

# ***Distributor Policy Manual***

## **FREIGHT POLICY**

### **STOCK PRODUCT**

Orders of \$5,000 and higher, one shipment, one P.O.

Freight Prepaid & Allowed

Orders up to \$4,999

Freight Collect

### **NONSTOCK PRODUCTS**

All non-stock product is shipped freight collect.

### **PARTS**

Shipment of service parts via parcel post, UPS or similar carrier will be prepaid and the actual charges added to the invoice.

### **UPS (United Parcel Service)**

If individual shipments meet the requirements of UPS or similar service, ABC Company may choose to use them. The actual freight charges will be added to the invoice.

### **DROP SHIPMENTS**

For stock model number motors, ABC Company will ship only to the stocking distributor's warehouse. Custom, special and non-stock product shipped to a destination other than a distributor's warehouse will be freight collect.

### **BUYER'S OPTION**

If the buyer chooses to select the carrier and/or method of shipment, the order will be shipped collect at the carrier's prevailing rates.

### **SHIPMENTS OUTSIDE THE CONTIGUOUS 48 STATES**

Shipments to destinations outside the contiguous 48 states will be Prepaid and Add for inland freight. All customs brokerage, duties, tariffs, overseas delivery and handling charges must be arranged by and invoiced to the customer.

### **AIR SHIPMENTS**

Airfreight shipments are shipped freight collect.