



Hold it there Buddy, I've got a question for ya... Can you tell me the difference between PP& Add and 3rd Party?

Customers have many different methods to handle freight billing. Because there are so many different ways, confusion can arise between our dealer, our Rep and our office. To help reduce this confusion, we would like to share our definition of the various freight terms and clarify our packing methods.

Prepay & Add:

Brown pays the actual freight charges and adds them as a separate line item to the invoice after shipping. Brown's discounts apply and are passed on to the dealer. This method also has the advantage of capturing the actual invoiced amount for freight and having it billed on the same invoice. This is our standard method of handling freight. This method qualifies for the W.A. Brown No Hassle Freight Policy, provided product is shipped by approved carrier.

Prepaid:

Freight is paid by WAB due to the sales quote being inclusive of delivery charges for sold product. In other words, we figure out the freight and add it to our quote. No further freight charges will apply as it is included in the product pricing and no separate line item will show freight charges. This method qualifies for the W.A. Brown No Hassle Freight Policy.

Customer Pick Up:

Customer picks up order at WAB's facility. WAB is responsible for loading /securing the load. Customer signs that all panels are loaded and properly secured for shipment and is responsible for any shipping damage. This method does not qualify for the W.A. Brown No Hassle Freight Policy.

3rd Party Provider:

Freight is billed to a logistics payment company. The logistics company discount applies. Our customer is responsible for any freight charges. Brown's No Hassle Freight program does not apply to this method as we do not have any control of the shipment for claim purposes.

Collect:

Freight is billed to customer by the delivering carrier. Customer's discounts apply and this method is exempt from our No Hassle Freight program. Special arrangements may be required by the freight company (certified check requirement for example) to the customer.

Freight Included:

Invoice to customer shows a line entry for Freight & D&I. This is similar to Prepay & Add, except the line entry will have freight and D&I included as a lump sum number. This is usually a negotiated item at the time of quote, but shown separate for customer

needs. This method applies to the W.A. Brown No Hassle Freight Policy if the chosen carrier is approved by W.A. Brown.

COD shipments are not available from our Freight Carriers



Our shipping point is always FOB Origin (WAB Salisbury, NC)

If an order is 70 panels or more, it is generally less costly to have it sent truckload (Contract Carrier). Example- a "pup load" (28') of panels on LTL (less than truckload) cost more to ship than a Contract Carrier load with the same panels. A pup load to New York City is \$1900+, and a Contract Carrier load is \$1350. Contract Carriers also give WAB more control over the shipment due to specified delivery time. LTL charges extra for specified deliveries. A special express service option must be purchased through their company before they will promise a delivery time.

Fuel surcharges are occasionally levied by the carriers. This is passed along in addition to the freight estimate. These are subject to change without notice. They are calculated weekly and most carriers implement surcharges once the prices rise above the \$1.12/gallon nationwide average. LTL carriers charge a percentage of the total freight charges for each bill (currently averaging 6%). Contract Carriers charge a per mile (currently \$.08/mile) freight surcharge.

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Packaging Methods and Other Freight/Shipping Information

Arrival Dates

W.A. Brown & Son, Inc. focuses on meeting the customer's needs from Design to Shipment. Once shipment takes place by a freight carrier some of that control is out of our hands. WAB cannot be responsible for missed site delivery times or specific days due to that change of control. There are certain guarantees for specific arrival times and specific days available at an additional price from the carrier—ask your Brown Sales Associate for more details. Brown will arrange for freight pick-up, have Pro numbers available, and tentatively schedule delivery, but the actual performance in the field is controlled by the freight company.



Packaging Methods

Brown's Standard Packing Method is called Palletized—panels are placed flat on a full length wooden pallet surrounded by protective side and top pieces secured with strapping and then encapsulated in stretch wrap for maximum shipping protection. This design allows for forklift unloading and easy movement of up to 20 panels per skid. It also allows for ready opening and unloading on sites where forklift use may not be available. On orders with multiple walk-ins the panels will be marked with a designating number that matches the print sent with the order.

Paperwork for the order, packing list, and print will be found In the orange envelope labeled "Packing List" and will be attached to the largest piece of freight.

Doors will be placed on the pallet if size permits—otherwise they will be found in their own individual wooden shipping crate.

Full Truckload (Contract Carrier) loads are suggested for orders that have more than 70 panels or can be utilized for faster shipping methods from WAB to the customer. These loads will use our standard palletized shipping as outlined above unless otherwise requested by the customer. Limitations of carrier trailer sizes could result in more than one trailer required for delivery. Contact your Brown Sales Associate for assistance in shipping.

Customer Pickup: Due to proximity or backhaul opportunities, customers can elect to pick up product at WAB. The shipping practice for customer pickup is loose panels - panels are loaded vertically on the customer's truck. Palletized loads can be arranged with prior notification to your Brown Sales Associate.



Standard wood crating for doors in 57 1/2" and 69" section.

