



*Serving the Transportation
Industry for Over 50 Years*

What is LTL?

LTL stands for Less Than Truckload.

LTL Carriers move many shipments of different commodities in the same trailer.

As many as dozens of shipments of different commodities co-loaded.



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The LTL (Less Than Truckload) Environment





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National Motor Freight Classification®

STB NMF 100-AN



National Motor Freight Classification™

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Carriers and other transportation companies who use or refer to any provisions of the National
Motor Freight Classification™ are required to be bona fide participants in the Classification.



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Rule For Determination of Shipment Density

Sec. 8. 'Density.'Where classes are based on the density of articles as tendered for shipment, the word 'density' refers to the actual density of the articles shipped, as measured in pounds per cubic foot.

Sec. 8. (a)To determine the density of a handling unit, first determine the cubage of the handling unit by multiplying the greatest straight-line dimensions of length, width and height (depth) in inches, including all projections, if any, as tendered to the carrier for shipment, and dividing the total by 1,728 cubic inches (one cubic foot). The density is the result of the division of the weight of the handling unit as tendered for shipment by the cubic feet. For instance, the density of a handling unit consisting of boxes unitized on a lift truck pallet measuring 48" x 40" x 45" and weighing 450 pounds is determined as follows: $48" \times 40" \times 45" = 86,400$ cubic inches; $86,400 \div 1,728 = 50$ cubic feet; $450 \text{ lbs.} \div 50 = 9.00$ pounds per cubic foot (pcf).

Sec. 8. (b)To determine the density of a cylindrical-shaped handling unit, square the greatest dimension on the cylindrical plane by multiplying the dimension by itself in inches and then multiplying that result by the height or length. Divide the result by 1,728 cubic inches. The density is the result of the division of the weight of the handling unit by the cubic feet.

Sec. 8. (c)Where articles are unitized on lift truck pallets, platforms, racks or skids, the pallet, platform, rack or skid constitutes an integral part of the handling unit, and except as provided in Item 640, Sec. 3 (b), must be included in the computation of density.



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Not Unusual in LTL





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Becoming Less Common



Nice, regular package.

Easy to handle.

Easy to stow with no excess space taken up



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Becoming More Common





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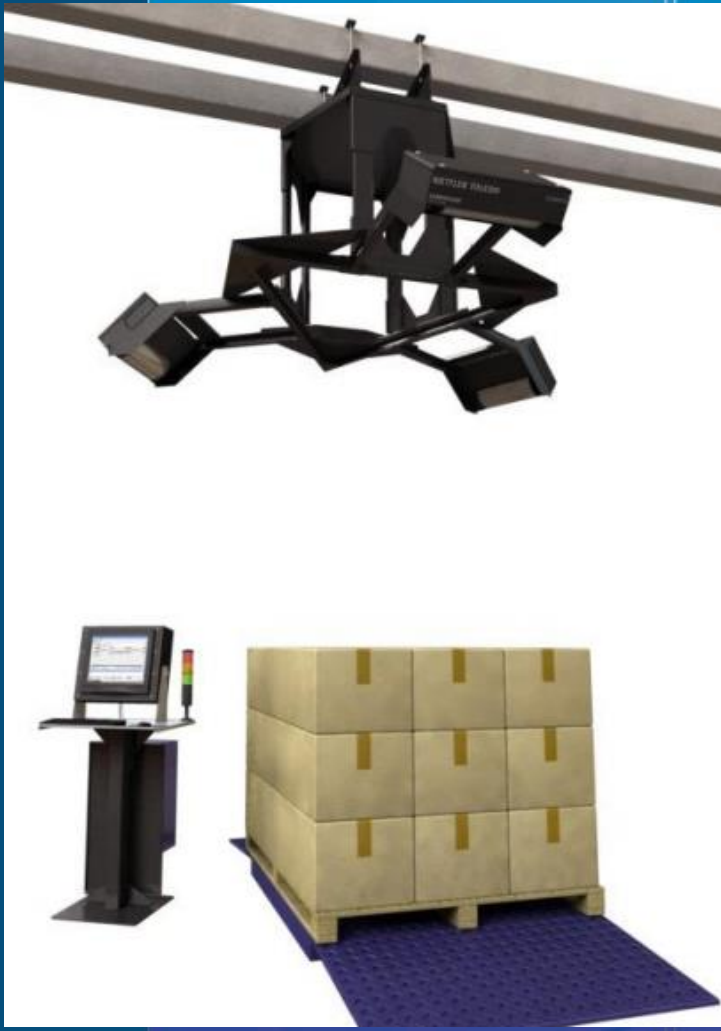
The Original MDMD





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The New MDMD





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How about the inside?





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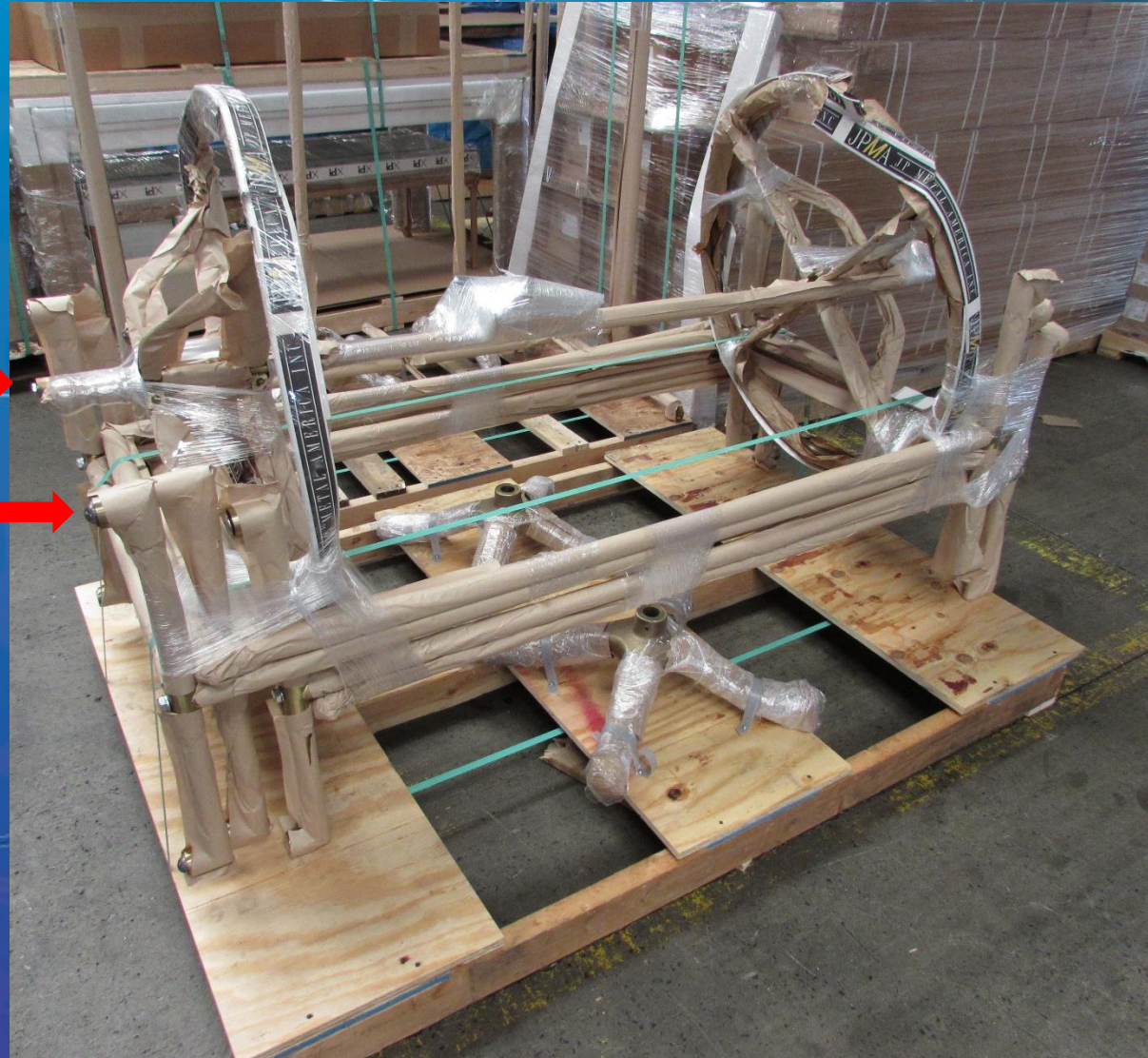
Portable or Hand-Held MDMD?





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How "Fine" Do MDMD See?





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How “Fine” Do MDMD See?





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LTL Motor Carriers

- **LTL Carriers have a vested interest in the accuracy of MDMD**
- **Specifications and Tolerances will impact their use of MDMD data**
- **The LTL Industry has been left out of development of regulations that affect their business**



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LTL Motor Carriers

- **NMFTA represents over 700 LTL Motor Carriers**
- **Representatives of 4 major LTL Carriers are here today**
- **Our Goal is to insure that the Industry has some input into Specifications, Tolerances and Regulations for MDMD going forward**