

In transportation, a **load tender** is the formal document (or electronic message) a **shipper sends to a broker** to offer a load for movement. It's essentially the shipper saying: *"Here are the details — do you accept this load?"*

## **What a Load Tender Is (Plain English)**

- **Shipper → Broker**
- Offers a specific shipment
- Contains all operational details
- Broker either **accepts** or **rejects**
- Once accepted, it becomes the basis for the **rate confirmation** that the broker sends to the carrier

## **Common Load Tender Format**

### **Load tenders can be:**

- PDF
- Email body
- TMS-generated document (Oracle, SAP, Mercury Gate, etc.)
- EDI (204 Load Tender)

## **Sample Load Tender (Shipper → Broker)**

### **LOAD TENDER**

**Tender Number:** LT-458721

**Shipper:** ABC Manufacturing, Inc.

**Shipper Address:** 1250 Industrial Way, Columbus, OH 43228

**Broker:** XYZ Logistics LLC

### **Pickup Information**

- **Pickup Location:**  
ABC Manufacturing Warehouse  
1250 Industrial Way  
Columbus, OH 43228
- **Pickup Date:** January 18, 2026
- **Pickup Time:** 08:00 – 14:00
- **Appointment Required:** Yes
- **Contact Person:** Name, Phone, and email

## **Delivery Information**

- **Delivery Location:**  
Midwest Distribution Center  
8901 Commerce Blvd  
Chicago, IL 60632
- **Delivery Date:** January 19, 2026
- **Delivery Time:** 07:00 – 15:00
- **Appointment Required:** Yes
- **Contact Person:** Name, Phone, and Email

## **Load Details**

- **Commodity:** Palletized Consumer Goods
- **Weight:** 38,500 lbs.
- **Pieces:** 22 pallets
- **Dimensions:** Standard pallets (48" X 40")
- **Hazmat:** No
- **Temperature Control:** Dry Van

## **Equipment Required**

- **Equipment Type:** 53' Dry Van
- **Special Requirements:**
  - Load bars
  - No driver assist

## **Rate & Charges**

- **Line haul Rate:** \$2,100.00
- **Fuel Surcharge:** Included
- **Accessorials:** Detention, free after 2 hours at \$75/hr.

## **Reference Numbers**

- **Shipper Reference #:** SHP-902134
- **PO #:** PO-77451

## **Tender Instructions**

- Broker must **accept or reject** by: **January 17, 2026 at 12:00 PM**
- Once accepted, broker is responsible for:
  - Securing a carrier
  - Tracking shipment
  - On-time delivery
  - POD submission within 48 hours

**Tender Status:**  Accepted  Rejected

## **Authorized By:**

Jane Smith  
Transportation Manager – ABC Manufacturing

## **How This Differs From a Rate Confirmation**

<b>Document</b>	<b>Sent By</b>	<b>Sent To</b>	<b>Purpose</b>
<b>Load Tender</b>	Shipper	Broker	Offer the load
<b>Rate Confirmation</b>	Broker	Carrier	Contract with carrier
<b>BOL</b>	Shipper	Carrier	Receipt & title document

## **EDI 204 Load Tender (High-Level)**

Large shippers often use **EDI 204** instead of PDFs/emails. It contains the same info, just transmitted electronically between TMS systems.

## **Why Load Tenders Matter**

- Defines **service expectations**
- Controls **liability**
- Establishes **rates**
- Protects shipper in claims
- Sets acceptance deadlines