



Freight Management Inc. Examines Drayage Booking Shift

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Freight Management Inc. (FMI), a U.S.-based freight brokerage with more than 40 years of experience, has released an analysis of evolving drayage booking workflows, highlighting a broader shift toward real-time pricing access and more streamlined coordination across supply chains.

Drayage operations have historically relied on manual booking processes that require multiple touchpoints between shippers, forwarders, and carriers. These workflows often involve email exchanges, rate confirmations, and follow-up communication that can delay decision-making and limit visibility into current market conditions. As shipment volumes increase and timelines tighten, these inefficiencies can create operational friction that impacts both cost and execution.

The company's analysis points to a growing industry transition toward centralized booking environments that consolidate pricing, routing, and coordination into a single workflow. Rather than relying on fragmented communication channels, logistics teams are increasingly evaluating systems that allow them to access

multiple rate options, review accessorial costs, and complete bookings with fewer manual steps. Additional information about this approach is available through FMI's drayage booking workflow.

"In many cases, the challenge isn't just the availability of capacity—it's the time it takes to identify the right option," said Bob Mayo, CEO at Freight Management Inc. "When pricing data and routing options are spread across multiple sources, teams are forced to make decisions with incomplete information. Centralizing that process helps reduce delays and improves consistency across shipments."

According to the company's findings, modern drayage workflows increasingly incorporate features such as real-time rate visibility, accessorial cost transparency, and simplified booking inputs. These elements are designed to reduce the administrative burden associated with traditional coordination while supporting more accurate pricing evaluation. In practice, this can allow logistics teams to respond more effectively to changes in market conditions without increasing operational complexity.

The analysis also highlights the role of routing flexibility in cost control. Depending on port congestion, equipment availability, and regional demand, alternative routing strategies can present measurable cost differences. Without access to current pricing data, these opportunities may be overlooked. FMI notes that improved visibility allows organizations to compare options more effectively and select routes that align with both budget and delivery requirements.

Beyond pricing, the shift toward structured booking workflows is also influencing how organizations manage communication across stakeholders. Traditional processes often rely on a sequence of emails or calls to confirm availability and finalize details. In contrast, centralized systems can reduce the need for repeated follow-ups by providing a single source of information for all parties involved in the shipment. This approach can help minimize miscommunication and improve overall coordination.

A company representative stated that these changes reflect a broader movement within the logistics sector toward operational efficiency and data accessibility. "There is a clear trend toward reducing manual processes and improving visibility across the booking lifecycle," the representative said. "Organizations that adopt more structured workflows tend to see more predictable execution because they are working with more consistent and accessible information."

The company also notes that as drayage markets continue to experience pricing fluctuations and capacity constraints, the ability to evaluate options quickly has become increasingly important. Delays in booking decisions can lead to missed opportunities, higher costs, or extended transit times. By contrast, workflows that support faster evaluation and execution can help organizations maintain better control over their logistics operations.

More information about FMI's services and approach to freight coordination can be found on the company's website.

Freight Management Inc. provides freight management services to shippers, forwarders, and logistics partners, including drayage coordination, intermodal transportation, and full truckload solutions. The company's experience across U.S. ports and rail networks informs its perspective on improving visibility and operational efficiency in modern supply chains.

About Freight Management Inc.

FMI is a U.S.-based freight brokerage specializing in freight forwarding, drayage, intermodal transportation, and full truckload logistics. With more than four decades of industry experience, the company provides transportation management solutions designed to support coordination and visibility across supply chains.

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Freight Management Inc.

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