

# Starship AdHoc Rate Quote

## Starship Ad Hoc Rate Quote – Sales Team Training

### Purpose

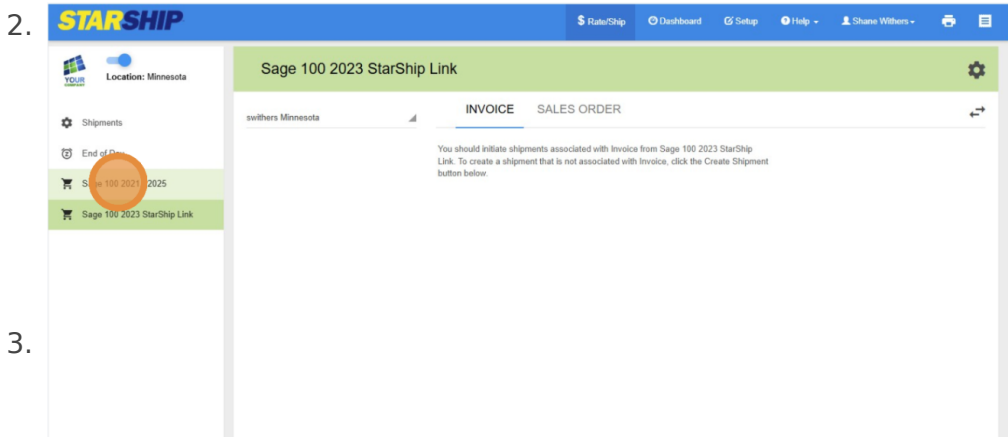
This guide explains how to generate freight rate quotes in Starship without needing to process or ship an order. This allows you to quickly compare rates from multiple carriers and provide accurate freight costs to customers.

### Logging In

- Log in to Starship using your assigned User credentials.
- <https://let.starship.online/ship/Login>
- You will have access to create and view quotes, but you will not be able to process shipments.

### Starting a Manual Rate Quote

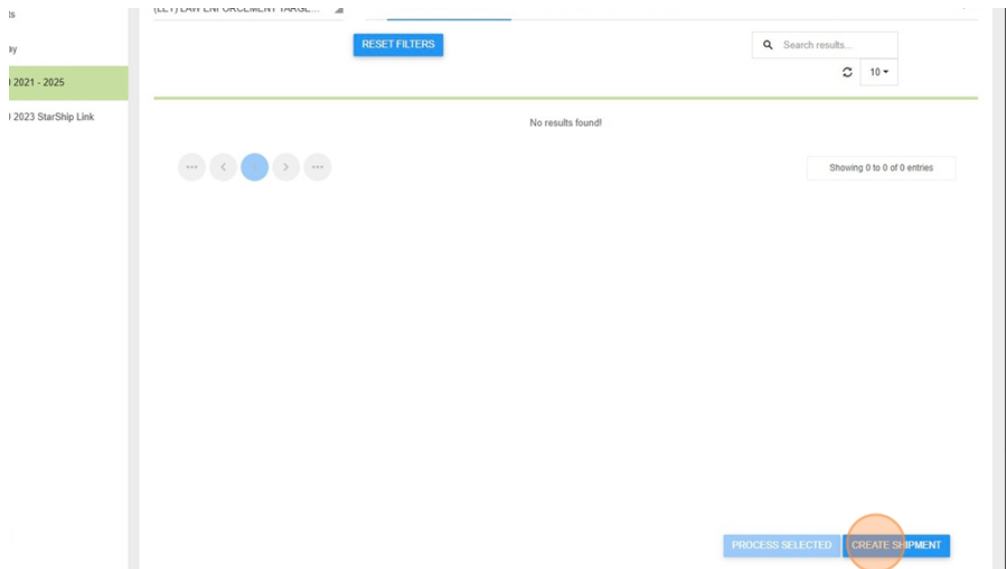
1. Click "Sage 100 2021 - 2025"



4. Navigate to the Shipment Creation Screen

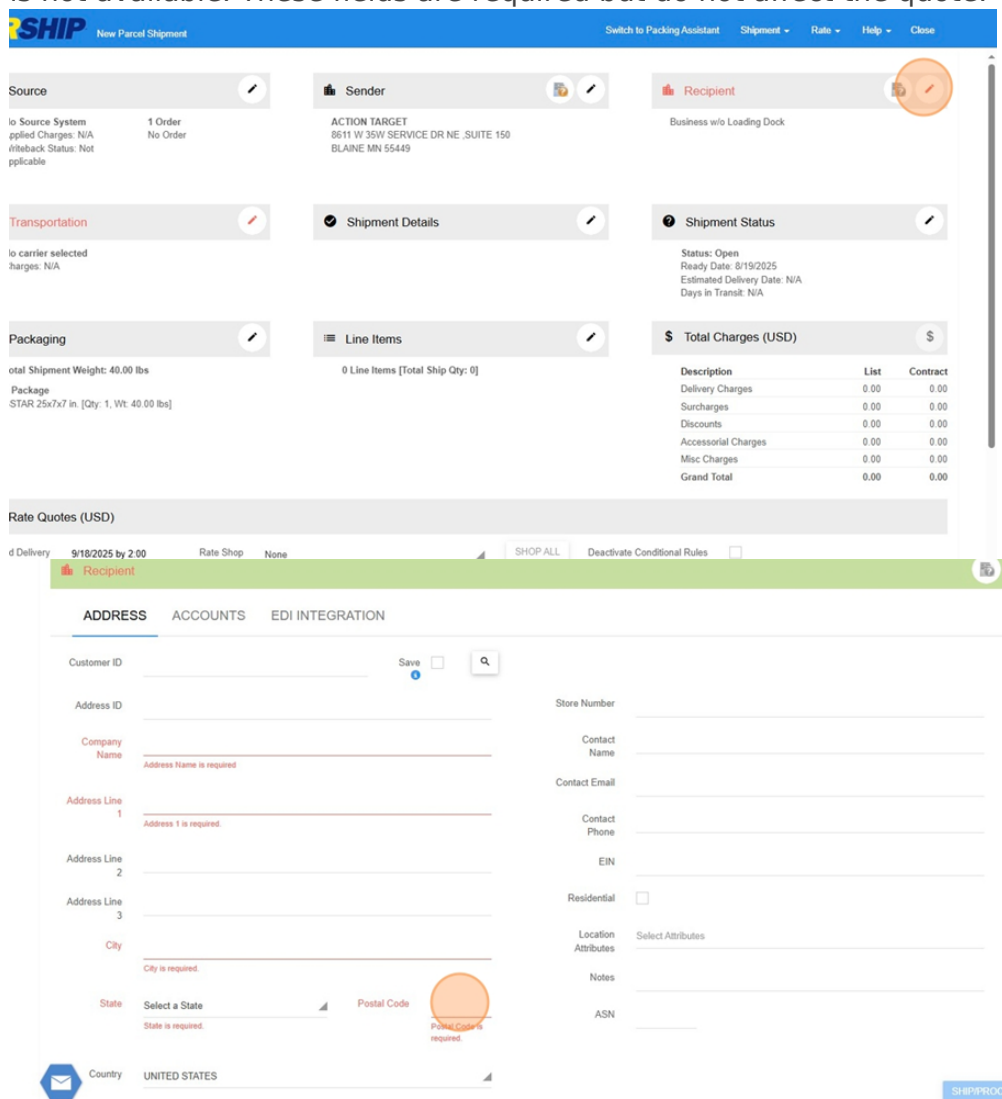
- Click on "Create Shipment" or the equivalent option for manual entry.

1.



## 2. Enter Destination Information

- Enter the destination ZIP code. The city and state will auto-populate.
- For other address fields (name, address, etc.), you can enter a period (.) if the actual data is not available. These fields are required but do not affect the quote.





**Transportation**

Carrier: Select a Carrier Ready: 8/19/2025

Service:

Account: Select a Carrier ✓

Billing: Parcel

Charges (USD): FedEx

Zone: UPS

Freight: USPS

FedEx Freight

Old Dominion Freight Line

Special Instructions: \_\_\_\_\_

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**Shipment Details**

**Shipment Status**

Status: Open  
 Ready Date: 8/19/2025  
 Estimated Delivery Date: N/A  
 Days in Transit: N/A

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**Packaging**

Total Shipment Weight: 40.00 lbs

1 Package  
 BSTAR 25x7x7 in. [Qty: 1, Wt: 40.00 lbs]

**Line Items**

0 Line Items [Total Ship Qty: 0]

**Total Charges (USD)**

Description	List	Co
Delivery Charges	0.00	
Surcharges	0.00	
Discounts		
Accessorial Charges	0.00	

• 4. Enter Package or Pallet Details

- For LTL: Enter the number of pallets, total weight, and dimensions (length, width, height).
- For small parcel: Enter the number of packages, weights, and dimensions as needed.
- Select the appropriate freight class or group (e.g., "Steel Targets," "Cardboard Targets").

**Source**

No Source System  
 Applied Charges: N/A  
 Writeback Status: Not applicable

1 Order  
 No Order

**Sender**

ACTION TARGET  
 8611 W 35W SERVICE DR NE, SUITE 150  
 BLAINE MN 55449

**Recipient**

Lehi UT 84043  
 Business w/o Loading Dock

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**Transportation**

FedEx Freight® Priority  
 Account 955199170  
 Bill Shipper - 955199170  
 Charges: N/A

**Shipment Details**

**Shipment Status**

Status: Open  
 Ready Date: 8/19/2025  
 Estimated Delivery Date: N/A  
 Days in Transit: N/A

---

**Packaging**

Total Shipment Weight: 40.00 lbs

1 Pallet  
 Custom Pallet [Qty: 1, Wt: 40.00 lbs]

1 Package  
 BSTAR 25x7x7 in. [Qty: 1, Wt: 40.00 lbs]

**Line Items**

0 Line Items [Total Ship Qty: 0]

**Total Charges (USD)**

Description	List	Co
Delivery Charges	0.00	
Surcharges	0.00	
Discounts	0.00	
Accessorial Charges	0.00	
Misc Charges	0.00	
Grand Total	0.00	

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**Rate Quotes (USD)**

Required Delivery by: 9/18/2025 by 2:00

Rate Shop Scenario: None

SHOP ALL

Deactivate Conditional Rules

Rate your shipment to see rate quotes.

Account 955199170  
Bill Shipper - 955199170  
Charges: N/A

Ready Date: 8/19/2025  
Estimated Delivery Date: N/A  
Days in Transit: N/A

**Packaging** BOL VIEW ✓

Automatic Scale Mode

Search pallets... 10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	40	0	0	0	0	Select a group

Showing 1 to 1 of 1 entries

**Line Items**

0 Line Items [Total Ship Qty: 0]

**Total Charges (USD)**

Description	List	Contract
Delivery Charges	0.00	0.00
Surcharges	0.00	0.00
Discounts	0.00	0.00
Accessorial Charges	0.00	0.00
Misc Charges	0.00	0.00
<b>Grand Total</b>	<b>0.00</b>	<b>0.00</b>

**Rate Quotes (USD)**

Required Delivery by: 9/18/2025 by 2:00  
Rate Shop Scenario: None  
SHOP ALL Deactivate Conditional Rules

**SHIP** New Freight Shipment Switch to Packing Assistant Shipment Rate Help Close

FedEx  
FedEx Freight® Priority  
Account 955199170  
Bill Shipper - 955199170  
Charges: N/A

Status: Open  
Ready Date: 8/19/2025  
Estimated Delivery Date: N/A  
Days in Transit: N/A

**Packaging** BOL VIEW ✓

Automatic Scale Mode

Search pallets... 10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Select a group

Showing 1 to 1 of 1 entries

**Line Items**

Line Items [Total Ship Qty: 0]

**Total Charges (USD)**

Description	List	Contract
Delivery Charges	0.00	0.00
Surcharges	0.00	0.00
Discounts	0.00	0.00
Accessorial Charges	0.00	0.00
Misc Charges	0.00	0.00
<b>Grand Total</b>	<b>0.00</b>	<b>0.00</b>

**Rate Quotes (USD)**

Density (lbs/ft <sup>3</sup> )	Freight Class
≥50	50 (rare)
35–50	55
30–35	60
22.5–30	65
15–22.5	70
13.5–15	77.5
12–13.5	85
10–12	92.5
8–10	100
6–8	125
4–6	150
<4	175–250

Packaging
BOL VIEW

Automatic Scale Mode

10 ▾

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Select a group

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1
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⋮

**Line Items**

Line Items [Total Ship Qty: 0]

**\$ Total Charges (USD)**

Description	List	Contract
Delivery Charges	0.00	0.00
Surcharges	0.00	0.00
Discounts	0.00	0.00
Accessorial Charges	0.00	0.00
Misc Charges	0.00	0.00
<b>Grand Total</b>	<b>0.00</b>	<b>0.00</b>

**Rate Quotes (USD)**

Delivery by 9/18/2025 by 2:00 Rate Shop Scenario None SHOP ALL Deactivate Conditional Rules

⚠️ your shipment to see rate quotes.

SHIP/PROCESS

Showing 1 to 1 of 1 entries

- Select a group ✓
- Freight Class 175
- Freight Class 400
- Freight Class 60
- Freight Class 65
- Freight Class 70
- Freight Class 85
- Freight Class 92.5
- Freight Class 100

FedEx Freight® Priority  
 Account 955199170  
 Bill Shipper - 955199170  
 Charges: N/A



Status: Open  
 Ready Date: 8/19/2025  
 Estimated Delivery Date: N/A  
 Days in Transit: N/A

**Packaging**

BOL VIEW

Automatic Scale Mode



Search pallets...

10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Freight Class 60

Showing 1 to 1 of 1 entries

**Line Items**

0 Line Items [Total Ship Qty: 0]

**Total Charges (USD)**

Description	List	Co
Delivery Charges	0.00	
Surcharges	0.00	
Discounts	0.00	
Accessorial Charges	0.00	
Misc Charges	0.00	
Grand Total	0.00	

**Rate Quotes (USD)**

Account 955199170  
 Bill Shipper - 955199170  
 Charges: N/A



Ready Date: 8/19/2025  
 Estimated Delivery Date: N/A  
 Days in Transit: N/A

**Packaging**

BOL VIEW

Automatic Scale Mode



Search pallets...

10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Freight Class 60
1	BSTAR	1	40	25	7	7	56.42	Select a group

Showing 1 to 1 of 1 entries

**Line Items**

Line Items [Total Ship Qty: 0]

**Total Charges (USD)**

Description	List	Contract
Delivery Charges	0.00	0.00
Surcharges	0.00	0.00
Discounts	0.00	0.00
Accessorial Charges	0.00	0.00
Misc Charges	0.00	0.00
Grand Total	0.00	0.00

packaging BOL VIEW

Automatic Scale Mode

Search pallets... 10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Freight Class 60
1	BSTAR	1	40	25	7	7	56.42	

Line Items [Total Ship Qty: 0]

**\$ Total Charges (USD)**

Description	List	Contract
Delivery Charges	0.00	0.00
Surcharges	0.00	0.00
Discounts	0.00	0.00
Accessorial Charges	0.00	0.00
Misc Charges	0.00	0.00
Grand Total	0.00	0.00

**Rate Quotes (USD)**

Delivery by: 9/18/2025 by 2:00  
 Rate Shop Scenario (Not Applied): FREIGHT LTL SHIP  
 Rate shop:  Deactivate Conditional Rules

SHIPPROCESS

### 5. \*(Optional) Select Carrier\*\*

- You can leave the carrier field blank to get quotes from all available carriers, or select a specific carrier to limit results.

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### Running the Rate Quote

- Click the "Get Rates" or "Run Quote" button.
- Starship will display rate quotes from all configured carriers for the entered shipment details.
- Review the rates and service levels (e.g., Economy, Priority, Guaranteed).

packaging BOL VIEW

Automatic Scale Mode

Search pallets... 10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Freight Class 60

Line Items [Total Ship Qty: 0]

**\$ Total Charges (USD)**

Description	List	Co
Delivery Charges	0.00	
Surcharges	0.00	
Discounts	0.00	
Accessorial Charges	0.00	
Misc Charges	0.00	
Grand Total	0.00	

**Rate Quotes (USD)**

Required Delivery by: 9/18/2025 by 2:00  
 Rate Shop Scenario: None  
 Rate shop:  Deactivate Conditional Rules

SHIPPROCESS

Automatic Scale Mode

Search pallets... 10

Seq #	Packaging	Qty	Actual Weight	Length	Width	Height	Density	Group
1	Custom Pallet	1	200	48	48	48	3.13	Freight Class 60
1	BSTAR	1	40	25	7	7	56.42	Freight Class 60

Showing 1 to 1 of 1 entries

Line Items [Total Ship Qty: 0]

**\$ Total Charges (USD)**

Description	List	Contract
Delivery Charges	0.00	0.00
Surcharges	0.00	0.00
Discounts	0.00	0.00
Accessorial Charges	0.00	0.00
Misc Charges	0.00	0.00
<b>Grand Total</b>	<b>0.00</b>	<b>0.00</b>

**Rate Quotes (USD)**

Delivery by: 9/18/2025 by 2:00  
Rate Shop Scenario (Not Applied)  
FREIGHT LTL SHIP  
Rate ship:  Deactivate Conditional Rules

your shipment to see rate quotes.

## Recording the Quote

- Note the desired rate and carrier.
- Enter the quoted freight amount (with any markup, if applicable) into your Sage quote or sales order as needed.
  - **Standard markup rate is 20%**
- Do **not** click “Ship” – as a rate quote user, this option will be disabled

## Closing the Quote

- Once you have the information you need, close the shipment window.
- Repeat the process for additional quotes as needed.

## Tips & Best Practices

- You can get multiple quotes from different carriers in one step—no need to visit each carrier’s website.
- If you’re unsure about weights or dimensions, estimate as closely as possible for the most accurate quote.
- If you need to quote for an existing order, you can import the order number (if it’s not a “quote” type in Sage; currently, only standard and backorder types are supported for import).
- For quoting only (not shipping), always use your “Rate Quote User” login.

Revision #4

Created 19 August 2025 17:25:57 by Shane Withers

Updated 16 December 2025 18:18:57 by Shane Withers