

Item Number: 1

ODEL 6100

OLD DOMINION FREIGHT LINE, INC.
MC-107478

DISCOUNT TARIFF

BETWEEN POINTS IN THE UNITED STATES

(EXCEPT ALASKA AND HAWAII)

FOR REFERENCE TO GOVERNING PUBLICATION, SEE ITEM 100

THIS TARIFF APPLIES IN CONNECTION WITH TARIFFS MAKING REFERENCE HERETO

ISSUED: January 1, 2005

EFFECTIVE: January 1, 2005
(EXCEPT AS OTHERWISE PROVIDED HEREIN)

ISSUED BY:

PRICING DEPARTMENT

500 OLD DOMINION WAY

THOMASVILLE, NORTH CAROLINA 27360

Item Number: 100

GOVERNING PUBLICATIONS

This tariff is governed by the following described publications and by supplements thereto or reissues thereof (see Note A):

- (1) NMF 100 Series (Classification Governing), issued by National Motor Freight Traffic Association, Inc., agent;
- (2) ODFL 1 Series (Exempt Commodities Classification Tariff), issued by Old Dominion Freight Line, Inc.;
- (3) SMC 185 Series (Directory of Operating Rights), issued by Southern Motor Carriers Rate Conference, agent;
- (4) ODFL 100 Series (Rules Tariff), issued by Old Dominion Freight Line, Inc.;
- (5) ODFL 128 Series (Fuel Increase Master Tariff), issued by Old Dominion Freight Line, Inc.;
- (6) ODFL 559/555 Series (Class Tariff), issued by Old Dominion Freight Line, Inc.;
- (7) ATA 111 Series (Hazardous Materials), issued by American Trucking Association, Inc., agent;

- (8) ODFL 639 Series (Joint-Line Discounts), issued by Old Dominion Freight Line, Inc.
- (9) NATC 172 (Rules Tariff - USA/Canada shipments only), issued by North American Transportation Council.

Note A - Whenever a rule or other provision is published in this tariff, it removes the application of a similar rule or provision published in any "governing publication".

Item Number: 150

APPLICATION OF TARIFF

1. Except as otherwise provided, provisions of this tariff apply only on minimum charge, LTL or AQ class rated interstate and intrastate shipments handled direct by ODFL and subject to rates in ODFL 559/555 Series. Also applies on direct shipments between points in the USA and points in Canada, subject to rates in ODFL 505 series. Provisions of this tariff will apply in connection with rates in other tariffs only when such other tariffs are specifically identified in individual items herein.
2. Discounts/Allowances named in this tariff apply only on applicable classes as named in the NMFC, except as noted.
3. Except as otherwise provided, C.O.D. shipments shall receive a discount 10 percentage points lower than the discount published herein that does not make specific reference to C.O.D. shipments. Example: if a discount of 50% is published herein and does not make specific reference to C.O.D. shipments, then, C.O.D. shipments for the customer participating in the 50% discount will receive a 40% discount.
4. When discount/allowance provisions are published for the consignor, consignee and paying party of a shipment, provisions to apply will be those applicable to the payor of the freight charges.
5. The absence of transportation activity with a specific account for a period of six (6) months will be construed by carrier to mean published provisions are obsolete and may result in the cancellation of said provisions.

Item Number: 151

APPLICATION OF DISCOUNT(S)

Except as otherwise provided in individual items:

1. Discounts provided herein will also apply on the M20M scale of rates when subject to rates in ODFL 505, 555, 559, 560 or 559/555 Series, effective January 1, 1995 or later. Discounts applying on rates in tariffs other than ODFL 505, 555, 559, 560 or 559/555 series effective January 1, 1995 or later will not apply on the M20M or higher scale of rates.
2. Discount provisions named will be reflected on the freight bill as a reduction of applicable charges.

3. Discounts named herein will not apply on accessorial charges nor on order notify shipments.

Item Number: 152

APPLICATION OF ALLOWANCE(S)

Except as otherwise provided in individual items:

1. Allowances provided herein will not apply on:
 - Accessorial charges,
 - Shipments rated at the 20M or higher scale of rates except when subject to rates in ODFL 505, 555, 559, 560 or 559/555 Series, effective January 1, 1995 or later, the allowances will also apply on shipments rated at the M20M scale of rates.
 - Shipments subject to a minimum charge for a capacity load or exclusive use of vehicle.
2. Allowance provisions named will receive payment by the carrier upon presentation of a claim filed with the carrier within sixty (60) days of the date of the bill(s) of lading or freight bill(s). The absence of a claim for a period of six (6) months will be construed by carrier to mean allowance provisions are obsolete and may result in the cancellation of said provisions.
3. Allowance provisions expressed as percentages will be computed on the net ODFL linehaul revenue after otherwise applicable discount(s) have been deducted and will not apply on revenue derived from accessorial charges. In no case will the net revenue to ODFL after the allowance is paid, be less than the published minimum charge for the customer or in Item 180, whichever is applicable.
4. Discounts to be refunded will only apply when the freight charges are billed to and paid by the account(s) named in items containing such refund provisions.
5. Discounts named in this tariff will not apply on shipments moving on government bills of lading or when charges are ultimately born by federal, state, county or municipal governments.
6. Consignor or consignee may elect to load or unload carrier's trailer subject to the following provisions and other provisions in items referring hereto:
 - A. Except as otherwise provided, applicable only on direct minimum charge, LTL or AQ shipments.
 - B. Applies only on shipments handled direct when shipments are loaded in the trailer in one calendar day.
 - C. The carrier will spot a trailer at consignor's or consignee's dock or yard. The consignor or consignee will move the trailer from its parking area to its loading platform or from its loading platform to its parking area.

- D. The consignor or consignee shall arrange to load or unload the carrier's trailer. The bill(s) of lading or freight bill(s) including the carrier's delivery receipt(s), covering shipment(s) subject to this item shall be stamped by the consignor or consignee:
 "Loading allowance part lot of total weight of _____ lbs. loaded on (date)."
 "Unloading allowance part lot of total weight of _____ lbs. unloaded on (date) from Unit No. _____."
- E. The consignor/consignee shall notify the carrier when trailer is ready for removal from the consignor's or consignee's premises.
- F. The weight of those shipments on which the linehaul rates are not assessed under a tariff governed by this tariff may be used to make up the aggregate weight, if any.

Item Number: 153

APPLICATION OF SPECIFIC ITEM

Unless otherwise specified, discounts/allowances published in specific items herein shall apply as noted said item with explanation of abbreviations as follows:

- ARN - Not subject to arrival notification charge on shipments delivered by ODFL.
- BSC - Also applies to all points in CA.
- CA - Not subject to call for appointment charge.
- CC - Not subject to carrier convenience call charge on shipments delivered by ODFL.
- CAN - Full discount and any class exceptions named herein shall apply on two line haul shipments between U.S. and Canada.
- CAP - Not subject to capacity load rule (ODFL 100 Series, Item 390).
- CBL - Not subject to corrected bill of lading charge when correction is performed by ODFL.
- COD - Discount/allowance also applies on C.O.D. shipments.
- CZR - Apply current Czar-Lite rates (3299).
- CSC - Not subject to Canadian sufferance charge.
- FSC - Fuel surcharge waived.
- HAZ - Not subject to hazardous material handling charge.
- HYD - Not subject to hydraulic lift gate service.
- IC - Discount/allowance applies only on inbound collect shipments.
- IDC - Not subject to inside delivery charge on shipments delivered by ODFL.
- INT - U.S. two line haul shipments via OD and Partners shall receive current ODFL 559 rates, with discount named and any class exceptions named herein.
- LOW - Not subject to minimum charge for low density freight (ODFL 100 Series, Item 610-1).
- LPP - Not subject to late payment penalty.
- MAL - Not subject to inside delivery charge at Mall of America.
- MOT - Not subject to marking or tagging charge by ODFL.
- NE - Applicable only to direct points in zip codes 010-149 and 157-223.
- OC - Discount/allowance applies only on outbound collect shipments.
- OI - Discount/allowance applies on outbound prepaid or collect and inbound

- collect shipments.
- OP - Discount/allowance applies only on outbound prepaid shipments.
 - OPC - Discount/allowance applies only on outbound prepaid and collect shipments.
 - OPI - Discount/allowance applies only on outbound prepaid and inbound collect shipments.
 - ORN - Not subject to order notify charge on shipments via ODFL direct.
 - OVL - Not subject to overlength freight charge.
 - PLT - Pallet weight to be excluded from the weight of the shipments. Maximum weight allowed per pallet to be 40 lbs.
 - POD - Not subject to proof of delivery charge on shipments delivered by ODFL.
 - PTR - Partners shall receive full pricing on two-line hauls. M/C-see ODFL 639 Series.
 - RCM - Not subject to reconsignment charge when reconsigned by ODFL.
 - RDC - Not subject to residential delivery charge on shipments delivered by ODFL.
 - RED - Not subject to redelivery charge on shipments redelivered by ODFL.
 - RTE - Rates other than ODFL series may apply.
 - SSC - Not subject to sorting and segregating charge when service is performed by ODFL.
 - SSP - Not subject to single shipment pickup charge on shipments picked up by ODFL.
 - TFB - Discount/allowance applies on third party billing basis (See item 195).

Item Number: 154

APPLICATION OF SPECIFIC ITEM

Unless otherwise specified, discounts/allowances published in specific items herein shall apply as noted in the APPL (application) column of said item with explanation of abbreviations as follows:

- 560 - Apply rates currently effective in ODFL 560 Series (Note B).
- 901 - Apply rates as published in ODFL 555 effective February 1989 (Note B)
- 902 - Apply rates as published in ODFL 559 effective February 1989 (Note B)
- 903 - Apply rates as published in ODFL 559 effective October 1989 (Note B)
- 904 - Apply rates as published in ODFL 555-A effective January 1, 1990 (Note B)
- 905 - Apply rates as published in ODFL 559-A effective January 1, 1990 (Note B).
- 906 - Apply rates as published in ODFL 555-B effective June 1, 1990 (Note B).
- 907 - Apply rates as published in ODFL 559-B effective June 1, 1990 (Note B).
- 908 - Apply rates as published in ODFL 555-C effective March 25, 1991 (Note B).
- 909 - Apply rates as published in ODFL 559-C effective March 25, 1991 (Note B).
- 910 - Apply rates as published in ODFL 555-D effective January 1, 1992 (Note B).
- 911 - Apply rates as published in ODFL 559-D effective January 1, 1992 (Note B).
- 912 - Apply rates as published in ODFL 555-E effective January 1, 1993 (Note B).
- 913 - Apply rates as published in ODFL 559-E effective January 1, 1993

- (Note B).
- 918 - Apply rates as published in ODFL 555-E effective July 12, 1993 (Note B).
 - 919 - Apply rates as published in ODFL 559-E effective July 12, 1993 (Note B).
 - 920 - Apply rates as published in ODFL 555-E effective January 1, 1994 (Note B).
 - 921 - Apply rates as published in ODFL 559-F effective January 1, 1994 (Note B).
 - 922 - Apply rates as published in ODFL 555-G effective January 1, 1995 (Note B).
 - 923 - Apply rates as published in ODFL 559-G effective January 1, 1995 (Note B).
 - 924 - Apply rates as published in ODFL 555-H effective June 5, 1995 (Note B).
 - 925 - Apply rates as published in ODFL 559-G effective June 5, 1995 (Note B).
 - 926 - Apply rates as published in ODFL 555-H effective September 25, 1995 (Note B).
 - 927 - Apply rates as published in ODFL 559-G effective September 25, 1995 (Note B).
 - 928 - Apply rates as published in ODFL 559/555-96 effective January 1, 1996 (Note B).
 - 929 - Apply rates as published in ODFL 559/555-96 effective October 14, 1996 (Note B).
 - 930 - Apply rates as published in ODFL 559/555-97 effective January 1, 1997 (Note B).
 - 931 - Apply rates as published in ODFL 559/555-97 effective February 24, 1997 (Note B).
 - 932 - Apply rates as published in ODFL 559/555-98 effective January 1, 1998 (Note B).
 - 933 - Apply rates as published in ODFL 559/555-99 effective October 12, 1998 (Note B).
 - 934 - Apply rates as published in ODFL 559/555 effective September 13, 1999 (Note B).
 - 935 - Apply rates as published in ODFL 559/555 effective January 1, 2000 (Note B).
 - 936 - Apply rates as published in ODFL 559/555 effective July 7, 2000 (Note B).
 - 937 - Apply rates as published in ODFL 559/555 effective September 1, 2000 (Note B).
 - 938 - Apply rates as published in ODFL 559/555 effective August 6, 2001 (Note B).
 - 939 - Apply rates as published in ODFL 559/555 effective July 8, 2002 (Note B).
 - 940 - Apply rates as published in ODFL 559/555 effective August 19, 2002 (Note B).
 - 941 - Apply rates as published in ODFL 559/555 effective July 1, 2003 (Note B).
 - 942 - Apply rates as published in ODFL 559/555 effective August 1, 2003 (Note B).
 - 943 - Apply rates as published in ODFL 559/555 effective January 1, 2004 (Note B).
 - 944 - Apply rates as published in ODFL 559/555 effective February 16, 2004 (Note B).
 - 945 - Apply rates as published in ODFL 559/555 effective June 1, 2004 (Note B).

- 946 - Apply rates as published in ODFL 559/555 effective September 27, 2004 (Note B).
 - 947 - Apply rates as published in ODFL 559/555 effective November 1, 2004 (Note B).
 - 948 - Apply rates as published in ODFL 559/555 effective May 16, 2005 (Note B).
 - 949 - Apply rates as published in ODFL 559/555 effective December 6, 2005 (Note B).
 - 950 - Apply rates as published in ODFL 559/555 effective April 17, 2006 (Note B).
 - 951 - Apply rates as published in ODFL 559/555 effective October 30, 2006 (Note B).
 - 952 - Apply rates as published in ODFL 559 effective March 26, 2007 (Note B).
 - 953 - Apply rates as published in ODFL 559 effective April 27, 2007 (Note B).
 - 954 - Apply rates as published in ODFL 559 effective February 11, 2008 (note B).
 - 955 - Apply rates as published in ODFL 559 effective March 17, 2008. (note B).
 - 956 - Apply rates as published in ODFL 559 effective July 14, 2008. (note B).
 - 957 - Apply rates as published in ODFL 559 effective February 16, 2009. (note B).
- Note B - Unless otherwise noted in specific item(s), provisions subject to this note apply only on direct shipments.

Item Number: 155

ALLOWANCE FOR PALLETS IN LIEU OF EXCHANGE OR RETURN

Allowances published in this tariff referring to this item will apply only on shipments loaded on pallets, subject to the following provisions:

- 1. The customer must provide the pallets.
- 2. The customer must secure the freight to the pallets.
- 3. The customer must load the palletized freight on ODFL trailers.
- 4. When the freight is accepted, the pallets will become property of ODFL and ODFL will not be required to return the pallets to the customer or any other party nor to exchange pallets with the customer or any other party.

The allowance will be paid by the party named in the item referring to this item for providing the above service to ODFL. The allowance paid will be the amount provided in the item referring hereto, but not to exceed \$4.00 per pallet, except as otherwise noted in individual items.

Item Number: 156

APPLICATION OF DISCOUNTS ON CANADIAN SHIPMENTS

Except as otherwise provided in individual items herein, all discount, class exception ratings or Freight, All Kinds ratings published in this tariff for application via ODFL direct, will also on shipments between points in the USA served direct by ODFL and points in Canada

subject to rates published in ODFL 505 series.

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Item Number: 160

MAXIMUM ALLOWANCE

Where specific reference is made hereto, the allowance is not to exceed the percentage of ODFL's linehaul revenue indicated in individual items. When shipments subject to provisions of this tariff have been discounted under other tariff provisions on file with the ICC, the allowance to be paid will be the difference between the percentage shown in this tariff and the amount already discounted, but in no case more than a total of the percentage provided in this tariff. For example, if this tariff provides an allowance of 45% and the shipment is discount 30% under other tariff provisions, the allowance to be paid will be the difference between 45% and 30%.

Item Number: 180

MINIMUM CHARGE SHIPMENTS

Unless otherwise provided in individual items, the minimum charge, after applying the discount, shall be not less than minimum charges as named in ODFL 100 Series (Optional Services and Rules Tariff), Item 180.

Item Number: 195

APPLICATION OF DISCOUNT(S) ON THIRD PARTY BILLING SHIPMENTS

Where reference is made hereto, discount(s) and other named provisions apply on shipments between all direct points when freight charges are billed to and/or paid by account(s) named at location(s) represented in the specific discount item.

Item Number: 434

COLLECTION OF CHARGES AND EXTENSION OF CREDIT

1. Charges accruing to the carrier are due and payable at the time an outbound prepaid shipment is tendered to the carrier, or at the time a collect shipment is tendered by the carrier to the consignee, except where credit has been extended by the carrier to the shipper, consignee or other party responsible for payment of the freight charges.
2. When the party responsible for payment of freight charges has been extended credit by the carrier, the credit period will be 15 days, including Saturdays, Sundays and legal holidays, unless a different credit period has been established by publication in a tariff or contract for a specifically named customer.
3. The credit period shall begin on the day following presentation of the freight bill. If the bill is presented or paid by mail, the postmark shall be accepted as evidence of the date of presentation or mailing.
4. Failure to make payment within the credit period referenced above will invoke an assessment for liquidated damages as provided in Item 564 of ODFL 100 Series (Rules Tariff).

Item Number: 646

NON APPLICATION OF DISCOUNTS/ALLOWANCES

Provisions published in this tariff will not apply on export, import, coastwise or intercoastal shipments received from or delivered to water carriers when in water carrier owned or leased equipment (ocean containers). Apply rates and provisions otherwise provided.

Item Number: 845
REFERENCES TO TARIFFS, ITEMS, RULES, NOTES OR PAGES

Where reference is made to a tariff, item, rule, note or page, such reference also will embrace amendments and supplements thereto, or successive issues of said tariff, item, rule, note or page.

Item Number: 1000
COMMODITY DESCRIPTION

Discounts/allowances named in this tariff apply on commodities shipped/received by the specific account named in each item.

Item Number: 1199
EXPLANATION OF ABBREVIATIONS AND REFERENCE MARKS

AQ - Any quantity
ET AL - And others
ICC - Interstate Commerce Commission
LTL - Less than truckload
NMFC - National Motor Freight Classification
NOI - Not otherwise indexed
ODFL - Old Dominion Freight Line, Inc.