



HOW WE APPROACH RATE NEGOTIATION

SMART DISPATCH. STRONGER BUSINESS.

At High Figures Logistics Group, our dispatch approach is built around careful load review, professional communication, and carrier choice. We work to pursue competitive compensation while considering the full cost and operational value of each load.

Our Rate Negotiation Process

1. Analyze the load and lane	We review pickup and delivery locations, loaded miles, deadhead, equipment type, commodity, appointment requirements, timing, and other load-specific details.
2. Establish a target	Before accepting the first offer, we evaluate the load as a whole and establish a reasonable negotiation target based on the lane, operating considerations, and available information.
3. Negotiate professionally	We communicate with brokers and shippers professionally to pursue competitive compensation, including discussion of the line-haul rate and applicable accessorial terms.
4. Confirm the details	Before booking, we work to verify key information such as pickup and delivery requirements, commodity, weight, appointments, special instructions, and agreed compensation.
5. Carrier makes the final decision	No forced dispatch. The carrier retains the final decision to accept or decline a load.

What We Consider During Negotiation

• Rate per mile	• Loaded and deadhead miles
• Current lane conditions	• Equipment type
• Pickup & delivery requirements	• Fuel and operating considerations
• Detention, layover & TONU terms	• Reload opportunities near destination

OUR GOAL

Help carriers make informed load decisions and pursue strong, sustainable rates while keeping their trucks moving efficiently.

Important Notice

Freight rates are not guaranteed. Rates and load availability vary based on market conditions, lane, equipment, timing, freight characteristics, broker or shipper terms, and other factors. This guide describes our general dispatch and negotiation approach and is not a promise of any specific rate, revenue, or load volume.

Ready to work with High Figures Logistics Group?

Use the Get Started or Contact option on our website to connect with our dispatch team.