

RULES AND OPTIONAL SERVICES

ITEM 151-10-A

APPLICATION OF ALLOWANCES

The following provisions will control the application of Loading/Unloading Allowances, Pallet Allowances and Incentives in Tariffs or Contracts governed by this tariff unless more specific provisions are published in such publications.

1. Loading and Unloading Allowances

A. Loading or Unloading Allowances will not apply on:

- 1) Absolute Minimum Charges. In no case will the net revenue to ODFL, after allowance is paid, be less than the absolute minimum charge applicable for the customer.
- 2) Shipments subject to Volume, Truckload, Per Mile, Flat Charge or Rate Per Pallet, Spot Rate or Per Vehicle rates. Shipments subject to a minimum charge for cubic capacity, volume or capacity load, exclusive use of vehicle, or Per Linear foot rates.
- 3) Shipments rated at the M20M or higher scale of rates.
- 4) Shipments moving on government Bills of Lading or where charges are ultimately to be paid by federal, state, county or municipal governments.

B. The consignor or consignee that loads or unloads the carrier's trailer shall be subject to the following provisions:

- 1) 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/unloading platform or from its platform to its parking area.
- 2) Loading or Unloading Allowances may apply for a customer that drops their own trailer at the carrier's dock.
- 3) The consignor or consignee shall notify carrier when trailer is ready for removal from their premises. At that time consignor shall provide an executed Bill of Lading or consignee shall provide a signed Delivery Receipt.
- 4) 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.
- 5) Will apply only on billable amount on freight bill.

2. Incentives

A. Incentives will not apply on:

- 1) Accessorial Charges.
- 2) Absolute Minimum Charges. In no case will the net revenue to ODFL, after incentive is paid, be less than the absolute minimum charge applicable for the customer.
- 3) Shipments subject to Volume, Truckload, Per Mile, Flat Charge or Rate Per Pallet, Spot Rate or Per Vehicle rates. Shipments subject to a minimum charge for cubic capacity, volume or capacity load or exclusive use of vehicle or Per Linear foot rates.
- 4) Shipments rated at the M20M or higher scale of rates.
- 5) Shipments moving on government Bills of Lading or where charges are ultimately to be paid by federal, state, county or municipal governments.

(Conc. on following page)

For explanation of abbreviations, notes and reference marks, see Item 15000.

RULES AND OPTIONAL SERVICES

ITEM 151-10-A

(Conc.)

APPLICATION OF ALLOWANCES

The following provisions will control the application of Loading/Unloading Allowances, Pallet Allowances and Incentives in Tariffs or Contracts governed by this tariff unless more specific provisions are published in such publications.

2. Incentives

A. Incentives will not apply on:

- 6) Interline shipments.
- 7) Minimum Charge shipments.

B. After otherwise applicable discounts, Incentives expressed as percentages will be computed on the NET ODFL Linehaul Revenue.

C. Incentives will only apply when the freight charges are billed to the customer receiving payment. Payables for incentives will be paid ONLY after the full receivable is satisfied.

D. Any freight bill with an open receivable amount after four (4) months from the date of the shipment will not be eligible for Incentives.

3. Pallet Allowances

A. Pallet Allowances will not apply on:

- 1) Absolute Minimum Charges. In no case will the net revenue to ODFL, after allowance is paid, be less than the absolute minimum charge applicable for the customer.
- 2) Shipments subject to Volume, Truckload, Per Mile, Flat Charge or Rate Per Pallet, Spot Rate or Per Vehicle rates. Shipments subject to a minimum charge for cubic capacity, volume or capacity load, exclusive use of vehicle or Per Linear foot rates.
- 3) Shipments rated at the M20M or higher scale of rates.
- 4) Shipments moving on government Bills of Lading or where charges are ultimately to be paid by federal, state, county or municipal governments.
- 5) Shipments exempt from pallet weight.

B. In lieu of a pallet exchange, a shipper may elect to receive an allowance. This would be in the form of a certain dollar amount per pallet received by the carrier.

C. Maximum number of Pallets: 28 stackable, 14 non-stackable per pup trailer utilized. This is based on pallets not exceeding 48 inches X 40 inches in length and width.

D. On Pallet Allowances, the trailer does not need to be spotted.

4. If the monthly Incentive and/or Allowance payable is less than \$50.00, then the payable earned for that month shall be considered as \$0.00. The payable earned shall not be cumulative, and will not be added to any following months' payables. If, after three (3) consecutive months, no payment of incentive and/or allowance has been made, then the incentive / allowance for that customer shall be deemed as cancelled.

5. Any discrepancies in allowances and Incentives must be presented to the carrier in writing within six (6) months of the date of shipment. Any discrepancy exceeding this time limit will not be eligible for adjustment or retroactive payment.

For explanation of abbreviations, notes and reference marks, see Item 15000.