre-pickup visibility.	In terms of where the truck is, when pickup will happen, where they are in the pickup process, and the reason for any delays.  Set the minimum information required to request a pickup as well as the minimum information required for carrier acknowledgement.
Provide the ability to accept or reject a pickup request.	
Provide shippers the ability to reschedule a pickup.	
Provide carriers the ability to reschedule a pickup.	
Provide shippers the ability to cancel a pickup.	
Provide carriers the ability to cancel a pickup.	
Provide carriers the ability to enter departure and pickup status along with reason for status.	
Provide the ability to enter pickup exceptions.	



# Pickup Request/Visibility Business Rules - 1 of 2

- 🚚 A Pickup is the request for a carrier to show up at a given location, within a defined time window, with the needed capacity, and any other necessary equipment to execute on the request.
- 🚚 Pickup Visibility starts when the carrier completes the following:
  - 🚚 Accepts the shipment;
  - 🚚 Schedules the pickup;
  - 🚚 Provides a Pickup Number.
- 🚚 Providing a Pickup Number means the PU will be executed as transmitted. The Pickup Number can be any unique identifier that confirms the pickup request (i.e., Order number, etc.)
- 🚚 The carrier-provided Pickup Number is the primary input for the Pickup Visibility Request.
- 🚚 A shipper can request a shipment pickup at any time, with or without having quoted a shipment or creating a BOL.

# Pickup Request/Visibility Business Rules – 2 of 2

- 🚛 Pickup Visibility does not change the way Driver's work Stops.
- 🚛 Drivers will now have to sequence their Stops. The Stops Away feature assumes the Stops are in order. Drivers can change the sequence at any time.
- 🚛 The ETA is updated at each event and pushed to the shipper. Regular interval updates are pulled on demand by the shipper.
- 🚛 The Shipment status may require that new pickup requests include additional details that are not currently being transmitted today, such as the PRO number.
- 🚛 Pickup Visibility ends when:
  - 🚛 The driver signs the eBOL, accepting the responsibility for the cargo and indicating that the stop is complete;
  - 🚛 When the shipment is in the carrier's possession or a corresponding reason status;
  - 🚛 When the shipment is rejected or cancelled.

# Pickup Request/Visibility Project Status

- ④ Product Requirements Document (PRD) has been reviewed by the Tech Committee.
- ④ The PRD will be amended and recommended changes will be submitted to the Workshop.
- ④ The approved PRD will be submitted for review to a subcommittee of the general membership.
- ④ Once approved by the subcommittee the PRD will be returned to NMFTA's IT department for JSON coding.
- ④ When coding is completed, the API instructions will be released to the public via the NMFTA website.
- ④ Estimated release is Fall 2024.

# Overview of In-Transit Visibility

## 🚛 Objectives




- 🚛 Begin tracking at moment of pick-up;
- 🚛 Includes more location details in transit;
- 🚛 Include updates for delays or exceptions;
- 🚛 Create standards for including partner carriers and agents.

## 🚛 Endpoints





- 🚛 Starts when the carrier acknowledges possession.
- 🚛 Ends when the carrier delivers the shipment, and the receiver acknowledges:
  - 🚛 Receipt;
  - 🚛 Total loss, with receipt of the termination notice.

# Benefits for All

## Benefits For Carriers

-  Standardize the messaging on API, streamlining the tracking process.
-  More data and detail will reduce calls to carriers for tracking information.
-  Will compliment other new DLC APIs for resolving more issues in transit.

## Benefits for 3PLs and Shippers

-  Quicker and easier adoption.
-  Proactive messaging for delays and exceptions.
-  Supports partner / agent tracking.
-  Normalized delivery exceptions.

# In-Transit Visibility Carrier Requirements

Feature	Description
Provide insight into the pickup address/place of origin for the commodity.	Includes address, accessorial codes, limited access types, etc. affiliated with the pickup address.
Provide insight into the destination for the commodity.	Includes address, accessorial codes, limited access types, etc. affiliated with the destination address.
Provide insight into the terminal related to the shipment.	Includes address, contact information, and the status at the terminal.
Provide details on the commodity and any shipment specific attributes.	Includes handling unit specifics for the freight and shipment, such as count, type, weight, height, width, length, etc. See <a href="#">In-Transit Field Standard Definitions</a> for more information.
Provide insight into the statuses of the shipment through all phases.	Includes status and carrier acknowledgements as well as notifications. See <a href="#">Happy Path Workflow Notification Definitions</a> and <a href="#">Happy Path Workflow Exceptions</a> for more information.
Provide the ability to Search for In-Transit shipments.	Search criteria for In-Transit shipments should have the options available in <a href="#">Shipment Lookup Options</a> to identify a shipment dependent on the role and availability of data points of the stakeholders.
Capture details for missed deliveries and provide reason codes.	Includes the responsible party for a missed delivery as well as the reason code that map to general descriptions. See <a href="#">Reason Code Definitions</a> for more information.

# In-Transit Visibility Business Rules

- 🚛 In-Transit Visibility starts when the carrier acknowledges they have a shipment.
- 🚛 Notifications trigger a status update from the carrier at time of event and are sent to all authorized parties affiliated with the shipment.
- 🚛 Status updates are given throughout the path of the shipment. Status notifications grant visibility to stakeholders of the shipment.
- 🚛 Exception codes are initiated by the carrier when changes occur during the shipping that may affect delivery timeliness.
- 🚛 In-Transit Visibility ends when the carrier delivers the shipment to the receiver and the receiver acknowledges receipt.
- 🚛 Standard summary reason codes capture the responsible party for a missed delivery as well as allow a single, normalized reason code for shippers and 3PLs to map general descriptions.
- 🚛 The format also provides for each LTL carrier the ability to expand specific definitions within a category to match their internal reason codes within a common structure.

# In-Transit Visibility Project Status

1. Product Requirements Document (PRD) is being reviewed by the Tech Committee.
2. The PRD will be amended and recommended changes will be submitted to the Workshop.
3. The approved PRD will be submitted for review to a subcommittee of the general membership.
4. Once approved by the subcommittee, the PRD will be returned to NMFTA's IT department for JSON coding.
5. When coding is completed, the API instructions will be released to the public via the NMFTA website.
6. Estimated release is fourth quarter 2024 or first quarter 2025.



# Overview of Preliminary Freight Charges

- 📄 The focus will be on the Responsible Party which can include outsourced bill pay company.
- 📄 Real-time updates on changes are not required - 1 time a day will work depending on carrier's ability.
- 📄 PFC Lifecycle is from capture or confirmation of BOL data after PU (i.e., shipment is in our possession) through to the 1st Invoice.
- 📄 Data will be presented but will be more like invoice rate quote data plus the changes.
- 📄 There will be a standardized list of coded events that will be considered for PFCs.
- 📄 This will be a PUSH API.
- 📄 We will be North America-inclusive, meaning support for USA, MEX, CAN currency and units of measurement (e.g., Pounds, Kilograms, Inches, Centimeters, etc.).
- 📄 We understand the Events/Accessorials list will never be all-inclusive. Each carrier will have their own. The key are things that we want to monitor for updates.
- 📄 We acknowledge that not all events have a charge for a customer. As such, a customer, as a part of their initial configuration, can choose to get all events or just events when there are charges.
- 📄 We will use ISO standards, unit of measure, 3 CHAR country codes.
- 📄 Map to a fuel surcharge of FSC.
- 📄 When a customer signs up for the API, reporting will begin with shipment current status, shipments in flight, if any.
- 📄 There will be no history presented prior to current date for these shipments.
- 📄 There will be data retention on the events.
- 📄 Limited access subcodes and Event subcodes in general will be optional information for carriers to provide.

# Preliminary Freight Charges Requirements

Feature	Description
Provide the ability for the debtor to understand changes to the freight bill prior to invoice.	Once the carrier is in possession of a shipment, they will inspect the shipment based on the physical or electronic BOL and validate the accuracy of the shipment details. Throughout the shipment, any charges that get accumulated during transit are added to the shipment charges.
The first API communication will take place when the freight bill created once the freight is picked up.	This API will include the first time the carrier rates the shipment once the PRO number is assigned.
Changes will be provided by the API on at least a 1 time a day basis when impacts are detected.	As the charges start to be accumulated, the API will notify shippers of charges as the shipment is in transit.
The PFC Process ends when the Invoice is produced, and a final PFC API notification will signify this event.	Once the shipment is completed, the carrier accumulates all the charges and bills the appropriate party for the shipment.
There will be a standardized list of coded events that will be monitored and reported for each shipment.	See the listing of coded events.
When a debtor is onboarded for the API, the monitoring and reporting will begin with the current status of any shipment(s) in flight.	There will be no shipment history presented in the PFC API prior to current date and status for these shipments.

# Preliminary Freight Charges Business Rules

- ④ Once the carrier is in possession of a shipment, they will inspect the shipment based on the physical or electronic BOL and validate the accuracy of the shipment details.
- ④ Throughout the shipment, any charges that may arise from correcting shipment details (e.g., reweigh) or adding accessorials/services that were not part of the original shipper request (e.g., liftgate) are added to the shipment charges.
- ④ Once the shipment is completed, the carrier accumulates all the charges and bills the appropriate party for the shipment.
- ④ This API will include the first time the carrier rates the shipment once the PRO number is assigned and the charges start to be accumulated, and it will notify shippers of charges as the shipment is in transit.
- ④ When the shipment is completed, the carrier will have the option to send a preliminary invoice, followed later by the final invoice.
- ④ This API will provide shippers with visibility into changes in the cost of the shipment as the shipment is in transit and will provide a final electronic invoice from the carrier. The API will have the ability to distinguish between a final and preliminary invoice, the outstanding balance of an invoice, as well as any additional charges.
- ④ Includes the ability to batch a group of shipments/invoices together to determine outstanding balances and their associated charges.

# Preliminary Freight Charges Status

- ④ Workshop requirements and field definitions have been submitted to NMFTA IT for PRD development.
- ④ Once the PRD is created it will be sent to the Tech Committee for review.
- ④ The PRD will be amended and recommended changes will be submitted to the Workshop.
- ④ The approved PRD will be submitted for review to a sub-committee of the general membership.
- ④ Once approved by the sub-committee the PRD will be returned to NMFTA IT for JSON coding.
- ④ When coding is completed the API instructions will be released to the public on the NMFTA website.
- ④ Estimated release is not available at this time.

# Remaining APIs / New Workshop

- 🚛 The next API to be addressed will be Invoicing/Financial Disputes (overcharges, undercharges, and short pays).
- 🚛 The remaining operational APIs are Quotes, Cargo Claims, and Invoicing.



**Q&A**