

INTRODUCTION

The **Road Freight EMEA price benchmark** covers **full truckload (FTL) and less-than-truckload (LTL) shipments**, and includes **refrigerated** and **ADR** options.

Based on **millions of actual transactions since 2017**, this benchmark reflects the market as it is. The data is **anonymized, aggregated**, and **continuously updated** to ensure a consistently up-to-date view of the market.

For each corridor, we display:

- > A **realistic price range** centered around a **representative median**
- > A **confidence index (A→E)** indicating the statistical reliability of the data



In short:

Upply gives you a transparent and factual view of market prices, week after week.



SUMMARY

1. Definition of a benchmark	3
1.1 Granularity	3
1.2 Statistically speaking.....	3
2. The EMEA Road Model	4
2.1 Scope	4
2.2 Data and Sources.....	5
2.3 Data Dictionary & Standards	9
2.4 Components of the transport price	12
3. Detailed Characteristics of the Road Model	20
3.1 Spot vs. Contract.....	20
3.2 Fuel Surcharge	20
3.3 Operational Geography: Input, Distances, Ferry	23
4. Confidence Index	26
4.1 A Transparent Measure of Reliability.....	26
4.2 The Foundations of the Index	26
4.3 The geographic component	26
4.4 Other factors taken into account.....	27
4.5 Regular Updates	27
4.6 Interpretation of the index.....	27
5. Limitations and Precautions for Use	28
FAQ	29

#1

DEFINITION OF A BENCHMARK

SUMMARY

/1 DEFINITION OF A BENCHMARK

- 1.1 Granularity
- 1.2 Statistically speaking

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

At Upply, a benchmark is a statistical estimate of the “market price” for a given route (lane) and selected parameters (Spot/Contract, Reefer, ADR, etc.). Instead of a single figure, we publish a weekly price distribution in euros, derived from anonymized and aggregated real transactions since 2017. This distribution describes the range within which most comparable shipments are negotiated.

1.1 GRANULARITY

The benchmark is published on a weekly basis for the current week. The distributions become more detailed and stabilize as the week progresses: Tuesday mainly reflects Monday, Thursday generally aggregates the first three days, and so on until the close.

When the statistical signal for the week is not yet sufficiently distinct (low number of observations or atypical composition), the previous “week effect” is temporarily retained, then replaced as soon as the current week exhibits its own distinct pattern.

In practice, reading data starting from Thursday significantly reduces initial noise. This recommendation does not prevent using information earlier in the week, but it contextualizes the growing stability of the values.

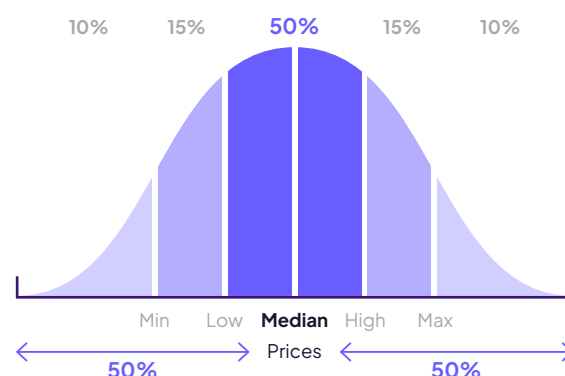
1.2 STATISTICALLY SPEAKING

The central statistic chosen to represent a lane’s “reference price” is the weekly median (P50). It is preferred over the mean because it is more robust to skewed distributions and outliers.

Five quantiles are published around this median: P10 (displayed as “min”), P25 (“low”), P50 (median), P75 (“high”), and P90 (displayed as “max”).

We do not display raw min/max values, which are often due to atypical and unrepresentative situations: heavily discounted repositionings/backhauls, heavily marked-up “distressed” emergencies, rare operational constraints (narrow time windows, complex access), calendar or weather effects, or reporting errors (units, currency, volumes).

The use of P10–P90 ensures a consistent and robust interpretation from week to week, while covering the vast majority of feasible transactions.



#2

THE EMEA ROAD MODEL

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

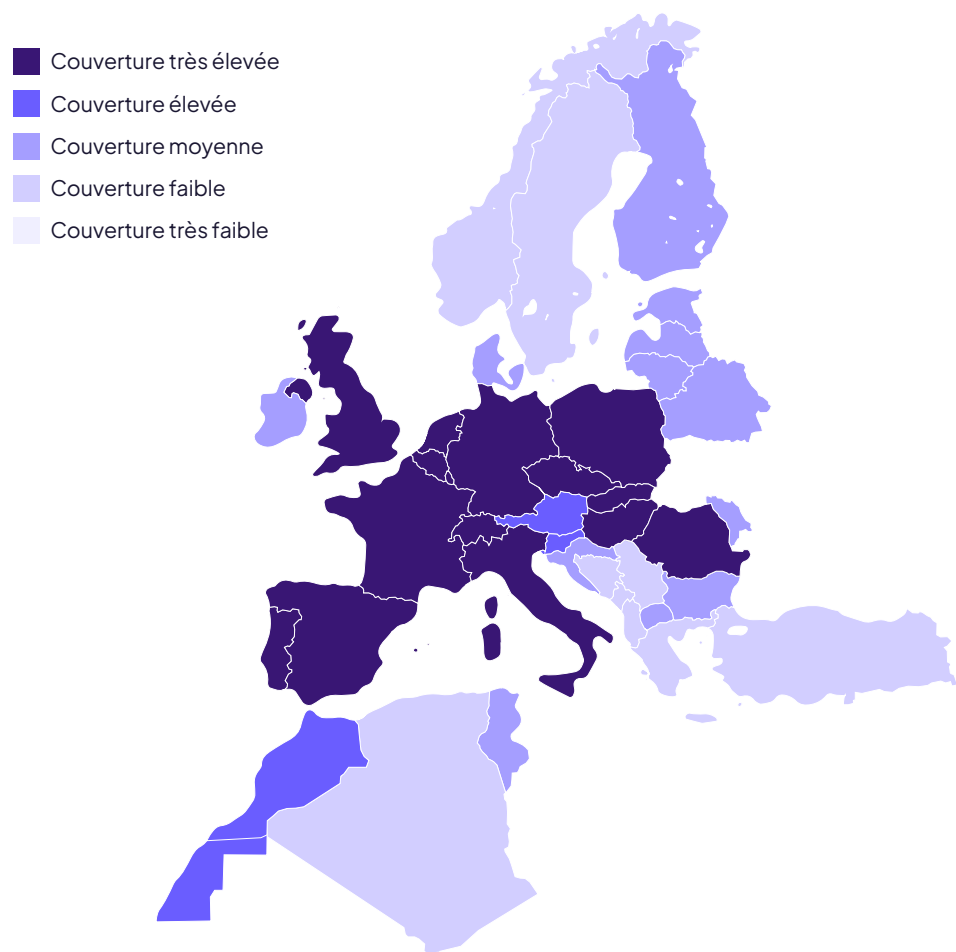
/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.1 SCOPE

The EMEA Road Model covers most European countries, and since 2024, a few countries in the Middle East and Africa; the complete list is available below. Coverage levels naturally vary by market; the map below illustrates a qualitative order of magnitude ranging from “very low” to “very high,” to be read in conjunction with the lane-by-lane confidence index.



In terms of segments, the methodology covers standard FTL (tautliner) and LTL/groupage. Temperature-controlled (refrigerated) and hazardous materials (ADR) shipments are managed via parameters. Courier/parcel and express/last-mile services are not included in the scope. In LTL, statistical accuracy decreases as the number of pallets decreases: this reflects the heterogeneity of pricing (tiered rates and “minimum loads”) and the variation in operational practices for very small shipments.

The concept of a lane is strictly geographical: a lane is defined by a point of origin and a point of destination, each precisely geocoded. When the user enters an area (zip code, department, NUTS, country), we calculate its centroid to arrive at a single, comparable road distance, while allowing flexibility in data entry.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

The table below is the reference list of covered countries. The codes are ISO 3166-1 alpha-2 (DE, FR, NL, etc.), accompanied by the country name. In all our imports/exports and in manual entry, the systematic use of the country code avoids most ambiguities (homonymous cities, postal code formats, special territories). If a country is not included in this list, the corresponding lane is not supported by the Road EMEA model.

Uapply – List of Countries / Road EMEA					
AD	Andorra	GB	United Kingdom	MT	Malta
AL	Albania	GE	Georgia	NL	Netherlands
AM	Armenia	GI	Gibraltar	NO	Norway
AT	Austria	GR	Greece	PL	Poland
BA	Bosnia and Herzegovina	HR	Croatia	PT	Portugal
BE	Belgium	HU	Hungary	RO	Romania
BG	Bulgaria	IE	Ireland	RS	Serbia
BY	Belarus	IS	Iceland	RU	Russia
CH	Switzerland	IT	Italy	SE	Sweden
CY	Cyprus	LI	Liechtenstein	SI	Slovenia
CZ	Czechia	LT	Lithuania	SK	Slovakia
DE	Germany	LU	Luxembourg	SM	San Marino
DK	Denmark	LV	Latvia	TR	Turkey
DZ	Algeria	MA	Morocco	TN	Tunisia
EE	Estonia	MC	Monaco	UA	Ukraine
ES	Spain	MD	Moldova	VA	Vatican
FI	Finland	ME	Montenegro	XK	Kosovo
FR	France	MK	North Macedonia		

Reading note:

- A country's inclusion in the list allows for the creation of lanes involving that country. The actual quality then depends on the flow of observations available at the time of the query; it is reflected by the A→E rating.
- The scope may change. Any update to this table should be considered a functional change to the product (methodology changelog).

2.2 DATA AND SOURCES

This section describes how we transform raw data streams (invoices/shipments) into a robust weekly distribution by lane. It outlines the steps, quality safeguards, handling of outliers, time weights, smoothing, geographic fallback mechanisms, and consideration of backhaul.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.2.1 INGESTION AND NORMALIZATION

The data streams (EDI/FTP/API + Connect) are validated for format, geocoded, and then standardized:

- > **Geography** - we accept ZIP/city/NUTS/department/country; every area is reduced to a centroid; distance is calculated via the road network between the two geopoints.
- > **Units** - currency harmonization (published in EUR) with weekly conversions at the official rates from the end of the previous week; harmonization of load units (weight/volume) with calculation of “taxable weight” when weight and volume are provided (standard references: 1 pallet ≈ 700 kg; 1 linear meter ≈ 1,750 kg; 1 m³ ≈ 330 kg).
- > **Parameters** - vehicle×cargo mapping (tautliner, reefer, etc.), ADR yes/no, spot/contract market.
- > **Deduplication** - probabilistic matching (close dates, same lane, same amount, same identifier or hash) to avoid double-counting the same shipment.

2.2.2 QUALITY CONTROLS AND BUSINESS SAFEGUARDS

Before estimation, we filter out obviously inconsistent entries:

- > Physical and business constraints (e.g., weight < 100 kg or > 40,000 kg, volumes outside standard ranges, impossible locations).
- > Geographic validation (inconsistent country ZIP codes, cities with the same name that haven’t been properly disambiguated) with correction or rejection.
- > Monetary consistency (zero/aberrant amounts, unknown currencies) and typology (contradictory FTL vs. LTL).

These checks ensure that the published distribution is based on plausible data points.

2.2.3 DETECTION AND HANDLING OF OUTLIERS

We distinguish between two categories:

- > **“Technical” outliers:** data entry errors, residual duplicates, reversed units, incorrectly entered currencies. These are systematically excluded.
- > **“Economic” outliers:** real but rare situations (heavily discounted repositioning/backhaul, heavily marked-up “distressed” urgent shipments, exceptional surcharges). We identify them using robust rules (interquartile ranges and/or absolute median deviation around a distribution core) and limit their influence by publishing P10–P90 rather than raw min/max values.



“Technical” exclusion eliminates errors; “economic” attenuation does not censor information but prevents a few extreme cases from distorting the interpretation of the weekly market.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
 - 2.2 Data and Sources
 - 2.3 Data Dictionary & Standards
 - 2.4 Components of the transport price
-

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.2.4 CONSTRUCTION OF THE WEEKLY SAMPLE

For each lane and combination of parameters (spot/contract, reefer, ADR, etc.), we group the observations for the current week. Consolidation is done daily (Tuesday ~ Monday, Thursday ~ D1-D3, etc.). As long as the weekly signal is not sufficiently distinct (low n, atypical composition), we temporarily retain the “week-1 effect,” then switch as soon as the week exhibits its own signature. This rule prevents overreaction at the start of the week.

2.2.5 WEIGHTINGS AND SMOOTHING

We do not use aggressive smoothing. Two mild mechanisms improve stability:

- > Intra-week recency weighting: the most recent days carry greater weight as the week progresses, while maintaining the foundation of previous days.
- > Minimal inter-week smoothing on volatile lanes: in cases of very low density, the displayed value is primarily that of the current week; if the signal is insufficient, the “week-1 effect” is temporarily maintained (mechanism already described).

The published quantiles remain robust quantiles of the sample specific to the period; they are not a multi-week average.

2.2.6 SPARSE LANES AND GEOGRAPHIC FALLBACK

When density is too low for a reliable direct calculation, we activate a hierarchical fallback, following the “nearest first” principle:

- > Progressive geographic aggregation: geopoint → zone (ZIP) → NUTS3 → NUTS2 → country → country-to-country corridor.
- > Proximity check: distances and traffic patterns (cross-border nature, use of ferries) to avoid absurd groupings.
- > Reintegration as soon as the lane becomes sufficiently dense again.

The result from a fallback retains a lower confidence index; it is indicated as such via the A→E rating.

2.2.7 DIRECTION OF TRAFFIC AND BACKHAUL

We distinguish between the A→B and B→A directions. When one of the two directions has low traffic density, we partially inherit the signal from the other via an empirical differential (“backhaul factor”) observed historically. The idea is to avoid displaying an arbitrary price in the weaker direction while respecting the round-trip asymmetry. As soon as the weaker direction regains density, we revert to a direct estimate.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
 - 2.2 Data and Sources
 - 2.3 Data Dictionary & Standards
 - 2.4 Components of the transport price
-

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.2.8 PUBLICATION OF STATISTICS

After cleaning and checks, we calculate and publish P10, P25, P50 (median), P75, P90.

- > P50 is our central reference statistic (more robust than the average).
- > P10/P90 replace the raw min/max values to exclude rare cases that do not reflect the general state of the market, while covering the bulk of realizable transactions.

2.2.9 READING “UNPARAMETERIZED” ITEMS

Tolls, ferries/tunnels, customs, waiting times, equipment (tailgate, straps, etc.), pallet storage, terminal fees... do not yet have dedicated filters. The sample will therefore mix trips “with” and “without” these items; this heterogeneity is reflected in the P10–P90 range, and the median reflects the most common practice for the week. For “strictly all-in” or “pure line” comparisons, we recommend using the available parameters (Fuel/ADR/Reefer/Spot-Contract) and, ideally, contributing your data with Tolls/Ferries/Customs/Waiting flags (see the Contributing section). More information in Section 4.

2.2.10 RACEABILITY AND QUALITY

Each step of the pipeline (ingestion, normalization, checks, outliers, sample construction) is logged. The confidence index aggregates signals for volume, source diversity, and recency. Versions of external grids (e.g., fuel surcharges) and currency conversions are dated; major methodological changes are versioned (see Governance/Versioning section).

2.2.11 KNOWN LIMITATIONS

- > LTL very small quantities: influence of “minimum charges” and high variability in practices; providing weight+volume significantly improves accuracy.
- > Ferry/short-sea corridors: lack of explicit configuration of terminal locations; the inclusion mix broadens the distribution.
- > Backhaul and return trips: useful to avoid “leaving gaps,” but provided with lower confidence; to be confirmed by your operational data when possible.

In summary, robustness stems from a simple trio: standardize correctly, filter properly, and publish quantiles rather than extremes. The mechanisms of recency, backhaul, and backhaul secure the display when weekly data is still scarce, without masking the information as soon as it becomes available.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.3 DATA DICTIONARY & STANDARDS

The model accepts free-form entries for origin and destination (city, ZIP, NUTS, department, country), reference date, market (spot or contract), weight and/or volume, vehicle type, nature of goods, and ADR option. Required fields, their default values, and validation bounds are defined in the following sections.

When weight and/or volume are not provided, Upply applies standard published values (24,000 kg and 33 pallets) to ensure an estimate. In some cases, this assumption may cause the system to interpret the shipment as a full FTL and make the price less sensitive to volume variations. For less-than-truckload (LTL) shipments, it is strongly recommended to provide both weight and volume: the model then calculates a consistent taxable weight (for reference: 1 pallet ≈ 700 kg; 1 linear meter ≈ 1,750 kg; 1 m³ ≈ 330 kg). Standard validation limits are designed to filter out obviously incorrect entries (e.g., 100–40,000 kg for weight; indicative ranges for pallets, linear meters, and m³).



The absence of a parameter does not mean that it is “excluded” from the price: the statistical sample may then include observations both with and without this characteristic (e.g., tolls, ferries). For consistent comparisons, it is recommended to provide all relevant parameters. See Section 4 for more details.

2.3.1 EMEA ROAD MODEL DATA DICTIONARY

This section documents the “data contract” expected by the algorithm: which variables are required, how they combine, which default values apply, and what the consequences are when a field is left blank.

Value	Required field	Default value	Possibles values	Example
Origin Location	✓	-	Zipcode, city	Madrid
Origin Country	✓	-	Country code, countryname	Spain
Destination Location	✓	-	Zipcode, city	75018
Destination Country	✓	-	Country code, countryname	France
Date	✓	Today	Month/Day/Year	07/01/2026
Weight	✓	24 000	Chargeable Weight (in kg)	5000
Volume	✓	33		33
Volume unit	✓	Pallets	Pallets/PA, cubic meters/M3/ CBM, linear meters/LM	Pallets
Market	✓	Spot	Spot, contract	Spot
Fuel surcharge	✓	Yes	Yes, No	Yes
Type of vehicle	✓	Tautliner	Tautliner, Flatbed, Container, Tank, Dump Truck	Tautliner
Type of goods	✓	General Cargo	General Cargo, Reefer, Bulk, Food, Rolling material	General Cargo
Hazardous	✓	No	Yes, No	Yes
Price Value	✓	-	Price of the shipment (in EUR)	1200
Id Shipment	✓	-	-	ID-526D82
Comment	✓	-	-	Hello

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
 - 2.2 Data and Sources
 - 2.3 Data Dictionary & Standards
 - 2.4 Components of the transport price
-

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

Explanations and best practices:

- > **Origin/Destination (Location + Country)** - The model accepts a wide variety of inputs (city, ZIP code, NUTS, department, country). To ensure comparability, any area is automatically reduced to its centroid and then converted into a single road distance. Separating “Location” and “Country” helps resolve ambiguities between cities with the same name and ZIP codes.
- > **Date** - This is the reference date used to place your query within the current week and, where relevant, to apply temporal parameters (e.g., the diesel surcharge when the option is enabled). Default: “today”.
- > **Weight and/or Volume** - If both are provided, we calculate the taxable weight (the maximum between actual weight and volumetric weight based on the selected units). If neither is provided, the algorithm applies standard FTL publication values (24,000 kg, 33 pallets) to ensure an estimate; this may make the price less sensitive to volume in LTL cases. For an accurate LTL estimate, always enter both weight and volume.
- > **Volume Unit** - The model accepts pallets, linear meters, and cubic meters. The unit determines the taxable weight calculation via standard equivalencies (detailed in “Additional Information”).
- > **Market** - Selecting “Spot” or “Contractual” splits the samples. Trends may differ between the two views; this behavior is expected and related to the nature of the markets.
- > **Fuel surcharge** - This parameter enables the application of a surcharge based on the rate in effect on the reference date. More information is available in the dedicated *Fuel Surcharge* section.
- > **Vehicle Type, Cargo Type, ADR (Hazardous)** - These fields filter the sample and must be used when strict “all else being equal” comparability is desired. Otherwise, the sample may mix trips with and without these characteristics, which widens the P10-P90 spread.
- > **Price Value / Id Shipment / Comment** - Utility fields for integrations (quotation attachment, traceability, comments). They do not alter the estimation method but facilitate audits and exports.

Golden rule:

- > An unspecified parameter is never interpreted as “excluded.” It means “mixed sample possible.” To reduce variance and compare “all-in” quotes, specify all relevant parameters (refrigerated, ADR, etc.).

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.3.2 ADDITIONAL INFORMATION

This section covers three key areas essential for understanding how the algorithm validates inputs and standardizes units. It should be read in conjunction with the data dictionary.

Type of vehicle and type of goods table mapping				
Tautliner	Flatbed	Container	Tank	Dump truck
General Cargo	General Cargo	General Cargo	Liquids	Bulk
Reefer	Bulk			
Bulk	Rolling materia			
Food				

Min and max weight values			
Column	Unit	Min	Max
Weight	Kilos	100	40,000
Volume	Pallets	1	40
Volume	Linear meter	0.5	14
Volume	Cubic meter	0.5	100

Quantity - Weight mapping		
1Pallet	-	700 kg
1Linear meter	-	1,750 kg
1Cubic meter	-	330 kg

Detailed explanation of the tables above:

- > **Vehicle Type ↔ Cargo Type Mapping** - This table specifies which combinations are supported by the model (examples: Tautliner with General Cargo/Reefer/Bulk/Food; Flatbed with General Cargo/Bulk; Container with General Cargo/Rolling Stock; Tank with Liquids; Dump Truck with Bulk). If the entered combination does not exist in the table, the query must be adjusted or the lane will be rejected. This explicit mapping prevents “forced” interpretations that would result in inconsistent prices.
- > **Minimum and maximum limits** - These thresholds are used to filter out obviously abnormal entries. For example, a weight less than 100 kg or greater than 40,000 kg is rejected for Road EMEA; similarly, volumes must fall within the specified ranges for pallets, linear meters, and cubic meters. These limits do not define “floor/ceiling prices”; they simply ensure the quality of the entries.
- > **Quantity ↔ Weight Equivalences** - These underpin the calculation of taxable weight when the user selects a volumetric unit: 1 pallet ≈ 700 kg; 1 linear meter ≈ 1,750 kg; 1 m³ ≈ 330 kg. These ratios are standard published equivalents; they ensure statistical consistency between observations expressed in different units. When actual dimensions are available (oversized pallets, atypical densities), it is advisable to explicitly enter both weight and volume to minimize the margin of error.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

Points to note:

- > **Minimum charges in LTL** - Many networks apply minimum rates by weight/volume class or by zone. Our P10–P90 distribution may include observations with and without minimums if the variable is not explicitly configured; this contributes to the spread for very small shipments.
- > **Ferries, tolls, customs, VAT** - Unless explicitly configured, their inclusion varies by source. This heterogeneity does not prevent market analysis but limits strict “all-in” comparisons.
- > When the **Vehicle Type = Container**, we are referring to pre- or post-carriage by road of maritime containers. In the absence of a parameter specifying size, “Container” should be interpreted as a mixed sample where the majority of observations pertain to 40-foot movements (40GP/40HC) and “double-20” configurations valued at an equivalent 40-foot level. A “single” 20-foot movement exists in the sample but is in the minority. As long as size cannot be specified in the application, the benchmark aggregates these cases; the P10–P90 range reflects this heterogeneity. If you need a “40’ only” reading, interpret the median as representative and use the P10–P90 range to frame the remaining variability.

2.4 COMPONENTS OF THE TRANSPORT PRICE

All Road EMEA publications are expressed in euros. When a source provides us with a different currency, we convert it to a weekly basis using the official exchange rates from the end of the previous week. This approach eliminates intraday exchange rate volatility without obscuring movements relevant to the transport sector.

A key point governs the interpretation of prices: only the parameters visible in the app explicitly filter the sample (Spot/Contract, Reefer, ADR, Fuel). For all other cost items—tolls, ferries, customs, waiting times, equipment, etc.—there is not yet a dedicated filter. In practice, our price distribution therefore aggregates routes “with” and “without” these elements. The published P10–P90 range serves as an envelope: the lower end of the envelope (around P10) resembles a “base rate” price with few extras, while the upper end (around P90) reflects more “all-in” prices where several additional items are included. The median (P50) represents the most typical case observed over the week. If you have already paid less than our “min” or more than our “max,” this is not an inconsistency: we display P10/P90 (rather than the raw extremes) to exclude rare cases and maintain a consistent reading from one lane to another.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.1 RUCK TYPES (VEHICLES)

The vehicle type corresponds to the road equipment used during freight transport. By selecting it, you ask the model to compare your trip only with trips made using the same type of truck. This is not necessarily related to your industry, but to the actual equipment used.

> Semi-trailer (generic tautliner)

- This is the standard for the dry freight market. Select this by default for non-specific general cargo.
- If the cargo requires temperature control, this is indicated by “Cargo Type = Refrigerated”; the default equipment is then a refrigerated semi-trailer (we do not subdivide by temperature ranges).

> Flatbed

- For long/non-standard loads, steel/wood/machinery, side/top access. No enclosed protection.

> Container carrier (drayage)

- For pre- and post-carriage of maritime containers by road (primarily 40'; 20'/double-20' containers are present but less common and “in the spread”). Terminal fees (drop/pick, chassis, gate, L/O) may or may not be included depending on the invoice; not pre-configured.

> Tank

- For bulk liquids (food, chemicals, etc.). Specific operations (heating, cleaning) are not pre-set: they are “included in the spread” when applicable.

> Dump

- For solid bulk (aggregates, grains, waste, etc.). High variability in accessories depending on the site; not configured at this stage.



If you have no explicit equipment constraints, “Semi-trailer” is the best statistical choice (most comprehensive database). Clearly inconsistent combinations (e.g., “Refrigerated” with “Flatbed”) are not available.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.2 TYPES OF CARGO

The type of cargo aims to capture the dominant operational constraint that influences prices. This does not refer to an industrial sector (FMCG, pharmaceuticals, etc.), but rather to a service characteristic.

> General cargo

- Dry/packaged goods with no specific constraints (pallets, cartons, closed IBCs, etc.). Covers the majority of semi-trailer shipments.

> Refrigerated (Reefer)

- Temperature-controlled transport (negative/positive cold and “ambient-controlled” temperature, e.g., 15–25°C). We do not segment by temperature ranges (2–8°C vs. 15–25°C): “Refrigerated” covers all such cases in road transport.
- If you have a transport case with the terms “10–20°C” or “control room temperature,” the correct selection is “Refrigerated.”

> Bulk

- Unpackaged or bulk (solid) goods. In practice, “Solid Bulk” is typically transported using a Dump Truck/Flatbed; “Liquid Bulk” is transported using a Tank Truck.
- Dump trucks/flatbeds cover “open” solid bulk (aggregates, grains, waste, long loads).
- “Bulk” under Tautliner refers to packaged bulk goods (big bags, IBCs, sacks).

> Rolling stock

- Vehicles/mobile machinery or rolling stock requiring loading via a ramp and specific securing.
- Available only for **flatbed** (flatbed) transport.

> Liquids (Tank)

- Liquid bulk (food/chemical).
- Available only for **tanker** shipments.

> Food

- Our **Food** cargo category **describes** an industry, not an equipment requirement. Methodologically, we prefer **Refrigerated** when temperature is a requirement, and **General Cargo** when the food is dry/without temperature requirements.
- **Food** refers to an industrial/sector-specific use and not a requirement. In practice:
 - Temperature-controlled food → select **Refrigerated**
 - Dry food with no temperature constraints → **General Cargo**



This “**Food**” entry is retained for compatibility but is of secondary use. Consider it a temporary alias. Eventually, it is intended to be removed in favor of the categories above. For most cases of “food at 10–20°C,” choose “**Refrigerated**.”

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.3 VEHICLE/CARGO COMPATIBILITY (SUMMARY VIEW)

Cargo Vehicle	General Cargo	Refrigerated (temperature controlled)	Bulk	Rolling Stock	Liquid	Food
Semi-trailer (Tautliner)	✓	✓	✓			✓
Flatbed	✓		✓	✓		
Container	✓					
Tank					✓	
Dump truck			✓			

Operational Summary

- > If in doubt between two categories, choose the one that reflects the most stringent operational requirement (e.g., temperature-controlled takes precedence over “food” as a sector).
- > Dry goods with no specific requirements → General cargo + Semi-trailer.
- > Temperature-controlled (2–8, 15–25, frozen) → Refrigerated; default equipment = refrigerated semi-trailer.
- > Liquid bulk → Tank (Liquids–Tank).
- > Solid bulk → Dump truck (or flatbed depending on size/load).
- > Sea container → Container truck (drayage; 40’ most common, 20’/double-20 present but less common).

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.4 DANGEROUS GOODS (ADR)

The **Dangerous Goods** parameter is used to compare your lane exclusively with shipments actually carried out under ADR regulations. Selecting this option filters the sample to include only observations identified as ADR in our data streams; leaving the box unchecked selects the non-ADR universe. By default, the box is unchecked.

The sorting is based on ADR line identifications transmitted by our contributors (shippers, carriers, 3PLs) and validated in our pipelines. If certain partners do not systematically tag ADR, a residual mix may remain on the “No” side—this is rare and can be seen in the P10–P90 range (min–max). The confidence index (A→E) accounts for the actual density and diversity of ADR flows on the lane.

Enabling ADR generally shifts the distribution upward and may widen it: the ADR regime requires additional skills, equipment, and constraints (driver training, signage, restricted routes/tunnels, site procedures). These factors are not configured individually; they are “in the spread” when they exist. Interpret the median (P50) as the most common level observed this week; P10 (min) corresponds to “more standard” configurations, while P90 (max) reflects more “all-in” scenarios (wait times, inspections, additional equipment).



Check ADR only if your shipment actually requires it; otherwise, leave it set to “No” to benefit from the densest database. If the confidence index is C or D/E with ADR enabled, slightly expand the geographic granularity (city → ZIP/area → country) or relax a very restrictive parameter, then check again at the end of the week (consolidation).

2.4.5 FUEL SURCHARGE

By default, our prices are “fuel included.” The Fuel toggle allows you to display a price “excluding surcharge” by subtracting a standardized monthly rate, determined country by country based on the average price at the pump and carrier schedules (see Fuel Surcharge section). The applied rate corresponds to the month of the selected date and the country of origin of the transport; the calculation is reversible ($\text{price_out} = \text{price_in} \div (1 + \text{rate})$). This standardization facilitates comparisons over time and between corridors, without claiming to reconstruct all contractual rates down to the last euro.

A brief example. In January 2022, Paris → Vannes is listed at €904 “fuel included.” The month and country yield a rate of 13%: the “excluding fuel” amount is $904 \div 1.13 \approx \text{€}800$. The inverse calculation yields €904.

More details in the dedicated Fuel Surcharge section.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
 - 2.2 Data and Sources
 - 2.3 Data Dictionary & Standards
 - 2.4 Components of the transport price
-

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.6 TOLLS AND ROAD VIGNETTES

Source invoices do not always indicate whether tolls (FR/IT/ES highways, DE Maut, AT GO-Maut, BE Viapass, CH LSVA, structures such as the Brenner Pass) are included or billed separately. In the absence of a dedicated parameter, some of the sample includes them, while others do not; the effect is reflected in the P10–P90 range. On corridors with frequent tolls, the P90 often captures “all-in” cases (tolls included), while the P10 approaches this value when tolls are billed separately.

2.4.7 SEA CROSSINGS AND INFRASTRUCTURE (FERRIES, EUROTUNNEL, MAJOR TUNNELS)

On cross-Channel, transalpine, or Scandinavian lanes, observations mix “road + minimal crossing” practices with more comprehensive schemes including gate fees, lift-on/lift-off, chassis, etc. We do not yet model an explicit “short-sea dominant” scenario; this heterogeneity is reflected in the price level and its spread.

2.4.8 CUSTOMS AND BORDERS

Presentation/clearance fees and other costs associated with border crossings (UK/Switzerland and non-EU countries) may be included in the transport invoice or billed separately by third parties. Since this attribute is not parameterized, the distribution mixes “with/without customs” cases, which widens the range in weeks where these items vary.

2.4.9 WAITING TIMES, DELAYS, AND SCHEDULING

Waiting times for loading/unloading, tight time slots, after-hours work, and certain site constraints are sometimes included. When this is the case, a shift toward the upper end of the distribution (P75–P90) is observed. The median reflects the most common practice during the week in question..

2.4.10 SITE-SPECIFIC/URBAN FACTORS AND MULTI-STOP ROUTES

Downtown/LEZ access, “inside” deliveries, upper floors, service to remote areas, multi-stop routes: these are all unparameterized factors that may be included for some trips and push the distribution curve upward when they are numerous.

2.4.11 EQUIPMENT AND SERVICES

Tailgate, loading assistance, safety requirements, seals, power/generator for reefer units, ADR surcharges: these items may vary depending on operational needs and billing policies. They are not isolated in the app and contribute to the spread.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
 - 2.2 Data and Sources
 - 2.3 Data Dictionary & Standards
 - 2.4 Components of the transport price
-

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.12 PACKAGING, DEPOSITS, AND CONSUMABLES

Exchanges/deposits for pallets, film, and consumables may or may not be included depending on the network and the commercial relationship. As with other accessories, we do not apply a filter, and the effect is reflected in the range.

2.4.13 DRAYAGE AND TERMINAL FEES (WHERE APPLICABLE)

In road container movements (pre/post-carriage), some observations include drop/pick, chassis, gate in/out, and lift-on/lift-off. In the absence of a “terminal” parameter, these elements remain “mixed” in the distribution.

2.4.14 WO TEXTBOOK CASES FOR REFERENCE

FR ↔ UK. Some observations include the crossing (Eurotunnel/ferry) and terminal fees, while others do not. The lower bound (P10) resembles a “road + minimal crossing,” the upper bound (P90) an “all-in” with additional services; the median reflects the prevailing practice this week.

Domestic DE. Depending on the carrier, the Maut is either included or charged separately. The mixed sample widens the P10–P90 range; the median corresponds to the most common practice on the corridor and during the period.

2.4.15 HOW TO OBTAIN MORE HOMOGENEOUS COMPARISONS

The quickest way is to enter all available parameters (Fuel, ADR, Reefer, Spot/Contract) and interpret the P10–P90 range as an indicator of heterogeneity in the data. For “strictly all-in” or, conversely, “pure line” analyses, it is best to provide your data with simple flags (Tolls, Ferries, Customs, Waiting, Terminal). We can then filter your corridors more precisely and narrow the spread around the relevant median.

#2

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

- 2.1 Scope
- 2.2 Data and Sources
- 2.3 Data Dictionary & Standards
- 2.4 Components of the transport price

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

2.4.16 OPERATIONAL SUMMARY (STATUS TABLE)

Element	Status in the benchmark	Quick read
Vehicle type	Configurable (default: Tautliner)	Type of vehicle handling the transport
Type of Goods	Configurable (default: General Cargo)	Characteristics of the goods being transported
Hazardous Materials	Configurable (default: No)	Toggle “with/without” hazardous materials
Currency	Included (EUR only)	Weekly conversion at official rates from the end of the previous week
Fuel surcharge	Configurable (default Yes)	Toggle “with/without” fuel surcharge; monthly normalization by country of origin
Tolls	Not configurable (mixed)	Included for some, excluded for others; impact on the spread
Ferries / Eurotunnel / major tunnels	Not configurable (mix)	Road+crossing mix reflected in the price level
Customs	Not configurable (mix)	Present or absent depending on traffic flow; not systematically isolated
Waiting times / detentions / appointments	Not configurable (mix)	Often responsible for a high P75–P90
Site-specific/urban/multi-stop	Not configurable (mixed)	Drive up distribution costs when frequent
Equipment / services (tailgate, GE reefer, ADR...)	Not configurable (mix)	Included as needed and per operator policy
Packaging / deposits	Not configurable (mixed)	Included or not; moderate but real impact
Trucking / terminal	Not configurable (mixed)	Drop/pick, chassis, gate, L/O sometimes included
Insurance / miscellaneous	Not configurable (mix)	Heterogeneous; variable impact

This section formalizes the core interpretation rule: anything not explicitly specified is statistically “within the spread.” P10–P90 defines the range, P50 defines the core.



Interpreting P10–P90 (min–max):

Prices may exist below P10 or above P90; they are simply not displayed so as not to distort the market reading.

#3

DETAILED CHARACTERISTICS OF THE ROAD MODEL

SUMMARY

/1
DEFINITION
OF A BENCHMARK

/2
THE EMEA
ROAD MODEL

/3
**DETAILED
CHARACTERISTICS
OF THE ROAD
MODEL**

3.1 Spot vs. Contract
3.2 Fuel Surcharge
3.3 Operational
Geography: Input,
Distances, Ferry

/4
CONFIDENCE INDEX

/5
LIMITATIONS
AND PRECAUTIONS
FOR USE

FAQ

3.1 SPOT VS. CONTRACT

The platform allows you to select a “spot” or “contract” view. This distinction is based on the information provided by the sources and our interpretation rules. The curves may diverge: the spot market reacts immediately to supply/demand pressures, while the contract market reflects periodic renegotiations and strategies to secure volumes. In practice, many buyers strike a balance: securing a volume base through contracts while taking advantage of spot opportunities from time to time.

3.2 FUEL SURCHARGE

This section describes how Upply handles the “Fuel Surcharge” in the EMEA Road model: what the concept covers, what data is used, how the rate is determined and applied, and what limitations to keep in mind. By default, prices published by Upply include the fuel surcharge. The “Fuel Surcharge” option also allows you to view a price excluding the surcharge, which is strictly comparable across corridors and over time.

The price excluding the fuel surcharge includes fuel based on a reference price; the surcharge allows this price to be adjusted according to actual fuel price changes.

3.2.1 PURPOSE AND PRINCIPLE

In EMEA road transport, many carriers apply a fuel surcharge that is added to the “excluding surcharge” (linehaul) price. To avoid arbitrarily adding or subtracting disparate items, Upply uses a standardized method: we determine a surcharge rate based on a monthly average pump price and a validated conversion table, then apply this rate to the transport price.

Reference formulas:

- > Total price (including surcharge) = Price excluding surcharge × (1 + rate)
- > Price excluding surcharge = Total price ÷ (1 + rate)

These formulas ensure easy reversibility and a consistent comparison between “with” and “without” the surcharge.

#3

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

- 3.1 Spot vs. Contract
- 3.2 Fuel Surcharge
- 3.3 Operational
Geography: Input,
Distances, Ferry

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

3.2.2 DATA USED

The rate is determined based on three data points:

- > The monthly average pump price per country, including VAT (source: CNR). This price is updated monthly and varies by country.
- > The fuel surcharge schedules applied by European carriers based on the pump price (source: carrier data sharing). These schedules are reviewed periodically, generally on a quarterly basis.
- > A conversion table that maps, for each country, ranges of average pump prices to an applicable surcharge rate. Example excerpt (France):
 - €1.30–1.32 /L → 9%
 - €1.33–1.40/L → 10%
 - €1.41–1.45/L → 11%

3.2.3 APPLICATION RULES

- > **Time reference** - Time reference - The rate used for a query is derived from the average pump price for the month corresponding to the query date. If a week spans two months, we use the month of the date selected by the user.
- > **Reference country** - The country used to determine the rate is the country of origin of the shipment (the lane's starting point). This choice reflects the common practice observed in carrier rate schedules.
- > **Calculation Method** - Since Uply prices include a fuel surcharge by default:
 - "With surcharge" display: value as calculated in the distribution (no additional adjustment).
 - "Without surcharge" display: the "with surcharge" price divided by (1 + the rate) for the country/month in question.
- > **Segments and options** - The same logic applies to FTL and LTL segments and to options (refrigerated, ADR). The surcharge is a multiplier independent of other parameters, allowing for clear "excluding surcharge" comparisons.
- > **Currency** - The calculation is independent of the source currency; the Road EMEA display is in EUR, with weekly conversions at the official rates from the end of the previous week (see Currency/FX section).

#3

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

- 3.1 Spot vs. Contract
- 3.2 Fuel Surcharge
- 3.3 Operational
Geography: Input,
Distances, Ferry

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

3.2.4 NUMERICAL EXAMPLE

In January 2022, the median “with surcharge” price is €904 for an FTL shipment from Paris to Vannes. The average monthly fuel price at the pump in France that month is €1.61/L. The pricing grid applies a 13% rate to this value.

- > Rate = 13%
- > Price excluding surcharge = €904 ÷ 1.13 ≈ €800

The difference reflects the “fuel” component as defined by carrier rate schedules for this country and this month.

3.2.5 SPECIAL CASES AND TRADE-OFFS

- > **Cross-border lanes** - The rate remains based on the country of origin. This choice is consistent and traceable; it avoids having to improvise a weighting by kilometer across multiple countries, which is rarely documented consistently in the rate schedules.
- > **Transition month** - If the date entered is at the end of the month, the rate may change on the 1st of the following month. The “no surcharge” rate calculated for the same week but across two dates in different months may therefore differ slightly.
- > **Variability of rate schedules** - Exact percentages vary from one carrier to another. The Upply grid is a statistical standardization based on observed rate schedules and an average pump price (CNR). It prioritizes robustness over contractual accuracy down to the cent.
- > **LTL and very small loads** - LTL rates may include “minimum charges.” Removing the surcharge does not cancel these minimums; it simply isolates the estimated fuel portion.
- > **Taxes and VAT** - The reference average pump price includes VAT; the grid is calibrated accordingly. The transport prices displayed in the benchmark are, by convention, expressed excluding VAT.

3.2.6 QUALITY, UPDATES, AND TRACEABILITY

The average pump price is updated monthly. The rates observed among carriers are reviewed periodically, generally on a quarterly basis; the conversion table is updated accordingly.

Each update to the table is versioned (version number, effective date, changelog). In the application, the “no surcharge” calculation is deterministic based on the pair (country of origin, month of the date) and the active table version.

#3

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

- 3.1 Spot vs. Contract
- 3.2 Fuel Surcharge
- 3.3 Operational
Geography: Input,
Distances, Ferry

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

3.2.7 LIMITATIONS AND BEST PRACTICES FOR INTERPRETATION

The fuel surcharge depends on an external indicator (pump price) and operator rates that are not uniform. The “without surcharge” result is therefore a standardized approximation, intended to compare lanes with one another and track a trend, not to reconstruct the exact invoice of a given carrier.

For strict “all-in” comparisons including other ancillary costs (tolls, ferries, customs, waiting time), these elements should be configured when available; otherwise, their presence varies within the sample and is reflected in the p10–p90 range.

3.2.8 REFERENCES

- > Source of monthly average pump price by country: CNR (including VAT).
- > Control examples: comparative table “with vs. without surcharge” across several corridors (Paris–Toulouse, Madrid–Lisbon, Berlin–London, January 2022 and August 2022) showing typical fuel cost shares ranging from 14% to 34% depending on the country and period.

3.3 OPERATIONAL GEOGRAPHY: INPUT, DISTANCES, FERRY

This section explains how we interpret your origin/destination locations, how the reference distance is calculated, and how to interpret corridors involving sea crossings (Nordic, Cross-Channel, Baltic, Adriatic). The goal is to ensure reliable location tracking and consistent price comparisons across queries.

3.3.1 GEOGRAPHIC INPUT AND AREA HIERARCHY

You can enter a city, a ZIP code, a NUTS zone, a department, or a country. When the input is a zone, we project it onto its centroid to obtain a single geographic point on each side of the lane. This standardization avoids artificial discrepancies caused by administrative boundaries of varying sizes and allows for the calculation of a comparable road distance.

To avoid any ambiguity, always specify the country (ISO-2 code or name). This is particularly important for postal codes “reused” in multiple countries or for specific national formats (e.g., NL: “1234 AB” with a space). In case of doubt (homonymous city, unique postal code), prioritize a more specific level (city/ZIP) rather than an aggregated level.

#3

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

- 3.1 Spot vs. Contract
- 3.2 Fuel Surcharge
- 3.3 Operational
Geography: Input,
Distances, Ferry

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

3.3.2 CALCULATION OF THE REFERENCE DISTANCE (ROAD)

The distance displayed is a reference road distance calculated by a professional engine configured for heavy-duty vehicles (overhang, HGV restrictions, etc.). It aims for stability and comparability across queries; it is not a promise of an exact operational route down to the kilometer. Occasional discrepancies with your actual route may exist (local constraints, choice of gateways, detours, roadwork), but the metric remains a reliable benchmark for price-per-lane analysis.

3.3.3 DISAMBIGUATION AND COUNTRY FORMATS

We apply checks to detect geographic inconsistencies (incompatible ZIP codes and countries, cities with the same name). When the algorithm cannot make a decision without risk, the query is rejected or corrected conservatively. The main avoidable error cases are:

- > ZIP code entered without a country,
- > a postal format that does not comply with the national standard,
- > an area that is too broad used as a proxy for a specific location.

The solution is simple: add the country, follow the expected postal format, and zoom in one level if you're targeting a specific location.

3.3.4 CORRIDORS WITH MARITIME CROSSINGS (NORDIC, CROSS-CHANNEL, BALTIC, ADRIATIC)

On these corridors, market prices reflect a mix of actual practices: all-road trips on one side, road+ferry trips on the other (sometimes with terminal charges such as gate fees, lift-on/lift-off, and chassis fees). The displayed distance remains a reference road benchmark, while operational heterogeneity is reflected in the price distribution:

- > the lower end of the range (around P10) approximates a "pure line" cost or a short/minimal crossing;
- > the upper end (around P90) reflects more "all-in" configurations including transit(s) and terminal fees;
- > the median (P50) represents the most common practice observed this week.

Examples of interpretation:

- > DE → SE, FR → FI: it is normal to observe a wider spread than on purely continental lanes; it captures the two types of routes encountered in the field.
- > FR ↔ UK: depending on the operators and contracts, the crossing (ferry/Eurotunnel) and certain terminal fees may or may not be included; the P10–P90 range reflects this mix.

If you wish to align the route with your operational plan, use origin/destination points located near your usual boarding/disembarkation areas: this reduces the gap between the reference road distance and your actual trips, while maintaining a representative price reading.

#3

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

- 3.1 Spot vs. Contract
- 3.2 Fuel Surcharge
- 3.3 Operational
Geography: Input,
Distances, Ferry

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

3.3.5 AREAS OUTSIDE THE SCOPE AND UNEVEN COVERAGE

Certain areas are not served by road in the model (e.g., Iceland, Faroe Islands), which explains the absence of results. Conversely, non-EU countries (Turkey, Maghreb countries) are included in the scope but with more variable coverage: the A→E confidence index should guide the interpretation and reuse of the values.

3.3.6 BEST PRACTICES FOR DATA ENTRY (SUMMARY)

Always include the country with the ZIP code, follow the national postal format, prioritize city/ZIP code when targeting a specific location, and, for corridors with crossings, anchor your points to the boarding/disembarking zones used. This approach reduces geographical ambiguities and improves the stability of price/lane comparisons.

#4

CONFIDENCE INDEX

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

- 4.1 A Transparent Measure of Reliability
- 4.2 The Foundations of the Index
- 4.3 The geographic component
- 4.4 Other factors taken into account
- 4.5 Regular Updates
- 4.6 Interpretation of the index

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

4.1 A TRANSPARENT MEASURE OF RELIABILITY

The Upply Confidence Index aims to indicate, for each price estimate, the associated level of statistical reliability.

It reflects the strength of the data available at the time of calculation and complements the price reading by providing a clear indicator of its robustness.

Each result displayed on the platform is accompanied by a rating ranging from A (very reliable) to E (not very reliable).

This simple scale helps users understand the quality of the data underlying a benchmark.

4.2 THE FOUNDATIONS OF THE INDEX

The index is based on three key principles:

- > **The volume of observations:** - The volume of observations : the more data collected for a link, the higher the confidence in the estimate.
- > **The diversity of participants:** the presence of data from multiple companies enhances the index's representativeness of the market.
- > **Temporal regularity :** continuous and recent observations ensure greater stability and reflect the current state of the market.

These dimensions are analyzed together to produce an indicator that reflects both the historical depth and the recency of the data.

4.3 THE GEOGRAPHIC COMPONENT

The geographic dimension forms the main basis for calculating the road transport confidence index.

It assesses the density of available information on routes between countries.

For each origin-destination pair:

- > the observed volumes are analyzed at two levels of granularity: country and regional zones;
- > a weighting factor gives greater importance to the country level, which is more precise than the regional level;
- > within each level, complete corridors (country ↔ country, region ↔ region) are prioritized over single origins or destinations, as they better represent actual flows.

#4

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

- 4.1 A Transparent Measure of Reliability
- 4.2 The Foundations of the Index
- 4.3 The geographic component
- 4.4 Other factors taken into account
- 4.5 Regular Updates
- 4.6 Interpretation of the index

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

The index also takes into account the diversity of customers observed on each corridor, as well as the consistency of volumes over time:

- > a corridor whose data comes from many distinct players receives a higher score;
- > a corridor with volumes that have remained stable over the last few quarters is valued, while one-off or irregular activity is penalized.

This approach highlights, within the confidence score, the data volumes actually observed per corridor, weighting their contribution according to the stability, diversity, and density of the flows.

4.4 OTHER FACTORS TAKEN INTO ACCOUNT

Beyond geography, several characteristics of transport are used to adjust the confidence index:

- > **The type of cargo:** certain segments, such as general freight, are more representative than others that are more specialized (bulk, food, liquids, etc.).
- > **The presence of dangerous goods :** these flows are rarer and may exhibit greater variability.
- > **Contract type:** the index distinguishes between data from long-term contracts and data from one-off transactions to account for the diversity of purchasing practices.
- > **The weight of the cargo:** this reflects the type of shipments (light, medium, heavy) and ensures that the volumes considered accurately represent typical road transport volumes.

Each of these dimensions helps refine the confidence measure, ensuring that the index accurately reflects the structure and representativeness of the data used.

4.5 REGULAR UPDATES

The index is recalculated weekly to continuously reflect the latest collected data.

It evolves at the same pace as the Uply database, which is updated daily with new data streams.

Thus, the confidence score displayed on the platform always corresponds to the actual state of the data at the time of consultation.

4.6 INTERPRETATION OF THE INDEX

- A Extensive, recent, and varied data:** robust and highly representative estimates.
- B**
- C Average data:** a reliable indicator but should be interpreted with caution.
- D Sparse or irregular data:** indicative information, to be considered as a trend.
- E**

#5

LIMITATIONS AND PRECAUTIONS FOR USE

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

The benchmark describes a credible market distribution but does not constitute a firm quote. In the LTL segment, accuracy is lower for very small numbers of pallets; providing weight, volume, and cargo type simultaneously improves comparability. The absence of explicit cost parameters (fuel, tolls, ferries, customs, VAT, equipment) can lead to a “mixed” sample and contribute to the P10–P90 spread. Finally, quality depends on data density: the A→E index must be consulted systematically, keeping in mind that retroactive revisions may occur when new data is incorporated (backfill).

#FAQ

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

Why isn't my "min" the lowest observed value?

We do not display the lowest or highest "raw" prices seen in our data. Instead, we show a "min" and a "max" that have been "cleaned": the min corresponds to the 10th percentile (p10) and the max to the 90th percentile (p90). In other words, p10 is the price below which only 10% of observations fall, and p90 is the price above which only 10% of observations fall.

This approach filters out very rare or atypical cases that can skew the market reading (repositioning or empty runs, data entry/billing errors, one-off emergencies, exceptional surcharges such as customs/ferries/ADR, or unusual inclusion or exclusion of items). It makes comparisons between corridors more stable and representative of the "core" of the market.

Example: if observed prices range from €400 to €1,400, but 80% of trips cost between €600 and €1,050, we will display min = 600 (p10) and max = 1,050 (p90). There may therefore be isolated invoices below or above this range, but they do not reflect the central trend.

What does moving from B to C (in the confidence index) mean?

Moving from B to C means that, for the query and week in question, statistical reliability has dropped from "good" to "average." Specifically, at least one of the three components of the score has weakened: volume of available observations, diversity of contributors, or regularity/recency of the data. The price at C remains usable, but it must be interpreted with a bit more caution than at B.

How to enter a postal code correctly? (example: Netherlands)

The Dutch postal code follows the format 4 digits + space + 2 uppercase letters, for example "1234 AB". Always specify the country in the dedicated field (Origin/Destination Country = NL). This resolves 99% of geographic ambiguities and ensures correct geocoding.

If the search still fails, use the city (e.g., "Utrecht") or an administrative level (NUTS) and always specify the country as "NL." Avoid adding prefixes or suffixes to the postal code in the ZIP field, unless explicitly required by your internal integration.

NL Best Practices at a Glance:

- > Follow the "1234 AB" format, using uppercase letters;
- > enter the country = NL in the country column;
- > if that fails, use City + Country or NUTS + Country to resolve ambiguity.

#FAQ

SUMMARY

/1 DEFINITION OF A BENCHMARK

/2 THE EMEA ROAD MODEL

/3 DETAILED CHARACTERISTICS OF THE ROAD MODEL

/4 CONFIDENCE INDEX

/5 LIMITATIONS AND PRECAUTIONS FOR USE

FAQ

Why doesn't my volume affect the price?

Two common reasons.

1. You are in FTL: a full truckload is billed per truck, so the impact of volume becomes marginal as long as you stay within the usual limits (33 pallets/13.6 linear meters).
2. You are in LTL on a poorly covered lane (C/D index): as long as the week is not consolidated or the volume per pallet bracket is low, the model may partially neutralize the volume effect to maintain robustness. Entering the weight and number of pallets improves accuracy.

How should a lane to Scandinavia (or more broadly, one requiring a ferry) be interpreted?

Our prices reflect actual invoices and therefore a mix of practices: some routes are "all-road," others "road + ferry" (sometimes with terminal charges such as gate fees, lift-on/lift-off, and chassis fees). The displayed distance is a reference road distance; it is the price distribution that captures the operational heterogeneity.

How to interpret the distribution:

- > P10 is close to a "pure road" cost or a short/minimal crossing;
- > P50 (median) represents the most common case observed this week;
- > P90 often corresponds to more "all-in" configurations (ferry + terminal fees).

Example: on DE→SE or FR→FI routes, it is normal for the P10–P90 range to be wider than on a continental lane: it covers both all-road and road+ferry observations. To align with your practice, position yourself relative to the median and the P10–P90 range, or anchor your points near your usual embarkation/disembarkation ports.

Does the displayed price include tolls?

Short answer: sometimes yes, sometimes no. In Road EMEA, there is not yet a "Tolls" parameter to filter the sample. The prices we observe come from invoices where tolls (FR/IT/ES highways, DE Maut, BE Viapass, CH LSVA, Brenner, etc.) may be included for some carriers and excluded for others. This variation is reflected in the published "spread."

How to interpret this in practice:

- > P10–P90: This represents the range of typical prices. The lower end (around P10) resembles a "base rate" with few extras; the upper end (around P90) is closer to an "all-inclusive" rate where tolls are often included. The median (P50) corresponds to the most common case observed this week.

Example: If FR→DE shows P10=€880, P50=€960, P90=€1,040, and your contracts are "tolls included," compare your rates to €960–€1,040. If your quotes list tolls separately, aim for €880–€960.

Disclaimer

The prices published by Upply are aggregated statistical estimates intended for benchmarking. They do not constitute a firm quote or a commercial offer. The inclusion of certain cost components may vary when they are not explicitly specified. The confidence index should be used to assess the quality of each result; any interpretation outside the scope described in this document should be made with caution.

Upply, plateforme technologique qui révolutionne la gestion du transport de marchandises.

Sa mission : simplifier l'analyse, la prise de décision et l'exécution des opérations de fret grâce à la data et à la tech. Forte d'un ADN technologique unique et de plus d'1 milliard de données, Upply conçoit des solutions au service de l'efficacité opérationnelle des chargeurs, transporteurs et commissionnaires de transport. Analyse des prix, sourcing, suivi, gestion administrative, évaluation CO₂ : sa plateforme booste la performance et la durabilité de la supply chain.

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