ABF® Shipping Guide

Service Options & Pricing Provisions

The ABF Shipping Guide is provided as an informational tool only. Shipments are subject to the terms and conditions contained in ABF 111 Series. To view the complete terms and conditions, please visit abf.com or contact your local ABF representative for a printed copy of ABF 111 - Rules and Special Services.

Effective 10-1-2010
(Subject to Change)

ABF FREIGHT SYSTEM, INC.®
P. O. Box 10048
Fort Smith, AR 72917-0048

abf.com

Dear ABF Customer,

In any aspect of business, thorough communication is the first step toward a positive and lasting relationship. We hope the ABF® *Shipping Guide* will serve as a convenient reference tool for your day-to-day questions about motor carrier transportation and will help eliminate surprises in our mutual dealings. Please take a moment to review the Guide. If you have received it in connection with the establishment or amendment of your Specific Account Pricing provisions, we encourage you to also review your tariff item to ensure that it contains the provisions that we agreed upon. If you have any questions regarding your pricing or its application, please contact your ABF account manager who will be happy to assist you.

The Guide provides information on the various factors that affect the application of your pricing as well as ABF's general policies on cargo loss and damage claims, overcharge claims, excess liability coverage, indemnification and payment requirements. The Guide also contains information about ABF's wide range of supply chain services, such as TimeKeeper®, TurnKey®, ABF U-Pack Moving®, volume services, FreightValue®, Reverse Logistics, Global Supply Chain Services, and ABF International Services®.

The *Shipping Guide* summarizes but does not amend the ABF "Rules and Special Service Charges" (ABF 111 Series Rules Tariff). The Rules Tariff is available upon request and can also be viewed, searched or retrieved from ABF's website.

As your shipping partner, we continually innovate to meet the specific needs of our customers. Take, for example, our award-winning website, abf.com. Engineered for efficiency and quality tested by actual ABF customers, these tools can streamline the shipping process and help you optimize your supply chain — saving you time, effort and money. However at ABF, transportation solutions aren't limited to computer programs or a telephone number in another city. Indeed, the breadth of our Internet capabilities has freed our highly trained staff to work with you to solve your logistics challenges. Our core mission is to mold our operation to meet your specific requirements. Supplementing our local individualized attention, ABF's size, technical knowledge, and international scope allow us to offer a wide variety of transportation services. Through technology and personal attention to your specific needs, ABF can provide flexible solutions for your unique supply chain challenges.

ABF appreciates the opportunity to serve your company. If you have any suggestions or comments concerning the *Shipping Guide*, our website, or any other aspect of our transportation products and services, please let us know. We value your opinion.

Danny Loe
Vice President
Yield Management

Index

ABF General Policies 15
Additional Transportation Solutions 12
Bill of Lading Information 10
Determining Freight Charges 5
eCenter® Services 6
Explanation of Rate Scale 4
Factors Affecting Pricing Application 13
Fuel Surcharge Information 14
Glossary of Terms 17
Governing Provisions 4
Liability - Cargo Loss & Damage Claims 16
NMFC Information 5
Special Service Options 2
Tariff Abbreviations & Codes 18
When Pricing Will Not Apply 14

Questions?

General Information
abf.com
877-ABF-0000

Q-Line Rates/Tracking
abf.com/tracking
800-367-2237

Safety 24-Hour Hotline
abf.com/safety
800-755-6486

ABF International Service®
abf.com/intl
800-422-3868

FreightValue®
freightvalue.com
877-279-8090

ABF U-Pack Moving®
upack.com
800-355-1696

Supply Chain Services
abf.com/supplychain
800-806-1967

Global Supply Chain Services
abf.com/global
877-315-2852

Quotation Services

LTL Rates
abf.com/ltl
800-961-9743

TimeKeeper® Rates
timekeeper.com
800-874-2061

FreightValue® Rates
freightvalue.com
877-279-8090

International Rates
abf.com/intl
800-531-3315

TurnKey® Rates
abf.com/turnkey
800-753-2079

Volume Rates
800-348-0143

Trade Show
abf.com/tradeshow
800-654-7019

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he following list is included as a quick reference to the special service options most frequently requested by our customers. The charges shown are contained in the ABF 111 Rules & Special Services Tariff and are subject to change. Complete descriptions of these and all other special service options are available on our website at **abf.com**.

Time Definite Delivery Services, Item 486	*43.70* Between dates *33.95* By date *43.70* On date	Appointment deliveries and arrival notification involve more than just a phone call. These services require ABF to handle the freight one or more additional times. This can create congestion on our dock, increase chances for loss and damage, and prohibit delivery in the normal route sequence, thus reducing efficiencies and increasing costs.
Arrival Notification and Special Handling, Item 485-1	*41.30* per shipment* — Includes appointment**	
Arrival Notification and Appointment delivery "ARRNOT" Service, Item 485-2	*41.30* per appointment**	
COD Fee, Item 430	6% of COD amount — Includes appointment** *79.95* minimum charge	ABF assumes significant responsibility and risk for collecting C.O.D.s. Deliveries are more difficult because we cannot deliver the freight without collecting the C.O.D. amount, meaning a delivery may be delayed until it can be coordinated with the consignee's ability to pay in the required form of currency. Changes in amount of C.O.D., form of payment, or paying party create additional administrative expense.
COD Change or Cancellation Fee, Item 430	*57.40* per occurrence	
Change in Bill of Lading, Collection Status, or Payor of Freight Charges, Item 362	*23.30* per correction	Administrative costs of "correcting" a freight bill include issuing the correction request, correcting and re-rating the freight bill, and issuing and mailing the corrected freight bill to the new payor.
Correction of Description of Articles or Shipment Weight, Item 992	*23.30* per shipment — if freight charges change by 15.00 or more	In addition, correcting a freight bill when the freight has been misdescribed requires the time and expense of inspecting the freight. ABF will only apply this charge when the correct description causes a fifteen dollar or more change in freight charges.
Construction Site & Other Limited Access Pickup or Delivery, Item 440	*7.20* per cwt. *89.80* minimum per shipment — Includes initial notification and appointment** *240.00* maximum per shipment	Often, there will be scheduling difficulties, no dock, and other circumstances that require additional time and associated costs. This charge applies per shipment, per trailer to all limited access sites, including construction sites and to sites where additional security measures cause delays.
Customs or In Bond Freight, Item 480	*3.15* per cwt. *119.65* minimum per shipment* *308.20* maximum per shipment* For the boroughs of Brooklyn, Queens and the Bronx, charges are *7.25, 210.50, 804.75* respectively.	U.S. Customs requires all carriers to purchase a bond for each shipment*. In bond shipments require special handling, must be segregated from non in bond freight, and require special notification upon arrival at destination. Additional training of employees is necessary as mishandling of in bond freight subjects carrier to heavy fines.
Flatbed Service, Item 959	*7.50* per cwt. *231.25* minimum per piece of special equipment *606.25* maximum per piece of special equipment	These pickups or deliveries are usually associated with unusual freight and difficult locations. They require special equipment and substantially more time than standard dock-to-dock pickups and deliveries.
Hazardous Materials Transportation, Item 973	*27.50* per shipment*	Hazardous materials require ABF to take extreme care and preparation in the transportation of these shipments. Extensive employee training; verification of compliance with all regulations, including billing and shipment documentation; and additional handling considerations are required to ensure loading compatibility with other shipments.

*When one shipment requires multiple trailers, application of fees are per shipment per trailer.

Inside Delivery or Pickup, Item 566	*8.20* per cwt. *75.80* minimum per shipment* *825.00* maximum per shipment* For the borough of Manhattan, charges are *20.35, 99.95, 895.00,* respectively.	Inside pickups and deliveries often result in lengthy pickup or delivery times, increasing our expenses, most notably labor. They also involve difficult locations, such as shopping malls and high-rise office buildings.
Liability - Excess Coverage, Item 780-1	*3%* of the requested excess coverage value, *51.30* minimum	ABF's general policies regarding liability limits are further explained on Page 16 of this guide.
Liftgate Service, Item 758	*5.65* per cwt. *144.25* minimum per shipment* *300.00* maximum per shipment*	These pickups or deliveries require substantially more time than standard dock-to-dock pickups and deliveries. In addition, they are usually associated with more difficult locations (i.e., construction sites). Also, they require liftgate equipment causing additional expenses including extra handling, extra labor and possibly liftgate rental.
Marking or Tagging, Item 580	*3.65* per package — *53.85* minimum per shipment*	Relabeling a shipment is a labor intensive task - produce the labels, locate the freight, remove old labels and properly affix new ones.
Over-Dimension Freight, Item 670	*90.45* per shipment*	ABF has always exercised great care in handling and transporting oversized commodities, but the corresponding freight charges have not been compensatory for the additional costs we experience. Since this charge will only apply for shipments that include an individual piece 14 feet or longer, most shipments will be unaffected by this charge.
Redelivery, Item 830	*7.75* per cwt. *64.45* minimum per occurrence* *785.00* maximum per occurrence* *125.50* on order notify	ABF makes multiple trips to complete the delivery. This also creates inefficiencies as the driver has to load and unload around the undelivered freight. There are also additional costs associated with unloading and reloading the shipment at ABF's dock.
Residential Pickup or Delivery, Item 751	*7.20* per cwt. *89.80* minimum per shipment — Includes initial notification and appointment** *136.55* minimum for zips 70001-70499 *240.00* maximum per shipment	ABF must notify shipper or consignee of arrival and arrange a time for delivery or pickup, so all costs associated with Arrival Notify and Appointment Deliveries apply. Often, there will be no dock, thus requiring a liftgate, with its associated costs, for a ground pickup or delivery.
Single Shipment, Item 885	*35.00* per shipment rated at less than 500 lbs or at minimum charge (MCHG)	ABF's base rates assume multiple shipments per pickup. A single small shipment does not produce enough revenue to bear the entire pickup cost at that customer's facility.
Sorting, Segregating and Special Handling Deliveries, Item 750	*0.99* per package — 68.85 minimum per shipment*	Very labor intensive. It requires ABF's driver to put commodities, often involving hundreds of boxes, in order by lots according to size, brand, flavor, etc., often moving the freight between pallets. In addition to the time required to sort and segregate the freight or provide other special handling, ABF may experience delays during these deliveries due to excess waiting times.
Stop Offs, Item 900	*282.10* per each stop	Volume rates are normally based on the associated costs from initial origin to final destination. Multiple pickups and/or deliveries generate additional administrative and handling costs.
Storage Charges, Item 910	*2.65* per cwt. *17.10* minimum per day *65.20* minimum per shipment *171.85* maximum per day per vehicle	If a shipment is stored on the dock, it creates congestion and decreases productivity; if stored on a trailer, it ties up equipment that could otherwise be in use. There are also the costs associated with extra physical handling of freight and the administrative costs of monitoring the shipment.

** Appointment charge (on or after due date, but not at a specific time) is included in special service charge.

his guide summarizes but does not amend applicable common carrier tariffs prepared and maintained at ABF's general office located in Fort Smith, AR. It includes a summary of key rules from the underlying and official rules tariff, ABF 111 Series. It is offered as a general guide to the application of pricing provisions. If your specific pricing includes an exception to the general application, your specific provisions effective on the date of shipment will prevail.

The common carriage service provided by ABF is subject to rates and other tariff provisions or terms (tariffs) that this company has individually determined, as well as provisions in the National Motor Freight Classification (NMFC) and in certain mileage guides.

Overcharge, chargeback, loss and damage claims shall be filed with ABF and processed separately from the payment of transportation charges. The payment of uncontested transportation charges due ABF may not be postponed or offset.

Any claim by carrier or customer to collect undercharges or overcharges shall be commenced not more than 180 days after the receipt by ABF of the shipment.

Proof of the required participation in the collectively established publications is available upon request. Also pursuant to the requirements of 49 U.S.C. §§13102 and 13710, this company maintains, at its own facilities, all of the rate and other tariff provisions that it has individually determined, for application to the service it provides.

Notations on the bill of lading with regard to rates, charges or commodity classification or liability will be considered for information purposes but will neither remove nor modify applicable provisions in ABF tariffs or written agreements.

The only authorized pricing and other provisions for ABF services are those which have been approved, in writing, by the ABF Pricing Department. Copies of the pricing for your account are always available upon request and may be ordered from the ABF Publications Department at P.O. Box 10048, Fort Smith, AR 72917.

Most general provisions are also found on our website, abf.com.

hether your shipment is moving to the other side of the state, the other side of the country or even the other side of the world, one of the things you will want to know is the cost of transporting it to your customer. There are several factors involved in determining freight rates. We can use the shipment from the sample bill of lading on page 10 as an example.

The NMFC class is combined with the shipment's weight and length of haul from origin to destination to determine a base rate, usually stated in cents per hundred pounds (or hundredweight "cwt"). Due to various economies, such as reduced handling, the per hundredweight rate decreases as shipment weight increases. To determine the freight charges, the weight of the shipment is multiplied by the applicable rate. The sample line of rates is shown in cents per hundredweight. The 2M (2000 lbs.) rate is 6322 cents, or $63.22 per cwt.

To calculate the freight charges for the linehaul portion of the move, determine where the actual shipment weight would fall; 3000 lbs. would fall between the 2M (2000 lbs.) and the 5M (5000 lbs.) weight breaks.

Multiply the actual weight by the 2M rate:
3000 lbs. @ 6322 cwt = $1896.60
Then, multiply the next weight break by the 5M rate:
5000 lbs. @ 4998 cwt = $2499.00

L5C	5C	1M	2M	5M	10M	20M
8429	7582	7015	6322	4998	4548	4299

Our rating system automatically checks "as weights" to determine if a lower charge would result from rating the shipment at the next higher weight break. Since the "as" weight, in this case, does not produce a lower charge, the freight bill will show 3000 lbs. rated at 6322 cents per cwt. However, if the shipment size was 4200 lbs. (4200 lbs. @ 6322 cwt = $2655.24), the "as" weight of 5000 lbs. (5000 lbs. @ 4998 cwt = $2499.00) would produce a lower charge; therefore, the freight bill will show 4200 lbs. rated "as" 5000 lbs. at 4998 cents per cwt.

Once the linehaul freight charges have been determined, any applicable discount would be applied. Any charges for additional services would then be added.

Complete details on availability and application of those special services, along with information on freight terms, definitions and rules, can be found in our ABF 111 Series Rules Tariff.

ne thousand pounds of ping-pong balls occupy much more room in a trailer than 1000 pounds of bowling balls, and 1000 pounds of computers may present considerably more liability exposure than 1000 pounds of metal shelves. And what's easier to handle and load into a trailer, a 500-pound shrink-wrapped pallet or five 20-foot street lights? Every day, ABF moves thousands of different products (often referred to as commodities) through our system, each with a unique mixture of size, shape, weight and value. ABF relies on the National Motor Freight Classification (NMFC), the national industry standard tariff to define, catalog and assign classifications for all products shipped across our nation's highways.

The NMFC is an ever-evolving reference book for the trucking industry.

The NMFC is also a reference book for the trucking industry to assist both carriers and shippers. A brief outline below shows that the NMFC is divided into various sections:

- Indexes to assist in locating specific commodities
- An index providing rules governing the use of the NMFC
- Rules relating to the movement of commodities, including specific shipping, packaging and transportation requirements with which the shipper and carrier must adhere
- Examples of the Uniform Domestic Bill of Lading, its terms and conditions
- Description and classifications for every commodity
- Specifications for required packaging
- Rules for overcharge, loss and damage claims

Essentially, all commodities are separated into one of 18 different categories, or classifications, ranging from class 50 to class 500. There are four factors that determine the way a commodity is classified by the NMFC: density, value, stowability and handling considerations, and susceptibility to damage. The NMFC assigns the class of the freight based on the combination of these four factors that the commodity exhibits. The higher the expense or the risk of hauling the commodity, the higher the class designation. Therefore, the higher the class, the higher the corresponding per hundredweight rate.

The primary factor in the determination of rates is density. In fact, numerous NMFC items are further divided into subs, based on the density of the commodity (e.g., Item 156600, Plastic Articles, NOI). Comparing the ping-pong and bowling balls mentioned earlier, a doubles (pup) trailer could be filled with only a few hundred pounds of ping-pong balls (a class 500 item), while the same trailer space could be occupied by over 20,000 pounds of bowling balls (class 70).

That is why one aspect crucial to correctly rating your freight bill is a complete and accurate commodity description. For commodities subject to density- or cube-based scales or classification, inclusion of precise cube and density information is essential to rating accuracy. Not only does this ensure proper billing but also assists in error-free transportation of your shipment. ABF has the ability to assist you in accurate classification of your products, including the establishment of a pre-formatted bill of lading for your company. Contact your local ABF terminal for more information.

BF offers a number of ways to provide your charges before you ship. If you have access to the Internet, you may obtain rate quotes directly from our website, **abf.com**. Once on the ABF Home Page, click on "Rate Quotations." In order to secure quotations based upon your ABF pricing, you will need to secure and use an ID and password. The ABF online quotation facility includes a number of helpful features, including previous quotes and quote templates, as well as links to bill of lading and pickup requests.

If you don't have Internet access, you can call your local terminal or call our Rate Department at **800-961-9743** to get a quotation. Our Q-RATE® personal computer rating system is also available, providing domestic and off-shore U.S., Canada, and Mexico rate information.

he ABF Internet site, **abf.com** is simply the best in the transportation industry — and getting better every month. Our award-winning site includes our revolutionary **eCenter®** — a set of business tools unmatched by any other motor carrier. Around the clock, from your personal computer, you can can manage your current shipments, analyze your past shipments and plan your future shipments.

Before you ship ...

Seamlessly share information among the bill of lading, pickup request and rate quotation tools and create customized templates for frequent shipments. Save time by accessing up to 50 previous entries, eliminating the need to resubmit repeated information.

Customer-Specific Rate Quotation — Provides interactive Internet rate inquiries with instantaneous responses in most situations.

Bill of Lading — Prepare, print and electronically transmit your bill of lading. Includes support for the VICS bill of lading format.

Pickup Requests — Transmit pickup information directly to the origin service center. This tool also includes a "returns management" feature. Enter an RMA number when submitting the request and you may use that number to track the shipment.

After you ship ...

Shipment Tracking & E-mail Notification of Shipment Status — Track your shipment by pro number, PO number, BOL number, or other customer reference number. You can also receive e-mail notification of the status of your shipment as it moves through the ABF system and/or when it has been delivered. Notification can be provided when a shipment is delivered with an exception or when ABF's predictive tracking system projects that a shipment may be delayed.

Advanced Status Reports — Create detailed status reports, customized to your specific needs. Choose from a wide variety of shipment selection, data item and sort sequence options.

Patented Shipment Planner® & Shipment Snapshot — Manage and track shipments through a simple calendar interface. Your shipments appear on the calendar by pickup date, due/delivery date or appointment date. You select the types (inbound, outbound, third party) of shipments and the shipment information to be displayed. Calendar items are hyperlinked to additional shipment detail.

Dynamic Rerouting — Change the destination point of an in-transit shipment. ABF provides an e-mail confirmation of the reconsignment and a statement of revised charges.

Document Retrieval — The signed bill of lading and delivery receipts are available on every shipment. Other documents, such as packing lists, customs documents and weight confirmations are provided, when applicable. Retrieve the images using your ABF pro number, bill of lading, purchase order, RMA, or customer reference number.

Freight Bill Review — Quickly resolve questions regarding the charges on an ABF freight bill. ABF answers most inquiries by e-mail within one hour with a detailed explanation of the basis for the charges or an immediate adjustment to the amount due.

Loss and Damage Claims — File a cargo claim and upload supporting documents via the ABF Internet site. The current status of a loss and damage claim can also be retrieved, along with contact information for the service representative involved in the claim.

Logistics Planning ...

Shipment Director® — Streamlines document preparation and freight tendering of multiple shipments, enabling you to stage and manage multiple shipments from a single page. With a few clicks, select ready shipments, generate bills of lading and shipping labels, and notify ABF instantly of shipment details and desired pickup dates.

Proactive personalization — Through advanced user studies and needs assessment, abf.com anticipates the tools you use the most and places them close at hand. You can also override the selections and create your own personalized workspace.

User-friendly home page — Our user-friendly home page offers unmatched shipment visibility and control. The calendar-based Shipment Planner is ideal for retrieving information about in-transit or delivered shipments. For tendering shipments, the "shipment staging" page includes lists of previous quotes, bills of lading, and pickup requests.

Returns Center — Quickly authorize, create, and manage your returns using past ABF shipment data or by entering shipments moved by other carriers. Generate returns authorization e-mails to the party requesting the return. Include the RMA number, a return summary with custom instructions, as well as links to create shipping documents and/or request an ABF pickup.

Reports Center & Inbox — Schedule ongoing delivery of status reports and real-time or historical shipment information. Create a custom report and schedule it for daily, weekly, or monthly delivery via e-mail, and/or have it sent to your personal online "inbox." Use your online inbox to store, download, delete or otherwise manage your historical or business trend analysis reports.

Historical Reports and Charts & Graphs — Review shipping trends for last month or last year by setting up report totals by your information and subtotaling based on your customers' information. Look for shipping patterns in an easy-to-read, graphical format. Setup your totals based on your information or by your customers' data and drill down for more detailed trends.

Business Trend Analysis — Discover important trends in your shipping and receiving patterns, including changes by state, vendor or customer. Review shipping trends and compare shipment information for time periods dating back two years.

Supply Chain Services — Connect to the ABF Supply Chain Network for inventory and order management. Call 800-806-1967 or visit abf.com/supplychain.

Reverse Logistics — ABF can do as much or as little as you need: program development, implementation, administration, sorting, processing, disposition, recycling, repackaging, data processing, warehousing, even hazardous materials management. Call 800-435-2213 or visit abf.com/reverse.

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Rocky Mount
Bowling Green
Springfield
Sikeston
Johnson City
Raleigh/Durham
Joplin
Knoxville
Winston-Salem
Cookeville
Hickory
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Fayetteville
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Tulsa
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Columbia
Decatur
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ABF SERVICE CENTERS
Service center
Distribution center

The bill of lading is:

1. A **CONTRACT** between the carrier and the shipper for the transportation of the goods;
2. A **RECEIPT** issued by the carrier to a shipper for goods received for transportation;
3. Evidence of **TITLE** to the goods in case of a dispute.

See the Documentation section under ABF General Policies Providing Customer Protection or Item 361-Bill of Lading-Authorized of the ABF 111 Series Rules and Special Service Charges for ABF's policy on governing bills of lading.

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Skids. Transmissions or Clutches; or Parts thereof, NOI; in boxes
or crates, NMFC 19940

18

19

20

3/1/10

correct bill of lading ensures an accurate invoice and, therefore, accurate freight charges. If your company does not generate its own bills of lading, contact your local ABF sales representative or ABF driver and they will be happy to provide you with our BOLs. You may also create and print a bill of lading from our website, abf.com.

Special care in the following aspects of the shipping process will help to create problem-free movement of your freight.

Proper Packaging — Proper packaging can greatly reduce the opportunity for damage and some packaging errors can even eliminate ABF's liability.

Proper Labeling — Shipping labels must be placed on every piece of your shipment. Origin and destination information must match exactly with the bill of lading. DOT hazardous material labels are required when shipping DOT hazardous materials.

The sample bill of lading on the facing page will help you fill out your bill of lading correctly, thus helping ABF to provide error-free delivery of your freight.

1. Complete proper name, city and street address of shipper.
2. Enter the date the shipment is given to the carrier.
3. You may include special notes or markings such as a purchase order number assigned by your company.
4. Complete proper name, city and street address of consignee.
5. State and zip code information for the shipper and consignee.
6. You may include special instructions for the carrier to ensure prompt delivery (some special services may be subject to additional charges).
7. If you want the carrier to collect a COD amount, clearly mark the bill of lading as "COD."
8. Enter the COD amount and provide the name and address for remitting the COD amount.
9. Indicate whether the COD fee is prepaid or collect. Normally, the party responsible for the COD fee is the same as the party paying the freight charges.
10. Exact number of pieces that must be physically moved for the total piece count.
11. A description of the type(s) of packaging used.
12. Clear description(s) of the freight, especially when shipping DOT hazardous materials. Include the NMFC item number.
13. For HAZARDOUS MATERIALS shipments, refer to the Hazardous Materials Shipping Paper Checklist.
14. Exact weight of the freight. The weight of each individual commodity in the shipment must be listed separately.
15. You must indicate any special declared value of commodities in the shipment by indicating, at the time of shipment, in writing in the section or box designated "Kind of Package, Description of Articles, Special Marks and Exceptions," or some similarly marked area on the bill of lading, the total dollar amount of excess liability coverage requested. For a complete explanation of ABF's general liability coverage, please see Item 780-1, ABF 111 Series.
16. Indicate who is responsible for freight charges. Prepaid charges indicate the shipper will pay. Collect charges will be collected from the consignee.
17. When the bill of lading is properly prepared and Section 7 is executed, the carrier is severely limited in its ability to collect from the shipper any freight charges billed to the consignee. See Section 7 for further details.
18. When a commodity is rated based on released value, the shipper should note the value of the goods in the space provided. For example: NMFC Item 120800, Engines, Internal Combustion, NOI, other than mounted on trailers or wheeled shipping carriers, RVNX $5.00 per pound is rated at class 85. For this item, the section should read: "The agreed upon or declared value of the property is specifically stated by the shipper to be not exceeding $5 per pound." Otherwise, ABF may apply the lowest released value and rating or the highest actual value and rating (see Item 420, ABF 111 Series). Excess liability coverage is not available in connection with items rated based on a released value.
19. If the freight bill is to be sent to a location other than the shipper's address (on a prepaid move) or the consignee's address (on a collect move), indicate the complete name and address of the party to receive the freight bill.
20. The terms of the bill of lading contract must be endorsed with the shipper's written signature and printed name.

The signature of an ABF employee on the bill of lading only acknowledges receipt of the freight and does not change the price, terms or conditions of movement. Continued use of an unauthorized bill of lading by the shipper will not constitute an implied acceptance by ABF.

BF is one of North America's largest and most experienced motor carriers, offering service to all 50 states, nine Canadian provinces, Mexico, Guam and Puerto Rico. ABF also provides single-bill intermodal service to over 130 countries worldwide. Below are just a few of the additional services ABF provides to meet your specific transportation needs:

Meeting Your Time-Critical, Time-Definite Needs

TimeKeeper® — TimeKeeper® air and ground shipping solutions provide the supply-chain efficiency, flexibility, and predictability needed to excel in today's global market.

Gain complete end-to-end control of your entire supply chain as you conquer logistical challenges with solutions customized specifically to meet your particular needs.

Guaranteed air or ground. Guaranteed same day, next day, second day, third day. Whatever you need.

With dynamic re-routing/upgrade of in-transit shipments, real-time tracking, and customized service/pricing programs, TimeKeeper will help you maximize supply-chain performance.

TimeKeeper.com puts total control at your fingertips. Quote, book, track, and manage your shipments with the click of a mouse. Instantly see account-specific rates for all your service options.

TimeKeeper proactively notifies you by phone of weather or other delays. If you choose, we'll also confirm pickup and delivery of all shipments by e-mail.

Best of all, TimeKeeper is easy to activate. A BOL sticker is all it takes. Just write your delivery preference on the sticker, place it on the bill of lading, and your shipment automatically becomes a 100% guaranteed TimeKeeper shipment. No phone calls. No quote required.

Next day, second day, or 2-day delivery window? Just indicate your requested delivery date in the date section of the sticker.* By 9 a.m., by noon, or a 1-hour delivery window? Just indicate your requested delivery time in the time section of the sticker.* No early deliveries. No late deliveries. Exactly on time. Every time. Guaranteed. Get stickers at TimeKeeper.com/stickers. Call **800-874-2061**. Or ask your sales representative.

* If requested delivery is faster than can be provided by ABF in-network, ABF will provide, and guarantee, delivery based on ABF's fastest in-network transit. If a requested delivery date is not provided, service will be determined as outlined in Item 160 of ABF Tariff 610.

Meeting Your Specialized Requests ...

ABF International Services® — ABF International Services® provides customers with single-carrier responsible service to more than 250 ports in more than 130 countries. ABF provides door-to-door, door-to-port, or port-to-port deliveries through committed scheduled sailings. For additional information, call **800-422-3868**.

ABF Global Supply Chain Services — ABF® is a non-vessel operating common carrier. Multiple Ocean Freight Services link Chinese and Taiwanese ports with the United States West and East Coast ports on a weekly basis. Call **877-315-2852** or visit abf.com/global.

FreightValue® — FreightValue® is offered as a service of ABF Freight System, a trusted name in transportation. If a shipment will not fit on an ABF 28-foot van or requires special equipment,FreightValue is a simple solution for your challenging shipping needs. When you require specialized equipment, such as a flatbed, reefer or liquid tanker, FreightValue can provide a cost-effective option.For a free quote, call **877-279-8090**, fax **(479) 494-6800** or request a quote online at freightvalue.com.

TurnKey® — Since 1993, ABF has offered this eCommerce solution to specialized delivery, assembly, and installation. Call **800-753-2079** to learn how ABF can provide this single-source premium treatment to your ultimate customer.

RPM® — Next-Day & Second-Day Regional — RPM® refines and accelerates regional service—bringing ABF's long-haul quality to the short-haul market. Rapid response and dependable delivery are combined with flexibility, visibility, and reliability. Visit abf.com/rpm.

ABF U-Pack Moving® — If you are planning a long-distance household move or employee relocation, your solution is ABF U-Pack Moving®. This service provides a cost-effective alternative to full-service movers. U-Pack® pricing is comparable to that of rental truck, without the complication and expense of driving an unfamiliar truck or dealing with breakdowns. For more information, click on upack.com or call **800-355-1696.**

1. ***Standard Order of Precedence*** — When your company has more than one price that could be applicable for a given shipment, the list below is followed until all applicable provisions necessary to rate the shipment are found.

   (a) Specifically quoted prices for which a quote ID has been issued by ABF.
   (b) Specific Account Contract or Agreement Pricing (Contract Carriage) takes precedence over all other pricing, except as shown in (a).
   (c) Specific Account Pricing (Common Carriage) takes precedence over all other pricing, except as shown in (a) or (b).

   When Specific Account Pricing exists for more than one party (the shipper, the consignee or a third party legally responsible for payment) on the same shipment, pricing applicable for the payor of the freight charges is used. For example, when the shipment is collect and you are the consignee, your inbound collect pricing supersedes a shipper's outbound collect pricing.

   Usually, only the Specific Pricing for one account may be applied on a given shipment. Specific Account Pricing removes the application of pricing established for general application, such as commodity rates or discounts applicable for all accounts.

2. ***Less Than Truckload ("LTL") and Truckload ("TL")*** — Most shipments will be rated under ABF base rate schedules (ABF 503, ABF 504, ABF 514, or ABF 524), effective October 2010 or later. Since 1995, these base rate schedules contain only LTL rates; therefore, a shipment weighing 25,000 pounds is eligible for any otherwise applicable discount on the 20,000 pound rates. In these tariffs, the rates within the 20,000 pound break are developed as "Less Than Truckload" and are therefore discountable. ABF's Class Rate Tariffs subject to this treatment are shown in Item 130 of the ABF 111 Rules and Special Services Tariff.

   For pricing provisions subject to class rate tariffs other than those shown in Item 130, ABF 111 series, the 20,000 pound weight break is considered as "Truckload," and discount provisions do not apply.

3. ***Absolute Minimum Charge*** — After application of pricing reductions and before charges for special services, if the net revenue falls below these levels, an adjustment to the net revenue will be made accordingly. Unless a different amount is provided in the applicable Specific Account Pricing, the following absolute minimum charges apply:

   Lanes between the Continental U.S. and Canada — $137.50 for shipments weighing less than 150 pounds and $153.50 for shipments weighing 150 pounds or more.

   Lanes other than between the Continental U.S. and Canada — $117.50 for shipments weighing less than 150 pounds and $135.50 for shipments 150 pounds or more.

4. Most of our rates are expressed in terms of weight. However, for some large, bulky shipments, the important factor is cube. This is especially important since most of our trailers reach their volume capacity before the weight limit. A ***Density Minimum Charge*** ("DMC") will apply on a shipment only if it is larger than 750 cubic feet and if its density is less than 6 pounds per cubic foot. Shipments which qualify will be subject to a minimum charge using a pro forma weight calculated at 6 pounds per cubic foot (for example, a shipment with an actual weight of 3,000 pounds with a density of 3 pounds per cubic foot would be rated based on a pro forma weight of 6,000 pounds). If the NMFC classification, exception rating or multiple rates (of any type) apply, the shipment will be rated at class 150. If a shipment is subject to a single-factor rate (other than NMFC Class), it will apply. In either case, otherwise applicable pricing provisions will apply, including discounts, percentage expressions, and allowances.

   The Density Minimum Charge is based upon the actual cubic feet of the shipment and not its effective trailer occupancy. However, a minimum vertical dimension of eight feet is used to calculate cube for package units that cannot be top-loaded with like freight. And if the extreme width dimension of a shipment is six or more feet, a minimum width of eight feet will be used. A Density Minimum Charge does not apply to shipments moving on equipment rates (e.g., per pup or per pup mile).

5. ***Capacity Load Minimum Charge*** — Most shipments will be rated under ABF base rate schedules (ABF 503, ABF 504, ABF 514, or ABF 524), effective October 2010 or later. When a shipment tendered to ABF occupies the full visible capacity (See "Glossary of Terms") of a doubles (pup) trailer, the minimum for the doubles trailer will be equal to the charge for 20,000 pounds at the applicable class 50, 20,000 pound (20M) rate, less any applicable discount. For shipments rated under other base rates, capacity load minimum charge may also be applicable. See ABF 111, Item 390 for further details.

6. ***Application of your pricing provisions*** usually varies by mode (single line or joint line), direction of movement (outbound from the account or inbound to the account), and by billing terms (prepaid or collect or paid as third party). For instance, normal pricing application provides a particular LTL discount on NMFC class-rated shipments moving outbound prepaid from a specific city. Exact application is specified in your price schedule and must be reviewed individually.

7. Usually, ***territorial (geographical) application*** will be from/to account named location(s), on the one hand, and limited to the extent of the scope of the schedule in which the pricing is contained, on the other hand. Usually, this means application is from (or to) the specific city to (or from) all points in the continental United States.

BF is proud to have the most sophisticated rate application systems in the motor carrier industry. However, we can apply Specific Account Pricing only when we can correctly identify the parties involved. It is important that the original billing includes complete names and addresses for both the shipper and the consignee. (Also see "Bill of Lading" for additional requirements.) Please alert your ABF sales representative to trade names or spelling variations under which you ship or receive freight. This will help us to correctly apply your Specific Account Pricing.

ABF establishes Specific Account Pricing with the understanding that you will use the competitive rates to transport your freight via ABF. *As provided in ABF 111, Item 166, ABF reserves the right to discontinue your Specific Account Pricing, without further notice, if it is not used during any continuous 120-day period .*

Specific account pricing provisions do not apply on shipments which do not meet the conditions required by your pricing schedule.

Some Exceptions — Specific Account Pricing provisions **DO NOT APPLY** in the following circumstances:

- On shipments which do not meet the conditions required by your pricing schedule (e.g., LTL or TL, single-line or joint-line, payment terms, origin city, destination city, commodity, or minimum weight).
- On shipments which are tendered before the pricing provisions in your pricing schedule become effective.
- On shipments subject to base rate scales or quotations that have already been discounted.
- On special service charges, charges advanced by ABF, or arbitrary rates and charges.
- On shipments that have departed the origin terminal moving C.O.D. or Order Notify.
- On shipments which are subject to Section 13712 quotations (often referred to as government tenders).

he price of fuel plays a significant role in the overall cost of doing business in the transportation industry and can fluctuate greatly. A fuel surcharge will be applied on all linehaul charges when the U.S. National Average Diesel Fuel Index is at least $1.10 per gallon. When the index drops below $1.00, a fuel reduction will be applied.

The table shown in ABF 111 Series, Item 161, displays the applicable amount based on this index. The fuel surcharge level will be adjusted on Wednesday of each week based on the U.S. National Average Diesel Fuel Index of the prior Monday. The National Average Diesel Fuel Index is published by the Energy Information Administration of the U.S. Department of Energy and is available by telephone at (202) 586-6966 or on the Internet at www.eia.doe.gov. "TL" or Truckload normally involves shipments moving on rates in units per type of equipment.

A twelve month history and current fuel surcharge levels are available at abf.com/resource/fuelsurcharge.asp. See ABF 111 Series, Item 161 for full application. The surcharge will be shown as a separate line entry on the freight bill and is applied after the applicable freight charges have been calculated.

BF's President, Senior Vice President - Sales & Marketing, Vice President-Yield Management, and Director-Pricing are the only representatives or employees authorized to sign agreements or contracts covering the price, terms and conditions of ABF's transportation services. No other employee or representative of ABF is authorized to sign such agreements or contracts on behalf of ABF.

The signature of an ABF employee on the bill of lading only acknowledges receipt of the freight and does not change the price, terms or conditions of movement. Continued use of an unauthorized bill of lading by the shipper will not constitute an implied acceptance by ABF.

Indemnification — In accordance with Item 568, ABF 111 series, Customer and ABF, to the extent of their negligence, shall indemnify, defend and hold the other party harmless from and against all direct and valid losses, damages, liabilities, fines, actions and claims for injury to persons and damage to property (including other shipper's cargo, but excluding Customer's cargo), to the extent caused by their negligent acts or omissions in connection with their performance in each instance of transportation, including all direct losses or damages to any property or injury to persons from the party's failure to comply with any applicable laws and regulations concerning the transportation of hazardous materials. The party claiming indemnification must provide the indemnifying party with written notice of its indemnification claim in time to contest the determination of any liability and prior to any admittance of any liability, damages, settlement, compromise or discharge of any matter by the party claiming indemnification, and allow reasonable access to any information pertaining to the claim. The indemnifying party or its insurer(s) shall have the right to defend or resolve any claim which may be brought by a third party which a party requests indemnification.

Independent Contractor — ABF will perform each instance of transportation as an independent contractor and will be responsible for the operation and maintenance of its equipment and customary expenses. ABF assumes and Customer disclaims any and all responsibility for the control, direction, and supervision of ABF's employees. ABF further assumes absolute responsibility to its employees for the payment of wages, all federal, state, local or other employment taxes, pensions, social security, or other related protection, unemployment, Workers' Compensation or other insurance, benefits, costs or expenses related to the employment of ABF's employees, and ABF will comply with any and all laws, rules or regulations concerning such.

Insurance — ABF operates as an interstate carrier self-insured to $1,000,000 auto liability under authority granted by the Federal Highway Transportation Administration (FHWA). In addition to this self-insurance, ABF provides excess coverage in limits greater than those required by Title 49 of the United States Code of Federal Regulations. General liability and worker's compensation insurance or self-insurance are also provided in sufficient limits. ABF offers limited liability coverage for motor truck cargo and ocean cargo (to the extent covered by the Carriage of Goods by Sea Act). ABF's liability for cargo liability is limited by law and by ABF's individual rules.

Overcharges — ABF will assume responsibility for freight bill overcharge, unidentified or duplicate payment claims under 49 U.S.C. Section 14705 (b), and will investigate and dispose of such claims as set forth in 49 C.F.R. Part 378, and NMF 100 Series, Items 300201 through 300209. It is ABF's policy to refund verified over collections upon discovery, without requiring claim application.

The NRA, TIRRA and ICCTA established limitations for filing overcharge/undercharge claims or challenging rates. Such claim or challenge must be received within 180 days after receipt by ABF of the shipment.

Payment Terms — Upon approved credit, ABF extends normal credit terms of 15 days. Payment terms are granted after a credit review has been performed and credit approved. Credit is retained through continued full and prompt payment. Invoices for payment are mailed within 3 days of pickup on prepaid shipments and within 2 days of delivery of collect shipments. Bills can be transmitted electronically via EDI 210 formats.

COD Shipments — ABF will accept Collect on Delivery (COD) shipments subject to the following forms of payment:

(1) cash up to a maximum of $500.00;
(2) bank cashier's check;
(3) bank certified check;
(4) money order;
Note - Each of these first four forms will be accepted as interchangeable with the other three.
(5) personal check of the consignee when so authorized in writing by the consignor.

ABF will accept checks and money orders only as the agent of the consignor and ABF's responsibility is limited to the due care and diligence in forwarding such checks to the designated recipient. The risk of nonpayment in COD shipments due to forgery or fraud is to be borne by the consignor. ABF will not be responsible for guaranteeing that a check is legitimate.

Cargo Loss and Damage Claims — ABF will assume liability for cargo loss and damage claims under the laws applicable to common carriage in effect on the date of the shipment and the terms and conditions of the Uniform Straight Bill of Lading (ABF International Bill of Lading, the applicable Canadian Bill of Lading or Mexican law when applicable), except ABF's liability shall not exceed the lesser of:

(1) the actual value of the article(s)
(2) the lowest released value provided in ABF 100 Series or in STB NMF 100 Series
(3) $100,000 per shipment
(4) any general statutory or regulatory domestic or international cargo liability limitations
(5) the maximum per pound per lost or damaged package outlined in Table A herein, for the weight of each article tendered on the shipment. Maximum liability will be derived from the actual class of the article tendered (as published in ABF 100 Series or in STB NMF 100 Series); or derived from the applicable FAK or class exception rating if charges are determined by application of an FAK or class exception rating

TABLE A

Class/FAK	Maximum Liability*	Class/FAK	Maximum Liability*	Class/FAK	Maximum Liability*
50	$ 2.00	85	$15.00	175	$25.00
55	$ 2.00	92.5	$20.00	200	$25.00
60	$ 3.00	100	$20.00	250	$25.00
65	$ 5.00	110	$25.00	300	$25.00
70	$ 7.00	125	$25.00	400	$25.00
77.5	$10.00	150	$25.00	500	$25.00

**Maximum liability is per pound per lost or damaged package.*

(6) for shipments originating in Canada, $2.00 Canadian per pound computed on the total weight of the damaged goods in the shipment (subject to the Canadian Bill of Lading), unless shipper clearly requests in writing, at the time of shipment, excess liability coverage in accordance with Item 780-1, ABF 111 Series.
(7) for shipments moving in through trailer service by ABF from or to a point in Mexico, ABF's liability will not exceed $0.50 per pound per lost or damaged package during the portion of the transportation within Mexico, unless shipper clearly requests in writing, at the time of shipment, excess liability coverage in accordance with Item 780-1, ABF 111 Series.
(8) for shipments moving under special services or special pricing options, see specific provisions noted in Item 780-1, ABF 111 Series.

The Customer may request, in writing in the section or box designated "Kind of Package, Description of Articles, Special Marks and Exceptions," or some similarly marked area of the bill of lading, at the time of shipment, excess liability coverage in accordance with Item 780-1, ABF 111 Series. A statement of value without an express request for excess coverage will not increase ABF's liability, and charges for excess liability coverage will not be assessed.

For complete liability limitations provisions regarding cargo loss and damage claims see Item 780-1, ABF 111 Series available at abf.com.

ABF will investigate and dispose of cargo loss and damage claims under common carrier provisions as set forth in 49 C.F.R. Part 370, and NMF 100 Series, Items 300100 through 300155. Cargo claims must be filed within nine months after the delivery of the freight, except that claims for failure to make delivery must be filed within nine months after a reasonable time for delivery has elapsed. Subject to the foregoing, any action at law for cargo claims shall be instituted no later than two years and one day from the day when written notice of disallowance of claim is given.

ABF SHALL NOT BE LIABLE, AND HEREBY DISCLAIMS RESPONSIBILITY, FOR ANY INDIRECT, INCIDENTAL, CONSEQUENTIAL, SPECIAL PUNITIVE, OR MULTIPLIED DAMAGES OR OTHER INDIRECT COSTS, LOST PROFITS, FEES, OR CHARGES OF ANY KIND ARISING FROM ANY FREIGHT CLAIMS FILED HEREUNDER OR ANY OTHER ACTS, INCLUDING DELAYS OR OMISSIONS OF ABF, WHETHER FORESEEABLE, DISCLOSED OR NOT.

Documentation — Transportation will be governed by the Uniform Straight Bill of Lading as shown in the NMFC, whether the document provided at shipment origination is a paper bill of lading, manifest or electronic transmission. ABF's responsibility concerning each instance of transportation service will begin at the time ABF executes the bill of lading.

Direct and Joint-Line Service

A current list of ABF direct and joint-line (connecting) service points is available to the public at **abf.com**.

Effectively Occupy

The terms “effectively occupying,” “effective occupancy,” “effective cube,” and similar terms refer to the line-haul equipment space required to transport a shipment. The effective occupancy of a shipment shall include any unused space in the same piece of line-haul equipment, which ABF determines that the shipment causes, for any reason, to be unusable for the purpose of transporting other freight.

“Cubic feet” shall be determined by multiplying the greatest dimensions of length, width and height of space the shipment effectively occupies in inches and dividing the total by 1,728 cubic inches (one cubic foot). All fractions under one-half inch will be dropped, all fractions of one-half inch or greater will be extended to the next full inch.

Equipment Defined

Pup or Doubles trailer — any trailer 34 feet or less in length.
Standard trailer — any trailer of not less than 35 feet in length.
Trailer — any standard trailer, van, pup, doubles trailer or any other similar non-power equipment used by the carrier to transport or move freight from one location to another.
Truck or Vehicle — any single power unit combined with one or more trailers when handled as one unit.

Full Visible Capacity

“Full Visible Capacity” is defined as that quantity of freight which, in the manner loaded, so fills a vehicle that no additional article in the shipping form tendered identical in size to the largest article in the shipment can be loaded in or on the vehicle; or that maximum quantity of freight that can be legally loaded in or on a vehicle due to weight limitations.

Payment and Outbound/Inbound Conditions

1. Outbound Prepaid (OBP) is defined to mean prepaid shipments originating from a facility of the shipper for whom the Specific Account Pricing applies.
2. Outbound Collect (OBC) is defined to mean collect shipments originating from a facility of the shipper for whom the Specific Account Pricing applies.
3. Outbound (OB) is defined to mean prepaid or collect shipments originating from a facility of the shipper for whom the Specific Account Pricing applies.
4. Inbound Collect (IBC) is defined to mean collect shipments destined to a facility of the consignee for whom the Specific Account Pricing applies.

Specific Account Pricing

The terms “Specific Account Pricing,” “Account Pricing,” “Named Account Pricing,” “Named Shipper Pricing,” “Account Code Pricing,” “Special Tariff Provisions,” and similar terms mean rates, charges, tariff, or contract provisions that are restricted to apply only for the identified account.

Third Party Billing

The term “Third Party Billing,” or “TPB,” means Specific Account Pricing provisions which apply when the freight charges are to be billed to and paid by the specific account shown as the third party payor of the freight bill, and that party has no affiliation with either the shipper or the consignee. This is outlined in greater detail in Item 429, ABF 111 Series.

There is often confusion between “TPB” and “Send Freight Bill to” payment terms. Often referred to as “SFB,” ABF does not use this code for pricing publications. Essentially, ABF considers “SFB” as the location that the party responsible for the freight charges has requested the freight bill be sent for payment (i.e., the company’s “home office” or a freight payment company).

Zip Zone

The terms “Zip Zone,” “Zip Code Prefix,” “Three-Digit Zip Code,” etc., mean the first three characters of the postal code (including the Canadian postal code, if applicable) assigned to a particular point.

Every ABF 646 and ABF 645 tariff item contains several sections of information, including many abbreviated codes. Below is a brief explanation of the most commonly used codes.

ACCT-LOC or **Acct Loc** is an abbreviation for Account Location(s) and names the location(s) for which the specific account pricing provisions apply.

CLS or **Class** specifies the actual class or exception rating to be used in conjunction with the discount, weight breaks, and payment terms provided. Provisions subjected to the code "UNR" in this column will apply in connection with all commodities listed in the NMFC without regard to class or rating. Provisions subjected to the code DBR will be rated using the density based rates tariff ABFS 505.

CODE or **Application** prescribes additional conditions that must be satisfied for special pricing provisions to apply.

DIS or **Disc** (Discount) specifies the percentage discount to be applied. The discount will be shown on the freight bill as a deduction from the otherwise applicable linehaul charges.

MD1 or **Mode 1** — Shipments originated and delivered by ABF between points shown as ABF direct service points.

MD2 or **Mode 2** — Shipments originated by ABF at a point shown as an ABF direct service point and interchanged by ABF to a connecting line for delivery to the consignee.

MD3 or **Mode 3** — Shipments received by ABF from a connecting line and delivered by ABF to the consignee at a point shown as an ABF direct service point.

MD4 or **Mode 4** — Shipments received by ABF from a connecting line and interchanged by ABF to a connecting line for delivery to the consignee.

NMF in the CLS or Class column specifies the applicable class will be the class (not exception) rating provided in the National Motor Freight Classification.

NT or **Note** — When the reference "NT" is followed by a numerical suffix or when a number is shown in a column headed by "Note," it specifically refers to a Note with corresponding numerical suffix explained at the conclusion of the same Part or Section of the same Item in which the reference appeared.

EXAMPLE:	NT1 (Refers to Note 1)	Note	
	NT2 (Refers to Note 2)	1	(Refers to Note 1)
	NT1 2 (Refers to Note 1 and Note 2)	1, 2	(Refers to Note 1 and Note 2)

OB, OBP, OBC, IBC - See "Payment and Outbound/Inbound Conditions" on the previous page. When several of these codes appear on the same line of pricing provisions, only one of these payment terms need apply to the paying party for the pricing provisions to be applicable.

PARTICIPATES - When this column is used, it may refer to pricing in other tariffs in which the specific account participates. When this is the only heading, the information provided is strictly for the purpose of cross referencing additional pricing provisions. It is included solely for the convenience of the tariff user and will not alter application of the referenced provisions in any way.

When "PARTICIPATES" is combined with any other columns, such as "ACCOUNT LOCATION," "TERRITORIAL APPLICATION," "CODE," or "APPLICATION," the provisions under the "PARTICIPATES" column provide for use of specific base rates. The application of these rates is restricted by the columns shown in connection with the "PARTICIPATES" column. When a tariff with a "CODE" column is blank or contains "- - -", the specific application will be MD1 2, OBP, OBC and MD1 3, IBC.

PE (Percentage Expression) is used to modify the gross line-haul charges. The applicable rate multiplied by such factor will result in the actual rate to be applied. A 45% discount is equivalent to a 55% percentage expression.

RT SCALE or **Rate Scale** specifies the type of shipment on which the special pricing provisions are applicable. For example, "MCHG" signifies that the provisions are only applicable for shipments designated as LTL Minimum Charge Shipments. When a column shows "L5C-LTL," the provisions will apply for shipments moving on rates subject to a minimum weight of less than 500 pounds, to and including shipments classified as less than truckload.

TERR-APPL or **Territory** (Territorial Application) names the geographic application for which the specific account pricing provisions apply. Where this heading is not used, the territorial application will be the full scope of the tariff. For instance, in ABF's 646 tariff, unless otherwise provided, any applicable Specific Account Pricing provisions will only apply for a shipment moving between an ACCT-LOC and a point in the continental United States.

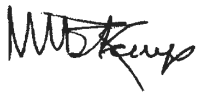
TPB - See "Third Party Billing" on Page 17.

For complete explanation of all codes, see Item 2-150 of the ABF 645 or ABF 646 tariffs.

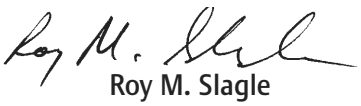
®

Quality Policy

We will meet the agreed-upon requirements of our internal and external customers. Our commitment is to achieve total customer satisfaction through error-free work.



Wesley B. Kemp
President/CEO



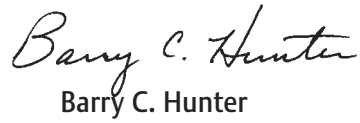
Roy M. Slagle
Senior Vice President
Sales and Marketing

Murray G. Babb
Vice President–Terminal Operations

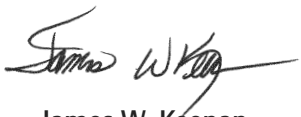
Walter J. Echols
Vice President–Real Estate

William D. Evans
Vice President–Industrial Relations

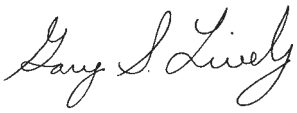
Gary W. Hunt
Vice President–Equipment
and Maintenance



Barry C. Hunter
Vice President–Administration
and ABF Treasurer

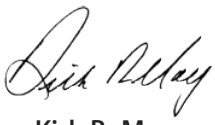


James W. Keenan
Vice President–Sales

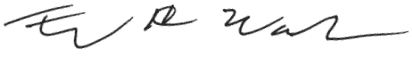


Gary S. Lively
Vice President–Transportation

Daniel E. Loe
Vice President–Yield Management



Kirk R. May
Vice President–Corporate Sales



Frank H. Ward
ABF Controller

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