

GUARANTEED
FREIGHT
PROGRAM



HBF Optional Guaranteed Freight Program

Shipping

This program offers the opportunity to provide a fixed freight cost at the time of order placement, a service that has typically proven to be very difficult to control. HBF has achieved this by negotiating preferential rates with various regional and national freight carriers.

ALL YOU HAVE TO DO IS:

1. Determine the zone to which HBF products are to be shipped.
2. Use the table below to calculate your fixed freight cost as a percentage of the total List of your order.
3. Please indicate on your purchase order "Guaranteed Freight Program."

HBF WILL:

1. Select the carrier to be used.
2. Include your pre-calculated fixed freight rate as a part of your invoice.

Note: Invoicing for freight on this program will appear on the initial invoice for the order if the order is split-shipped. All subsequent invoicing for the order will be for product only.

REMEMBER:

1. A minimum charge of \$100 Net per shipment will apply for all seating and occasional table orders.
2. A minimum charge of \$150 per shipment will apply for all conference and casegood products.
3. All merchandise will be shipped cartoned.
4. Charges will be for "NORMAL DELIVERY TO THE DOCK" only.
5. A "CALL BEFORE DELIVERY" request requires an additional \$65 Net charge.
6. Product is shipped FOB Hickory, freight prepaid and added to your HBF invoice.
7. Title of goods changes when merchandise leaves HBF's dock. Any subsequent damage and all freight claims are the responsibility of the purchaser.

Zones

Zone 1 - 3.0% LIST COM

Delaware
District of Columbia
Maryland
North Carolina
South Carolina
Virginia

Zone 2 - 4.0% LIST COM

Alabama
Connecticut
Florida
Georgia
Illinois
Indiana
Kentucky
Maine
Massachusetts
Michigan
Mississippi
New Hampshire
New Jersey
New York
Ohio
Pennsylvania
Rhode Island
Tennessee
Vermont
West Virginia
Wisconsin

Zone 3 - 5.0% LIST COM

Arkansas
Iowa
Kansas
Louisiana
Minnesota
Missouri
Nebraska
North Dakota
Oklahoma
South Dakota
Texas

Zone 4 - 6.0% LIST COM

Arizona
Colorado
Idaho
Montana
New Mexico
Utah
Wyoming

Zone 5 - 7.0% LIST COM

California
Nevada
Oregon
Washington

