

Why A New Tariff?

Current 400-M Too Complex
Source of Customer Confusion
Accurate Estimates Difficult
Especially At Destination
Too Many Billing Errors
Mileage Errors

How Does New Tariff 400-N Resolve 400-M Problems?

Electronic Tariff

3-Digit Zip To 3-Digit Zip Linehaul Rates

Eliminates Seldom Used Accessorials

Simplifies Accessorials

Restructures Complex Accessorials Into

One Simple Rate per cwt. (ATC, Stair

Carry, Long Carry, Elevator, etc. Eliminates

Full Packing Based On Per Cwt. Rates

Zip To Zip Linehaul Rates

- No Mileage Look Up
- Geographic Cost Indices
- Labor Cost Indices
- Short Haul Adjustment

Seldom Used/Obsolete Accessorials Eliminated

Shipments On
Tour

C.O.D. Shipments
Signature Service

Travel Time

Empty Miles

Forklifts

✍ Advertising On
Carrier Equipme

✍ Papering and
Padding

✍ Metal Banding

✍ Supervisory
Personnel

New Simple Origin/Destination Accessorial Rate Per Cwt. To Apply

In Lieu Of:

- ✕ Elevators, Stairs And Excessive Distances
- ✕ Piano And Organ Carries
- ✕ Additional Transportation Charges

Accessorials Retained

Light And Bulky –
Item

Bridges and Tolls

Diversions And
Stop Offs

Extra Labor

Waiting Time

SIT Pickup And
Delivery

✍ Advanced Charge

✍ Fuel Surcharge

✍ Shuttle Service

✍ Overtime Loading
And Unloading

✍ Storage-In-Transit

✍ Pickup And
Delivery At Third
Party Warehouse

simplified

Cost Schedules Reduced to “3”

Packing

- Full Service Packing
Based On Rates Per Cwt.
- Custom Service Packing
Based On Individual
Carton Rates

Tariff 400-M/400-N Shipment Profile

**8,000 Pound Shipment Moving 1180 Miles
from Alexandria, VA to Omaha, NE at a 55% Discount**

Tariff 400-M

Tariff 400-N

Service Provided	Tariff Charge	Service Provided	Tariff Charge
Linehaul	\$3884.00	Linehaul	\$3911.00
Packing	\$1667.80	Full Cwt. Packing	\$1656.00
ATC	\$ 72.00	Origin/Destination Fee \$260.00	
Long Carry	\$ 72.00		
Elevator	\$ 109.80		
SIT 30-days	\$ 485.28	SIT 30-days	\$ 485.28
TOTAL	\$6290.91	TOTAL	\$6312.28

Tariff 400-N Packing Detail

Container	Number	Carton Cost	Packing	Total
Shippack	8	\$31.95	\$47.45	\$ 635.30
– Cu. Ft.	15	\$ 9.75	\$19.00	\$ 431.25
½ Cu. Ft.	30	\$11.75	\$23.30	\$1051.50
– Cu. Ft.	15	\$13.50	\$26.60	\$ 601.50
Mattress	6	\$33.80	\$21.20	\$ 330.00
Wardrobe	8	\$25.05	\$13.90	\$ 311.60
Corrugated	5	\$25.75	\$43.30	\$ 345.25
Total (Without Discount)				\$3706.40
With 55% Discount				\$1667.80

Tariff 400-N Packing -- 8000 lbs. x \$46.00 = \$3680.00
With 55% Discount = \$1656.00

Attributes Of New Tariff 400-N

Quick And Easy Way
To Estimate And Rate
A Shipment

No Mileage Lookup
Eliminates Service
Disputes Between
Customers And
Carriers

No Surprise Charges
At Destination

- Full Pack Rates Easy To Determine
- Customer Friendly Tariff That's Easy To Understand, Use And Explain
- Promotes Estimating And Billing Accuracy
- Audit Friendly

Tariff 400-N Impact And Timetable

Effective Date – January 1, 2002

New Tariff And CD Rom Available
By Mid Or Late Summer 2001

Economic Impact To Shippers

Shipment ID

994

First Name

Joe

Last Name

Doe

Home Number

703-555-1212

Work Num

598-555-

Add/Find

Print

Save

Cancel

Quit

Shipment

Customer

143

811

05/01/2001

11

05/02/2001

11

8500

1.625

\$1.25

\$ 10,700

Buffalo, NY Serv Area

to

Gunnison, CO Serv Area

Transportation	\$ 9,433.95
Orig/Dest Fee	\$ 488.84
Pack/Unpack	\$ 3,757.00
Valuation	\$ 74.90
SIT Services	\$ 0.00
Other Services	\$ 399.75

Total Charges \$14,154.44

Services Requested (double click to edit)

- PA
- Full Pack
- Full Unpack (Overtime)
- Zip 012 - Extra Labor - 6.50 hours

- PA
- Special Handling
- Pack/Unpack Svc
- Crating
- Debus Removal
- Stopoff/Diversio
- Advanced Charge
- Labor
- Auxiliary Service
- Light/Bulky Article
- Weight Additive
- P/O Self/Sun/Hol
- P/O Self/Mini
- SIT Services