



COURSE OUTLINES

LTL Online Education

www.smc3.com

Fundamentals of LTL

The Fundamentals of LTL is the perfect introductory offering for anyone taking their first step to navigate the complex world of less than truckload operations. LTL201 is written for practical application to real-world LTL.

Key Learning Points

- ✓ LTL history, evolution; Common LTL terminology;
- ✓ Key players & their roles comprising the LTL;
- ✓ Defining Carrier Types and their relevance to LTL;
- ✓ An explanation of the LTL shipping process from start to finish, particularly the LTL carrier's role, and what to reasonably expect from the process;
- ✓ Simple steps and suggestions for communicating effectively with your LTL partner;
- ✓ Factors influencing the "shipper and carrier of choice" designations;
- + And more...

Course Content

MODULE

1

LTL Transportation Market

MODULE

2

Development of Three Highway Services

MODULE

3

National vs Regional LTL

MODULE

4

How LTL Carriers Make Money

MODULE

5

Major Players in the LTL Marketplace

MODULE

6

The Role of Tariffs and Contracting

MODULE

7

Key Roles in Operation

MODULE

8

Issues Facing the Industry



FINAL EXAM

LTL Operations from Dock to Stock

SMC³'s LTL Operations course examines the essentials of LTL from four critical areas: equipment, facilities, network, and technology.

Key Learning Points

- ✓ Defining LTL industry functions;
- ✓ Key operational roles inside and outside the terminal's gates;
- ✓ Identifying truck types, trailers and terminal handling equipment;
- ✓ Matching pallet size with freight dimensions;
- ✓ Exploring LTL Network Models;
- ✓ LTL Networks – the process from pick-up to delivery;
- ✓ The power of LTL Big Data for better decisions;
- + And more...

Course Content

MODULE

1

LTL Freight Operations

MODULE

2

Key Roles in LTL

MODULE

3

LTL Carriers Operational Equipment

MODULE

4

LTL Carrier Extended Services

MODULE

5

Freight Brokers and the LTL Market

MODULE

6

LTL Weighing and Inspection Process

MODULE

7

Use of TMS

MODULE

8

Technology Impact on LTL Operations



FINAL EXAM

LTL Freight Pricing

SMC³'s LTL Freight Pricing course examines the complexities of LTL pricing and costing models. It lays out the processes, formulas, and determining factors engaged by LTL pricing and costing professionals.

Key Learning Points

- ✓ Fundamentals & key factors driving LTL carrier pricing;
- ✓ Exploring LTL pricing models;
- ✓ Identifying pricing formats;
- ✓ The basics behind carrier revenue generation;
- ✓ Examples for pricing a shipment;
- ✓ Discounting; Absolute minimum charges; Accessorials
- ✓ What is the NMFC and its key components;
- ✓ Exploring LTL carrier costing models and cost drivers;
- + And more...

Course Content

MODULE

1

LTL Freight Pricing

MODULE

2

Types of Carrier Expenses

MODULE

3

How LTL Freight is Classified and Priced

MODULE

4

Class-Based Vs Density-Based Pricing

MODULE

5

How LTL Carriers Price a Specific Shipper

MODULE

6

W&R/W&I; Proper Packaging

MODULE

7

Freight Costing Part One

MODULE

8

Freight Costing Part Two



FINAL EXAM

US LTL Transportation Laws & Regulations

SMC³'s US Transportation Laws and Regulations course explores regulatory origins and laws governing transportation, as well as how to construct, analyze, and negotiate a transportation contract.

Key Learning Points

- ✓ An history and analysis of the various sources and principles of U.S. laws governing and impacting LTL;
- ✓ Understanding the FMCSA
- ✓ Exploring hazardous materials regulation;
- ✓ Guidelines and suggestions for mastering an effective bill of lading;
- ✓ Understanding Hours of Service regulation;
- ✓ Managing risk and liability in an LTL environment;
- ✓ How to conduct a contract review;
- + And more...

Course Content

MODULE

1

LTL Transportation Law and Regulations

MODULE

2

Contracts, BOL, Claims & US Law

MODULE

3

Federal Laws Impacting the LTL Industry

MODULE

4

Financial Deregulation of Transportation

MODULE

5

Contracting for Transportation Today

MODULE

6

Safety Regulations

MODULE

7

Hazardous Materials

MODULE

8

Impact of Automation on Risk



FINAL EXAM

LTL Business Analytics

The LTL Business Analytics course delivers the critical insight for logistics and supply chain professionals turning in greater numbers to analytics solutions to extract meaning from big data. The course covers the basics of differentiating data, benchmarking and understanding different strategic sourcing business models. The final portion discusses the bid process.

Key Learning Points

- ✓ Producing and interpreting cost & revenue analytics;
- ✓ Building and utilizing pricing tables;
- ✓ Identifying and collecting data;
- ✓ Cost and service metrics;
- ✓ Identifying carrier service opportunities;
- ✓ Enterprise use of Transportation data;
- ✓ Value add for 3PLs in BI for customers
- + And more...

* Participants need to have a working knowledge of Excel.

Course Content

- | | | |
|--------|---|--|
| MODULE | 1 | LTL Analytics: Driving Decisions with Data |
| MODULE | 2 | Show me the Data |
| MODULE | 3 | What Impacts Rates |
| MODULE | 4 | Benchmarking & Scorecards |
| MODULE | 5 | Perspectives of what the Data Represents |
| MODULE | 6 | The bid process: a shippers perspective |
| MODULE | 7 | The bid process: a carrier's perspective |
| MODULE | 8 | Analytics Application & Review |



FINAL EXAM

Expand Your Professional Opportunities

Take SMC³'s convenient online training courses to increase your LTL knowledge

Supply chain professionals can stay ahead of the curve through SMC³ Online Education courses. Whether you're looking to earn a certification in LTL (CLTL) or simply bolster your knowledge with a course or two, SMC³ has the education experience you're seeking. Take courses at your own pace with SMC³'s on-demand program including exclusive opportunities to hear from live industry experts. Whatever your preference, SMC³ Online Education provides unparalleled instruction on LTL industry concepts, trends, and best-practices.



Less than truckload education and certification

SMC³ offers the industry's only path to LTL certification (CLTL). Our convenient, self-paced, hybrid curriculum provides well-rounded instruction while fitting into your busy schedule.



On-demand
online courses



Classroom-style
lectures



Weekly live seminar
sessions with
thought leaders



COURSE OUTLINES