

# F R E E M A N

One Washington Blvd., Suite 1056  
 Detroit, MI 48226  
 Ph: 313-393-0250 • Fax: 313-393-0620

**METHOD OF PAYMENT MUST  
 ACCOMPANY YOUR ORDER**

# FREEMAN MATERIAL HANDLING

NAME OF SHOW: **SAE 2006 ADSC - FEBRUARY 14 - 16, 2006**

COMPANY NAME: \_\_\_\_\_ BOOTH #: \_\_\_\_\_ BOOTH SIZE: X

PHONE #: \_\_\_\_\_ EXT.: \_\_\_\_\_ FAX#: \_\_\_\_\_ EMAIL: \_\_\_\_\_

ORDERED BY: \_\_\_\_\_ PRINT NAME: \_\_\_\_\_ DATE: \_\_\_\_\_

## MATERIAL HANDLING SERVICES

**Crated:** Material that is skidded or is in any type of shipping container that can be unloaded at the dock with no additional handling required.

**Add'l Handling:** Material delivered by the carrier in such a manner that it requires additional handling, such as ground unloading, side door unloading, constricted space loading, designated piece loading, and stacked shipments. Federal Express and UPS are included in this category due to their delivery procedures.

**Straight Time -** 8:00 A.M. to 4:30 P.M. Monday through Friday  
**Overtime -** 4:30 P.M. to 8:00 A.M. Monday through Friday, ALL DAY Saturday  
**Double Time -** ALL DAY Sunday and Holidays  
 (Overtime will be applied to all freight received at the warehouse and/or show site that must be move into or out of booth during above listed times.)

**\* 200 LB MINIMUM ON ALL SHIPMENTS**

Description	Price per CWT	200 lb. Minimum
-------------	------------------	--------------------

**RATE CLASSIFICATIONS:**

<b>Warehouse Shipment (200 lb. miN.) Delivered on or before FEBRUARY 7, 2006</b>		
Crated or Skidded Shipment .....	\$ 62.50	125.00
Additional Handling Shipment .....	\$ 81.25	162.50
<b>Warehouse Shipment (200 lb. min.) Delivered on or after FEBRUARY 8, 2006</b>		
Crated or Skidded Shipment .....	\$ 81.25	162.50
Additional Handling Shipment .....	\$ 105.65	211.30
<i>* Shipments will NOT be accepted at the warehouse after FEBRUARY 10, 2006.</i>		
<b>Show Site Shipment (200 lb. min.)</b>		
Crated or Skidded Shipment .....	\$ 52.00	104.00
Special Handling Shipment .....	\$ 67.60	135.20

**ADDITIONAL SURCHARGES:**

<b>Overtime Charge - Inbound/Outbound (in addition to above rates)</b>		
Crated or Skidded Shipment .....	\$ 13.00	26.00
Additional Handling Shipment .....	\$ 16.90	33.80
<b>Show Site Shipment After Show Opening (in addition to above rates)</b>		
Showsite Shipment after Deadline .....	\$ 7.00	14.00

Description	Weight	CWT	Unit Price	Est. Total Cost (200 lb. min.)
<b>S A M P L E</b>	1200 ÷	100 =	12	<b>\$52.00 \$624.00</b>
	÷	=		
	÷	=		
<b>Total</b>				

**Tip to Save on Material Handling!**

**Consolidate shipments** - when total weight is less than 200 lbs. For example:

3 Separate Shipments  
 6/08 - 60 lbs. charged @ 200 lbs. \$ 104.00  
 6/10 - 52 lbs. charged @ 200 lbs. \$ 104.00  
 6/11 - 65 lbs. charged @ 200 lbs. \$ 104.00 = \$312.00

Consolidated Shipment  
 3 pieces (1 shipment)  
 177 lbs. @ 200 lbs = \$ 104.00

**Added benefit** - your shipments are less likely to get misplaced if they are packaged together with larger items.

## **SPECIAL HANDLING DEFINITIONS**

Special handling applies to shipments that are loaded by cubic space and/or packed in such a manner as to require additional labor/handling, such as ground unloading, constricted space unloading, designated piece unloading, carpet only shipments or stacked shipments. Also included are mixed shipments and shipments without individual bills of lading. Shipments loaded in this manner require additional time, labor, or equipment, to unload, sort and deliver.

### **What is Ground Loading/Unloading?**

Vehicles that are not dock height, preventing the use of loading docks, such as U-hauls, flat bed trailers, double drop trailers, company vehicles with trailers that are not dock level, etc.

### **What is Constricted Space Loading/Unloading?**

Trailer loaded "high and tight" shipments that are not easily accessible. Freight is loaded to full capacity of trailer – top to bottom, side to side. One example of this is freight that is loaded down one side of a trailer that must be bypassed to reach targeted freight.

### **What is Designated Piece Loading/Unloading?**

Drivers that require the loading crew to bring multiple pieces of the freight to the rear of the trailer to select the next piece, having to remove freight from the trailer then reload to fit or the trailer must be loaded in a sequence to ensure all items fit.

### **What are Stacked Shipments?**

Shipments loaded in such a manner requiring multiple items to be removed to ground level for delivery to booth. Stacked or "cubed out" shipments, loose items placed on top of crates and/or pallets constitute special handling.

### **What are Multiple Shipments?**

Multiple shipments on a truck do not automatically indicate special handling, unless the shipments are mixed on the truck, failing to maintain shipment integrity and/or have multiple delivery areas.

### **What are Mixed Shipments?**

Mixed shipments are defined as shipments of mixed crated and uncrated goods, where the percentage of uncrated is minimal and does not warrant the full uncrated rate for the shipment, but does require special handling.

### **What does it mean if I have "No Documentation"?**

Shipments arrive from a small package carrier (including, among others, Federal Express and UPS) without an individual Bill of Lading, requiring additional time, labor and equipment to process.

### **What about carpet only shipments?**

Shipments that consist of carpet and/or carpet padding only require special handling because of additional labor and equipment to unload.

### **What is the difference between Crated and Uncrated Shipments?**

Crated shipments are those that are packed in any type of shipping container that can be unloaded at the dock with no additional handling required. Such containers include crates, fiber cases, cartons, and properly packed skids. An uncrated shipment is material that is shipped loose or pad-wrapped, and/or unskidded without proper lifting bars and hooks.