



HEAVY
DUTY
EXPERTS

Product Supply & Shipping Standards



INTRODUCTION

This document details the FleetPride Product Supply and Shipping Standards (FPPS) for Vendors supplying product to Distribution Centers (DCs) and Branches. This guide is based on customary industry standards for product labeling, packaging, transportation and delivery. These Standards shall be incorporated by reference into all purchase orders (POs), MOUs and Master Supply Agreements, as amended from time to time. The updated version of the Standards is available at www.fleetpride.com/brands-vendors/FPPS.

PRODUCT SUPPLY & SHIPPING STANDARDS

FleetPride is committed to working with Vendors to achieve excellence as the premier distribution channel for the heavy-duty truck aftermarket. When product is delivered in accordance with the FleetPride Product Supply and Shipping Standards, FleetPride can efficiently and effectively deliver to customers when and where needed. Organized, labeled and predictable shipments promote our mutual success factors with faster receiving and sell through, shorter payment cycles, greater labor efficiency and higher customer satisfaction.

FleetPride Category Management and Supply Chain

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Section I. Transportation and Delivery Requirements

A. Mode of Transportation

The mode of transportation for vendor shipments is governed by the FPPS and by the Agreement in effect between Vendor and FleetPride. Any conflicts between packaging requirements, scheduling quantities, shipping modes and service requirements will be handled in accordance with the FleetPride Escalation Process. (**See Section IV**)

Failure to follow the FPPS or use of premium modes without prior written authorization of FleetPride Supply Chain will result in immediate chargeback of the cost of the premium mode utilized. Failure to follow agreed routing instructions will result in the full cost of the shipment being charged back or returned at FleetPride's discretion. Special delivery guidelines may be provided for unique FleetPride location configurations on a case by case basis. Outlined below are specifications by mode.

1. **Truck.** The condition and size of the carrier's equipment will permit unloading by fork or a pallet truck. The floor height of vans will not be less than 24 inches or more than 50 inches from the ground. The floor of the van will be free of holes and strong enough to support a loaded fork truck.
2. **Small Parcels.** Shipments via ground or air deferred service will be in accordance with carrier regulations and the FleetPride Designated Carrier Program. (**See Section I. B. 1**)
3. **Air Freight/Premium Freight.** Unless specified in routing instructions, shipments may be made by air or premium modes only when authorized by the receiving location who will issue a special premium freight charge purchase order (PO) number which must be referenced in all shipping documents. Without this authorization number, Vendors are subject to charge back for premium freight expense.
4. **Consolidation.** Shipments moving in less than truckload lots can be consolidated if authorized per current routing instructions.
5. **Loading.** The Vendor using truckload shipments is responsible for the loading of the carrier's vehicle in compliance with applicable law and best practices to avoid damaging loads. Costs relating to processing and handling damaged materials resulting from improper loading other costs from non-compliance with the FPPS will be chargeable to Vendor.

B. Choice of Carrier Guidelines

FleetPride Transportation Designated Carrier Program. FleetPride has established a designated carrier program to include small parcel, less-than-truckload and truckload carriers. ***Vendors shipping freight collect are required to use FleetPride designated carriers listed on Appendix A. Prepaid freight may be shipped using Vendor designated carriers.*** The use of the FleetPride designated carriers will assist in more consistent delivery and improved efficiency at the FleetPride Distribution Centers and Branches. Failure to utilize the FleetPride designated carriers for inbound freight collect shipments will result in a chargeback of the greater of the difference the effective shipping rate or 1% of the value of the shipment.

1. **Small Parcel shipment.** Any shipment weighing less than 250 pounds and/or containing no more than 10 cartons. Shipments that are not prepaid by the Vendor must be freight collect with the general ledger account code noted in the reference field.
2. **Less-than-Truckload.** (LTL) shipment is defined as any shipment weighing between 251 pounds and 20,000 pounds. The FleetPride Designated Carriers noted in **Appendix A** provide Origin-Destination pairing.
3. **Truckload.** Truckload shipment is defined as any shipment weighing over 20,000 pounds. All freight collect routings will be managed by the FleetPride Transportation Management team. Containers and dropped trailers should have ten calendar days free of detention charges.
4. **Transportation Communication.** Inquiries and other communications shall be made to TransportationManagement@fleetpride.com.
5. **Non-Preferred Carrier Freight Claims.** FleetPride will not be responsible for any uncollected freight claims associated with the use of non-designated carriers (refer to Appendix A for FleetPride Designated Carriers). These freight claims will be charged back to Vendor's account together with a FleetPride administrative charge.
6. **FedEx, UPS, Parcel Post.** FleetPride will not accept "prepaid and add invoicing" on FedEx, UPS, or Parcel Post shipments. Any small package shipment should be shipped "freight collect" on the carrier specified by FleetPride (**Appendix A**). Small package shipments should not be insured unless the Vendor receives written direction to do so from FleetPride.
7. **Collect Air, Expedited Shipments.** FleetPride will not be responsible for payment of collect air or expedited shipments unless FleetPride has pre-approved the charges in writing prior to shipment. Vendor shall show the name of the FleetPride representative providing written authorization and the special

PO number for the expedited shipment on the bill of lading. If the shipment is not properly authorized by FleetPride in writing and prior to shipment, the collect air and expedited shipment charges will be charged back against the Vendor's account.

C. Requirements for Timing/Number of Shipments

FleetPride Supply Chain will provide Vendor with the target number of weekly shipments and facility specific delivery timing by FleetPride location, based on demand forecasts established from time to time.

1. **Fill Rate.** FleetPride standard minimum fill rate is 95%, unless otherwise specified by agreement between FleetPride and Supplier. Lead-times shall be specified at the time an order is made and shall be used by the FleetPride Merchandising and Purchasing Teams to establish due dates on purchase orders.
2. **Timing.** Shipment timing and frequency for stocking items will remain relatively constant. Extra deliveries for non-stocking items must be made on a case by case basis. All shipments should be on time, accurate and complete per purchase orders and all purchase orders should match the packing lists provided with each shipment.
3. **Lead Times.** FleetPride will monitor shipment order fill at the item and line levels and lead-time. Failure to meet or exceed order fill and lead-times will effect a Vendor's scorecard with FleetPride and may result in reduced business to the Vendor, credits and/or chargebacks. FleetPride's expectations are 100% order fill delivered on the scheduled due date and time. Continued failure to meet or exceed lead-times and first shipment order fill could result in loss of Vendor status or discontinuance of the Vendor relationship.
4. **Product Shortages and Damages.** Vendor shall recognize and settle all merchandise accounts payable charge backs for concealed product shortages or damages within 15 days after notification by FleetPride. The FleetPride Receiving Department will accept delivery of the Vendor's product by pallet/container count, but the product count and merchandise shortages or overages will be determined as product is received into FleetPride's inventory system. Any shortages or overages of merchandise will be noted and reconciled by FleetPride and the Vendor in writing. (**See Section IV**)
5. **Product Changes.** Vendor shall notify the FleetPride Category Managers in writing, with a copy to the FleetPride Purchasing Department, of any product supersessions, consolidations and packaging changes a

minimum of ninety (90) days prior to the next product shipment. A product shall not be canceled from orders due to consolidation, packaging changes and/or supersession, without prior written authorization from the FleetPride Category Management and Purchasing Departments. Changes in the Vendor’s catalog, price sheets or noted by the Vendor on the packing slip are not acceptable notice. Any actions taken by Vendor which are not in compliance with this procedure may result in a shipment being deemed non-compliant and subject to the remedies in the FPPS or the applicable Vendor purchase agreement.

D. Expediting (past due and expedited orders)

1. **Expedited Order.** Expedited orders must be pre-approved in writing.
2. **Expedited Transportation Costs.** FleetPride will not be responsible for any extra expenses incurred for expedited transportation of merchandise due to late shipments by Vendor. The extra expenses incurred by FleetPride due to such late shipment will be charged back against Vendor’s account.

E. Advanced Shipping Notice (ASN)

1. All ASN 856 will be transmitted to FleetPride on the same day shipment leaves the vendor’s dock.
2. FleetPride Distribution Center point of contact information for ASN is listed below. Branch contact information is available at: www.fleetpride.com/find-branch.

Distribution Center	Phone Number	Primary Contact	Secondary Contact
FleetPride Atlanta DC at Lawrenceville, GA	770-682-4725 Option 2	Receiving Leader	DC Manager
FleetPride Chicago DC at Bolingbrook, IL	630-226-5941	Receiving Leader	DC Manager
FleetPride Dallas DC at Grapevine, TX	817-722-0276	Receiving Leader	DC Manager
FleetPride North Haven DC at North Haven, CT	203-234-9163 Option 5	Receiving Leader	DC Manager
FleetPride Visalia DC at Visalia, CA	559-651-2307 Option 2	Receiving Leader	DC Manager

F. Scheduling Delivery Appointments

1. **Appointments.** Appointments are taken Monday through Friday from 8AM to 3:30PM with a 24-hour minimum notice. Location receiving hours may vary. Appointment times will be confirmed prior to load tender. If the carrier misses the scheduled appointment, the carrier must reschedule for the next available time by contacting the DC or Branch Receiving directly.

- a. Appointments will not be issued without a valid purchase order/number.
- b. Appointment requests should be made based on the purchase order “ship to arrive” date (STA).
- c. Appointment requests should be made by phone to the FleetPride DC or Branch Receiving Department.
- d. The appointment “requested date” of delivery must fall within a (2) business day window before or after the STA date.
- e. Appointment requests must include all POs being delivered on the truck. FleetPride DC has the discretion to refuse purchase orders not listed on the appointment request.

2. LTL Carrier Shipments.

- a. LTL deliveries up to 11 pallets must be delivered by 12pm local time each business day but do not require an appointment.
- b. Any LTL shipment with 12 or more pallets regardless if on multiple bills of lading requires an appointment.

3. **Truck Load Carrier Shipments.** Regardless of the pallet count, an appointment is required for truckload shipments.

G. Bill of Lading and Packing List - Document Requirements

Bill of Lading requirements

1. **Merchandise Descriptions.** Merchandise descriptions on all bills of lading must conform to the national motor freight classification description and class number(s) and shipping container requirements.

2. **Required Information.** All shipping containers, bills of lading or other receipts must show:

- a. The full Vendor name followed by street address, city, state and zip code.
- b. The shipper's name followed by street address, city, state and zip code.
- c. All FleetPride purchase order numbers.
- d. Number of pieces/pallets and weight and dimension (place on bill of lading only).

3. **Single Daily Shipment.** Vendor shall combine all shipments for any FleetPride DC and/or FleetPride Branch location on one bill of lading, provided the due date will not be affected, and make a single daily shipment to the DC. If the due date will be missed, Vendor may ship a partial shipment to assure meeting the due date. Unshipped portion must be pre-approved prior to shipment to avoid over fills.

4. **Third Party Billing.** When FleetPride orders material with instructions to ship to a third party and FleetPride is responsible for the freight charges, the bill of lading must clearly show the FleetPride PO relating the third party order.

Please use the following notation in the body of the bill of lading:

Send freight bill with a copy of the delivery receipt to:

**FleetPride Transportation
FleetPride, Inc.
600 E. Las Colinas Blvd. Suite 400
Irving, Texas 75039**

Vendor is required to provide a minimum of three (3) copies of the bill of lading to the carrier.

5. **Bill of Lading Direct Shipments.** Vendor will use commercially reasonable efforts to combine all orders bound for a single destination into a single shipment, reflected on one bill of lading.

6. **Destination Labeling.** All pieces in a shipment (i.e., pallets, cartons, drums, bags, pieces, etc.) must be clearly tagged/labeled showing their specific “ultimate” destination. (See Section III)

H. Invoicing and EDI

1. **Electronic Data Interchange (EDI).** FleetPride supports and encourages EDI as an interface with our Vendors using ANSI x12 standards. EDI provides a quick and economical method to exchange data such as:

- a. 850: Purchase Orders. FleetPride will create the inventory order and transmit.
- b. 855: PO Acknowledgements. Vendor will acknowledge receipt of order, identify any packaging, part number or cost discrepancies and estimated ship date. (Note: a reported cost difference does not represent acceptance.)
- c. 856: Advanced Shipping Notice (ASN). Vendor will send an advance notice of ship date plus tracking information.
- d. 810: Vendor invoice. Vendor provides invoice in an electronic format.
- e. 997: Functional Acknowledgement. FleetPride and Vendor will acknowledge receipt of the exchanged files.

2. **FleetPride’s EDI packet of information includes:**

- a. EDI 810 Guidelines. This 24 page document contains the detailed requirements for invoice format and structure. It is available upon request to FleetPride accounts payable department at edi@fleetpride.com.
- b. SAC table. The Standard Allowance Charge table provides a listing of acceptable miscellaneous charges such as freight, handling, environmental, surcharges, etc. They are applicable at either the order or line level.
- c. Ship to Locations. This listing shows the current valid shipping addresses.

3. Invoice Requirements. The following information will be **required** on all EDI Invoices:

- a. ONE invoice per PO, per Ship To destination
- b. Purchase Order Number (Numeric)
- c. Invoice Number
- d. Invoice Date
- e. Complete Remit to Address
- f. Complete Ship to Address
- g. Complete Bill to Address
- h. Payment Terms
- i. Quantity, Unit Price, Total Amount
- j. All Special charges must be itemized separately
- k. SAC charges must be in list of allowable codes

4. Reasons for EDI Invoice rejection. Any EDI invoices (810) that have any missing mandatory map requirements will be rejected at the point where FleetPride translates vendor EDI invoice. FleetPride will transmit a functional acknowledgement or 997 within 24 hours for any inbound file we receive. For invoices that are rejected due to an error or omission in a mandatory field – the acknowledgement will specify the segment that resulted in the rejection. Vendors should correct & resubmit the EDI invoice as soon as possible to reduce any delay in payment. All payment terms apply from the date of submission of a correct invoice.

Please be aware a 997 indicates receipt of a file only, it does not indicate the data was processed through FleetPride's Accounts Payable system successfully. If an EDI invoice is rejected due to an issue that does not have to do with adherence to EDI Map requirements, the Accounts Payable group will contact the Vendor with questions and clarifications.

5. Duplicate Invoices. Multiple invoices that are transmitted with the same invoice number will be rejected from FleetPride's Accounts Payable system as a duplicate invoice. If an invoice needs to be sent for additional items or charges, a new EDI invoice number must be used and transmitted.

6. Re-transmission of Invoices. If a functional acknowledgement or 997 has not been received and you need to retransmit any invoices, please email at edi@fleetpride.com for inquiries. Please include the Interchange Control #, Invoice

number, and transmission date to be investigated in the subject line to help ensure prompt attention.

Questions regarding EDI should be directed to the EDI Coordinator, edi@fleetpride.com.

Section II. Packaging Requirements

FleetPride requires acceptable pallet/carton/case/unit packaging that can be handled multiple times, arriving at any FleetPride location undamaged and in salable condition.

A. General Packaging Concepts

1. Provides protection through distribution to the final customer.
2. Safe to handle with pallets in good condition and shrink wrapped.
3. Top surface of pallets must be flat to allow for stacking.
4. Labels are easily located, and reference FleetPride's part number from the PO.
5. Packing Slips are easily and reference FleetPride's part number from the PO.
6. "Mixed loads" are segregated using a logical system, by part number, weight, size, fragility, finish, etc.
7. Conforms to the stated guidelines for: shipments across international borders, container packing, labeling, packing slips, pallet box carton and hazardous materials specifications.

B. Container Packing

1. Parts must be consolidated into the fewest number of over-pack containers while maintaining structural integrity and minimizing possible damage.
2. When shipping multiple over-pack containers, all parts with the same part number must be loaded into the same container. Scattered and unlabeled parts are unacceptable.
3. Parts must be packed for handling according to the following:
 - a. All LTL and TL shipping containers and unitized loads must be palletized for handling by industrial vehicles.
 - b. All UPS and other parcel carrier shipments must be capable of being handled manually and/or conform to the carrier's requirements for weight and size.

- c. All air shipments under 70 lbs. must be capable of being handled manually. Shipping units over 70 lbs. must be palletized for handling by industrial vehicles.
- d. All parts must be adequately braced to prevent movement and concealed damage to the part or the containers.
- e. Over-pack containers with mixed pieces should be packed with the heavy, large and/or high quantity items on the bottom. Light, small, fragile or low quantity items should be on the top. Corrugated sheets are to be used to separate layers of parts. Fragile items must be packaged for protection if they are shipped with heavy items.
- f. If more than one part number is shipped in an over-pack container, each part number must be segregated from all others using corrugated divider sheets, unitizing boxes or partitions and each part individually labeled.

C. Pallet Requirements

Pallets will be inspected at FleetPride's receiving docks. Product delivered on pallets that are determined to be unacceptable will be restacked or reworked. Vendors will be charged back for reimbursement for labor required to correct pallet issues. As a general matter pallets should meet the U.S. specifications for type of product and industry. Non-conforming pallets may result in a rejection of a shipment.

1. Standard Pallet Specifications.

- a. Measurement – 48" deep x 42" or 40" wide 4-way entry, hardwood construction.
- b. Top Deck Boards – 7 boards, 5/8" to 3/4" evenly spaced with 4" maximum spacing: both end boards 5 1/2", other boards 3 1/2". **(See Appendix B)**
- c. Bottom Deck Boards – Both end boards and a minimum of 3 center boards are to be the same board dimensions as top deck boards. No loose boards. **(See Appendix B)**
- d. Stringers – No split or broken; no double stringers or block patched stringers; stringers 1 3/8" to 1 3/4" x 3 1/2" to 3 3/4" x 48"; no protruding nails. **(See Appendix B)**
- e. Contamination – No chemicals, grease, or other agents that could soil or damage the product.

- f. Bulk Fluids (Oil and antifreeze) must be shipped on “A” grade pallets
- g. FleetPride Heavy Truck and Trailer Parts does not participate in the CHEP Pallet program

2. Pallet Height. The following pallet heights are required:

- a. For product that has a single part number per pallet the maximum pallet height is 45 inches from floor to top of top layer.
- b. For product that has mixed part numbers per pallet the maximum pallet height is 72 inches from floor to top of top layer. Items shipped in quantities that would facilitate a single SKU 45 in. pallet must be shipped on a single pallet and not mixed.
- c. For bulk chemicals the maximum pallet height is 72 inches from floor to top of top layer. (Oil and Antifreeze)
- d. For unusual shaped items, including, but not limited to, pipe, exhaust equipment, vent shades, bumper guards, etc; pallet height requirements are waived. However pallets must be packed to facilitate ease of handling and to maximize trailer utilization.
- e. For promotional items, one time buys, prepacks or other products that will not be stocked in FleetPride Distribution Centers, pallets will be packed to achieve ease of handling and maximum trailer cube.

D. Hazardous Materials

- 1. All hazardous materials must be packaged in accordance with the US Title 49, Code of Federal Regulations and/or Canadian Transportation of Dangerous Goods Act to be accepted by FleetPride.
- 2. If a hazardous material is being shipped to any FleetPride location that has not received that material previously, the material shipment must be accompanied by an appropriate Material Safety Data Sheet (MSDS) for that location.
- 3. FleetPride requires certain details regarding the nature of any hazardous materials to be submitted with any pricing or other production update or introduction. Additionally, FleetPride may request this data ad hoc from time to time.
- 4. It is the Vendor’s responsibility to provide updated MSDS forms upon request, or any time a substantive change is made to the MSDS data. Please send updated forms to the appropriate FleetPride Parts Distribution Center and to the FleetPride Parts headquarters – attention Category Management.

Section III. Product Labeling Requirements

A. All parts must be *individually identified* with the Fleetpride part number, as it appears on the purchase order. The part number must be clearly visible and legible and affixed to the part as well as the outer container or box.

B. Parts that are sold to FleetPride must be properly identified with a minimum of one label, to include the product bar code (UPC) in both machine and human readable format.

C. Stamping or imprinting part numbers on parts does not remove the requirement for each part to contain a bar code label with the FleetPride part number

D. Over-pack containers should have at least two labels located on adjacent corners

E. All container labels must provide the part number, purchase order number(s), quantity in the container, vendor code and date of manufacture or serial number. This information should be provided in human readable format and in bar code format

F. Hazardous Material, Chemical, Liquid Shipments

1. **General.** When applicable, Vendor shall include MSDS and placards. All chemical or liquid shipments shall be securely sealed to prevent leaks. Disposition of product that is leaking at time of delivery shall be made at Vendor expense. In addition, the Vendor may be charged for labor required for cleaning the product. Where required, inner seals and/or safety lids must be used.

2. **Hazardous Material Shipments.** All hazardous material shipments must conform to all federal, state, and local laws including, but not limited to, the US Department of Transportation-Hazardous Materials Regulations-CFR, Title 49, Sections 171-177, specifying the proper descriptions, labels, shipping papers, placarding, packaging, markings and exceptions.

Section IV. Escalation process for Non-Compliance

FleetPride Distribution Center receiving staff will complete a Vendor Discrepancy Report to document non-compliant shipments. The DC manager will classify a non-compliant shipment as a major receiving discrepancy or a minor receiving discrepancy. Vendor will be contacted by the DC Manager within 3 business days to resolve minor receiving discrepancies. For major receiving discrepancy issues, the DC manager will escalate

up to the responsible Category Managers for resolution as well as application of vendor non-compliance remedies.

Section V. Non- Compliance Remedies

A. Minor infractions that can be resolved at the FleetPride location will be monitored and reported on an ongoing basis, with request for corrective action if the same type of infraction occurs 3 times in a given quarter. Further, after notice of 3 infractions, every additional infraction will incur a \$100 debit retroactive to the first infraction until the Vendor goes 3 months without the same infraction.

B. Upon notice to the Vendor of a Major Infraction, corrective action is required immediately. At FleetPride's option, products delivered with a Major Infraction may be rejected and required to be reshipped or other remediation or compensation to be negotiated based on the impacts to FleetPride of the Major Infraction. In addition to the foregoing, a debit for the greater of 1% of the value of the shipment or \$500 will be issued for a Major Infraction, based on Vendor's original invoice.

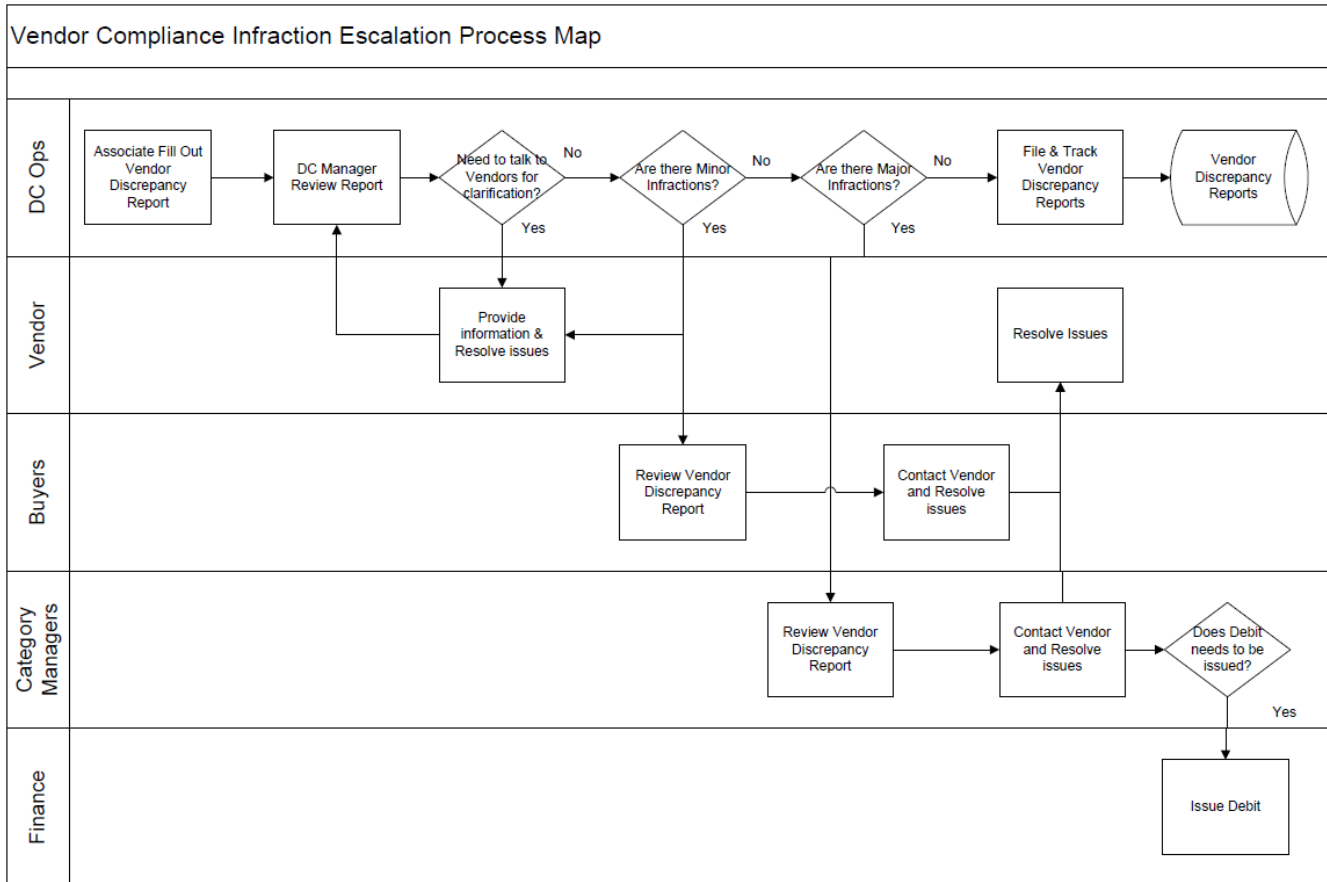
C. Examples of Minor and Major receiving discrepancy issues are as follows.

Minor Receiving Discrepancy issues include:

- Incomplete or Missing Information
- No Purchase Order
- No Packing List

Major Receiving Discrepancy issues include:

- Wrong Parts
- Wrong Quantity/Fill Rate Failure/Product Shortage
- Unsafe Products/Packaging
- Damaged and Un-sellable Products
- Shipped to Wrong Location
- Does not meet Label Requirements



Sample Vendor Discrepancy Report

Vendor Discrepancy Report		Receiving Location:	
Vendor (Name & Code)	Purchase order/IBT	Date	
Line	Part Number	Discrepancy/Description	
	Pack slip Information		
	Packaging		
	Part number identification		
	FP part number label		
	Package quantity		
	Wrong parts		
	Wrong quantity		
	P.O. Discrepancy		
	Damaged products		
	Unsafe products/packaging		
	Missing information		
		Received by	
		Buyer	
		Category Manager	
		Picture Attached (y/n)	
Notes:			
Comments:			

Appendix A

SMALL PARCEL ROUTING GUIDE

UPS

LTL ROUTING GUIDE

ORIGIN STATE	DESTINATION STATE	CARRIER
AL	CO, MI, ND	CONWAY
AL	AL, GA, MS, TN, TX	AAA COOPER
AL	CA	UPS FREIGHT
AR	AL, AR, CT, GA, MN, NC, NE, NM, NV, NY, SC, TX, UT, WA, WV	CONWAY
AZ	AZ, CA, NM, OR, TX, WY	CONWAY
CA	AZ, CA, CO, CT, IA, ID, IL, IN, MO, NM, NV, NY, OH, UT, WY	CONWAY
CA	OR, TX, WA	UPS FREIGHT
CO	NY, TX, WY	CONWAY
CT	GA, IN, ME, MI, MN, NY, PA, TX, VA, VT, WV	UPS FREIGHT
CT	IL, MD	CONWAY
DE	CT	CONWAY
FL	AL, FL, GA, NC, TX	AAA COOPER
GA	AL, GA, KY, LA, MS, NC, OK, SC, TN	AAA COOPER
GA	AR, CA, CO, CT, IL, IN, MA, MD, MI, MO, NE, NH, NJ, NM, NV, SD	CONWAY
GA	FL, VA	UPS FREIGHT
IA	AR, NE, NY, OK	CONWAY
ID	CA, ND, TX	CONWAY
IL	AZ, CA, CT, DE, GA, KS, LA, MA, MD, MN, ND, NJ, NY, PA, RI, SC, TX, VA, VT, WV	CONWAY
IL	IA, IL, IN, MO, NE, WI	DOHRN
IL	KY, MI, OH, OR, TN	ESTES
IN	CA, CT	UPS FREIGHT
IN	GA, IL, IN, MN, MO, NM, OH, TN, TX, VT, WV	CONWAY
KS	CA, GA, IL, TX	CONWAY
KY	IL, NC, TX	AAA COOPER
LA	LA, TX	CENTRAL FREIGHT
MA	IL, NJ, NY, OH	CONWAY
MD	CT, MN, OR	CONWAY
ME	CT	CONWAY
MI	AL, CA, CO, CT, IL, NC, NE, NH, NY, TX	CONWAY
MN	CT, GA, IL, MN, MO, ND, NY, OH, SD, TN, TX, VA, WA, WI, WY	CONWAY

LTL ROUTING GUIDE		
ORIGIN STATE	DESTINATION STATE	CARRIER
MO	AL, AR, FL, KS, MA, MN, NY, OK, TX	CONWAY
MO	CA	SAIA
MO	IA, IL, MO, NE	DOHRN
MS	AL, GA, LA	AAA COOPER
NC	AL, AZ, GA, MN, MS, NC, NY, OH, OK, SC, VA, WI, WV	ESTES
NC	FL	UPS FREIGHT
ND	IL, MN, OH	CONWAY
NE	CO, ID, KS, NE, TX, WA	CONWAY
NJ	CA, CT	UPS FREIGHT
NJ	GA, IL, TX	CONWAY
NM	CA, MO, PA, TX	CONWAY
NV	CA, MN, NV, TX	CONWAY
NY	CT	UPS FREIGHT
NY	IL, MI, TX	CONWAY
OH	AR, AZ, CA, CT, FL, GA, IL, IN, MA, MI, MN, NC, NJ, NY, OH, PA, SC, TN, TX, VA, WI, WV	CONWAY
OK	AR, AZ, CA, OK, TX	CENTRAL FREIGHT
OK	IL, MO, NE	CONWAY
OR	OR, SD, WA	CONWAY
OR	CA	UPS FREIGHT
PA	AL, AR, CA, GA, IL, MI, MN, MO, NC, NY, OK, PA, TX	CONWAY
SC	AL, CT, GA, IN, NC, SC, TX	ESTES
SD	CS, GA, IL, MI, MN, NV, OH, TX	CONWAY
TN	AL, AR, FL, GA, IL, IN, LA, NC, SC, TN	AAA COOPER
TN	CA, KS, TX, VA	CONWAY
TX	AL, AR, CA, KY, LA, MI, MS, NM, OH, OK, OR, TN, WA	SAIA
TX	AZ, CO, CT, GA, FL, IA, ID, IL, IN, KS, MD, MN, MO, MT, NC, ND, NE, NJ, SC, SD, UT, VA	CONWAY
TX	TX	CENTRAL FREIGHT
UT	CO, ND, WI, WY	CONWAY
VA	AL, MS, NC, TX, VA	ESTES
VT	CT, NY	CONWAY
WA	CA, OR, WA	CONWAY
WI	CA, CT, GA, IL, ME, MN, SD, TX, WI	CONWAY
WV	MI, OH	CONWAY
WY	ID, MI, TX	CONWAY

Any O-D Pairing not listed contact: TransportationManagement@fleetpride.com

FOR TRUCKLOAD ROUTING GUIDE Contact: TransportationManagement@FleetPride.com

Appendix B Sample Pallet



Top and Stringer (Fig. A)

Bottom (Fig. B)