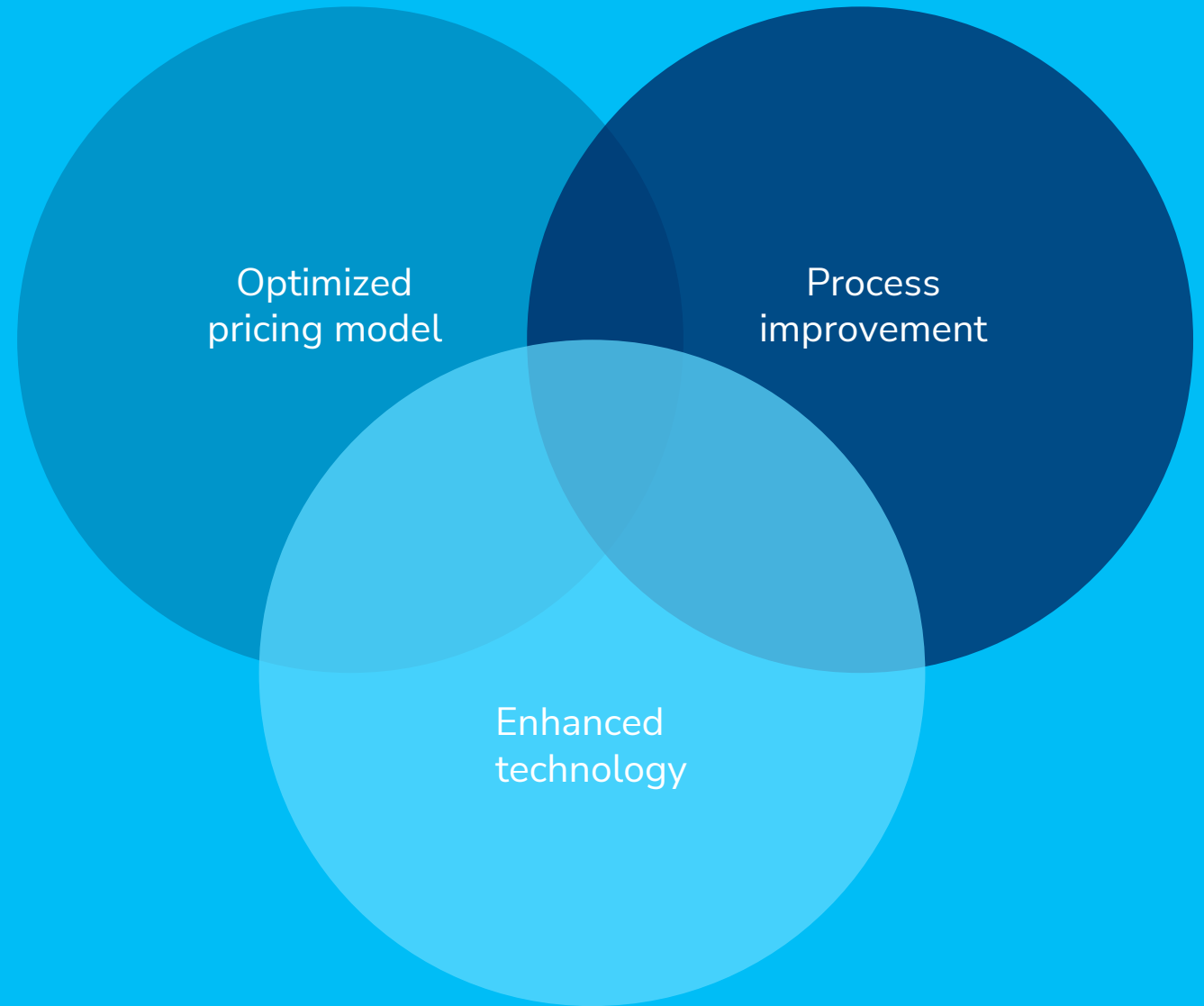


NAPE

Challenging the traditional material handling model

A simplified and smarter solution



Price per pound pricing vs.

Industry sector

Regional

Net square foot

Market specific

Hedging

By-piece count

Bundling

Indexing

Time and material

Density

Let's simplify

Material handling
Price Per Pound



- No minimums
- No crated
- No special handling
- No carpet and pad only
- No uncrated
- No hundred-weight billing
- No reweigh fees
- No overtime
- No marshalling yard fees
- No rounding — pay only for actual weight

It's just easier!

Example: Service kit form

CWT Model

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.	
SPECIAL HANDLING: (See definitions on back)	Material delivered in such a manner that it requires additional handling, such as ground unloading, stacked or constricted space unloading, designated piece unloading, shipment integrity, alternate delivery location, loads mixed with pad wrapped material, no documentation and shipments that require additional time, equipment or labor to unload. Federal Express, UPS & DHL are included in this category due to their delivery procedures.	
UNCRATED:	Material that is shipped loose or pad-wrapped, and/or unskidded machinery without proper lifting points.	
CARPET AND/OR PAD ONLY:	Shipments that consist of loose carpet and/or padding only require additional labor and equipment to unload.	
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, Sunday, and Holidays (Overtime will be applied to all freight received at the warehouse and/or show site that must be moved into or out of booth during above listed times.)	
Description	Price Per CWT	200 lb. Minimum
RATE CLASSIFICATIONS:		
Warehouse Shipment (200 lb. minimum)		
Crated or Skidded Shipment.....	\$ 86.50	173.00
Special Handling Shipment.....	\$ 112.50	225.00
Carpet and/or Pad Only Shipment.....	\$ 129.75	259.50
Show Site Shipment (200 lb. minimum)		
Crated or Skidded Shipment.....	\$ 80.00	160.00
Special Handling Shipment.....	\$ 104.00	208.00
Uncrated or Pad Wrapped Shipment.....	\$ 120.00	240.00
Carpet and/or Pad Only Shipment.....	\$ 120.00	240.00
Small Package - Maximum weight is 30 lbs per shipment*		
Per Shipment	\$ 40.00	
*A small package shipment is a shipment totaling any number of pieces with a combined weight not to exceed 30 lbs that is received on the same day, from the same shipper and delivered by the same carrier.		
ADDITIONAL SURCHARGES:		
Shipment Delivered after Deadline Date (in addition to above rates)		
Warehouse Shipment after 01/30/2020	\$ 21.75	43.50
Show Site Shipment after 01/17/2020	\$ 20.00	40.00
Overtime Charge - Inbound (in addition to above rates)		
Crated or Skidded Shipment.....	\$ 20.00	40.00
Special Handling Shipment.....	\$ 26.00	52.00
Uncrated or Pad Wrapped Shipment.....	\$ 30.00	60.00
Carpet and/or Pad Only Shipment.....	\$ 30.00	60.00
Overtime Charge - Outbound (in addition to above rates)		
Crated or Skidded Shipment.....	\$ 20.00	40.00
Special Handling Shipment.....	\$ 26.00	52.00
Uncrated or Pad Wrapped Shipment.....	\$ 30.00	60.00
Carpet and/or Pad Only Shipments.....	\$ 30.00	60.00
LATE SHIPMENT FEES:		
If freight is received in the warehouse during the exhibitor move-in or show hours, there will be an additional late fee per trip of		\$150.00

Per-Pound Model

MATERIAL HANDLING
Freeman is the exclusive provider of material handling services. Material handling includes unloading your exhibit material, storing up to 30 days in advance at the warehouse address, delivering to the booth, the handling of empty containers to and from storage, and removing of material from the booth for reloading onto outbound carriers. You have two options for shipping your advance freight - either to the warehouse or directly to show site. Material handling charges will automatically be applied to your account upon receipt of each shipment. It is not necessary to return this form to receive material handling services.

RATES

Material Handling \$ 1.29 per pound

Rate applies to shipments sent to either the warehouse or directly to show site.

Material Handling - After Deadline \$1.62 per pound

Rate applies to shipments arriving at the warehouse after **WHSE DL DATE**.

Material Handling - 10 lbs and under Free of Charge

This rate is per shipment. A qualifying shipment totals any numbers of pieces delivered to the same booth, by the same carrier, from the same shipper, on the same day, weighing 10 lbs or less.

Example: Invoice

CWT Model

02/20/19	Material Handling - WAREHOUSE-CRATED-OT ONE WAY -	7	CWT	130.00	910.00	.000%
	Received DT: 02/19/19 12:45 pm Target DT: Shipper: BRUMARK Receiver #: 1000103 Carrier: COMPANY VEHICLE Pc Cnt: 6 Pro #: 12876					
02/22/19	Material Handling - SHOWSITE-CRATED-ST -	96	CWT	104.00	9,984.00	.000%
	Received DT: 02/22/19 06:53 am Target DT: Shipper: HIGHMARK TECHSYSTEMS Receiver #: 2000026 Carrier: MISCELLANEOUS Pc Cnt: 10 Pro #: 46873 COMMENT: CARRIER: SUPERIOR LOGISTICS					
02/22/19	Material Handling - SHOWSITE-CRATED-ST -	2	CWT	104.00	208.00	.000%
	Received DT: 02/22/19 11:06 am Target DT: Shipper: GCI GRAPHICS Receiver #: 2000097 Carrier: MISCELLANEOUS Pc Cnt: 4 Pro #: 154082945 COMMENT: CARRIER: AIRGROUP A RADIANT LOGISTICS COMPANY					
02/24/19	Material Handling - SHOWSITE-CRATED-OT ONE WAY -	21	CWT	130.00	2,730.00	.000%
	Received DT: 02/23/19 09:14 am Target DT: Shipper: PRG Receiver #: 2000144 Carrier: COMPANY VEHICLE Pc Cnt: 19 Pro #: 1663210001					
02/24/19	Material Handling - SHOWSITE-UNCRATED-ST -	8	CWT	156.00	1,248.00	.000%
	Received DT: 02/22/19 07:00 am Target DT: Shipper: ANGLES ON DESIGN Receiver #: 2000030 Carrier: COMPANY VEHICLE Pc Cnt: 14 Pro #: R10192					
INVOICE SUMMARY						
	Category	Subtotal	Tax Amt	TOTAL		
	Material Handling	15,088.00	.00	15,088.00		

Per-Pound Model

10/01/19	Material Handling - MATERIAL HANDLING -	645	LB	1.15	741.75	.000%
	Received DT: 02/19/19 12:45 pm Target DT: Shipper: BRUMARK Receiver #: 1000015 Carrier: COMPANY VEHICLE Pc Cnt: 6 Pro #: 12876					
10/01/19	Material Handling - MATERIAL HANDLING -	9,540	LB	1.15	10,971.00	.000%
	Received DT: 02/22/19 06:53 am Target DT: Shipper: HIGHMARK TECHSYSTEMS Receiver #: 1000016 Carrier: MISCELLANEOUS Pc Cnt: 10 Pro #: 46873 COMMENT: CARRIER: SUPERIOR LOGISTICS					
10/01/19	Material Handling - MATERIAL HANDLING -	120	LB	1.15	138.00	.000%
	Received DT: 02/22/19 11:06 am Target DT: Shipper: GCI GRAPHICS Receiver #: 1000017 Carrier: MISCELLANEOUS Pc Cnt: 4 Pro #: 154082945 COMMENT: CARRIER: AIRGROUP A RADIANT LOGISTICS COMPANY					
10/01/19	Material Handling - MATERIAL HANDLING -	2,100	LB	1.15	2,415.00	.000%
	Received DT: 02/23/19 09:14 am Target DT: Shipper: PRG Receiver #: 1000018 Carrier: COMPANY VEHICLE Pc Cnt: 19 Pro #: 1663210001					
10/01/19	Material Handling - MATERIAL HANDLING -	715	LB	1.15	822.25	.000%
	Received DT: 02/22/19 07:00 am Target DT: Shipper: ANGLES ON DESIGN Receiver #: 1000019 Carrier: COMPANY VEHICLE Pc Cnt: 14 Pro #: R10192					
INVOICE SUMMARY						
	Category	Subtotal	Tax Amt	TOTAL		
	Material Handling	15,088.00	.00	15,088.00		

Benefits for event organizers



Benefits:

- Increased customer loyalty
- Grow
- Easier
- Simplified
- Less stress

Benefits for exhibitors



Benefits:

- Simplified
- Fairer
- Certainty
- Increased customer satisfaction

When customers are gone, you can be too.

Be the first to pack up with Priority Empty Returns.

We'll have your empty containers returned first, not to exceed two hours — guaranteed.

Visit Freeman's online tool or the Freeman Service center during the event for more information.

Freeman[™]

**One rate:
Access storage**



Benefits:

- Unlimited access to stored items
- One flat weight-based rate
- Better exhibitor experience
- No budget surprises

Thank you.

Freeman⁷

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