

Are You A Know-It-Haul?

Headhaul, Backhaul & Deadhead Definitions for Shippers

HEADHAUL

- A load **heading to its destination**
- A market with **more outbound freight than inbound**
- **Higher demand** for carriers
- **Higher rates** for shippers
- **Higher pay** for drivers
- Necessary for shippers to get their freight to its destination

BACKHAUL

- A **return trip** on the **same route as the headhaul**
- A market with **more inbound freight than outbound**
- **Lower demand** for carriers
- **Lower rates** for shippers
- **Lower pay** for drivers
- Necessary for a carrier to get back to the point of origin

DEADHEAD

- Miles driven with **an empty trailer**
- Represents **lost revenue for carriers**
- Can be **dangerous for drivers**
- Often occurs when **traveling to a destination to start a headhaul trip** or on a **return trip following a headhaul delivery**