

A World Group Company

A STEP-BY-STEP GUIDE FROM CPG®

How to Build a Smarter Drayage RFP



ContainerPort
GROUP



Every Port. Every Rail.

Ensure you're asking the right questions to secure reliable, tech-enabled, and cost-effective drayage partners.



Why This Matters?

Choosing the right drayage provider impacts your entire supply chain—from dwell time and cost control to customer service and visibility. This checklist will help you structure an RFQ that gets you the best providers, eliminates hidden risks, and supports long-term logistics performance.



Essential Drayage RFQ Checklist

1

Company Profile & Capacity

☐

What is the provider's experience and longevity in the drayage industry?

☐

Do they operate nationwide and cover every major U.S. port and rail ramp?

☐

Do they have a mix of owned assets (trucks, private chassis, yards) and scalable partner capacity?

☐

Are they family-owned or private-equity owned? (Long-term stability matters.)





Essential Drayage RFQ Checklist

2

Service Scope & Coverage

☐

Do they offer more than just trucking—such as transloading, warehousing, and final-mile integration?

☐

Can they flex capacity during peak seasons or volume spikes without sacrificing service?

☐

Do they provide dedicated solutions and reliable, scalable coverage?

☐

Can they help simplify your supply chain by integrating drayage and logistics services?



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Essential Drayage RFQ Checklist

3 Technology, Visibility & Communication

☐

Do they offer real-time container tracking and geo-fencing?

☐

Is there milestone visibility and proactive communication when delays occur?

☐

Can they integrate with your TMS via EDI/API?

☐

Do they provide a digital-first customer experience—modern onboarding, live updates, automated alerts?

☐

Are they investing in technology that improves execution, not just reporting?





Essential Drayage RFQ Checklist

4

Pricing Transparency & Cost Control

☐

What is their pricing structure (per move, per mile, fuel surcharges, accessorials)?

☐

Do they offer clear, transparent chassis fee policies?

☐

How do they help you control detention, demurrage, and other penalty costs?

☐

Can they support total cost of ownership savings through reliability and operational efficiency?





Essential Drayage RFQ Checklist

5

Compliance, ESG & Stability

☐

Are they SmartWay-certified and investing in sustainable operations?

☐

Can they provide carbon reporting and ESG data if requested?

☐

Are they compliant with all port, state, and federal regulations?

☐

Are they financially stable and focused on long-term partnerships—not short-term profits?





Why CPG®?



**At ContainerPort Group
We check every box.**



Nationwide, scalable drayage coverage across 50+ U.S. markets



Asset-backed capacity plus trusted partner network



Digitally powered execution with real-time visibility and proactive communication (via Dray Alliance)



Integrated transloading, warehousing, and logistics solutions



Family-owned stability and a focus on long-term customer partnerships



**Ready to include CPG®
in your bid?**



Submit your RFP: containerport.com/en/bid-season-2025

Turnaround time: typically **24-48 hours**

Bonus

TOP 3 QUESTIONS YOU SHOULD ASK EVERY DRAYAGE PROVIDER:



Question:

Do you ***own and operate your own fleet & chassis***, or rely on brokers?

Reply



Question:

How will you provide ***real-time visibility*** and proactive communication?

Reply



Question:

Can you support my ***long-term growth***—not just today's move?

Reply

**Here's to the
road ahead**



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