

## FREIGHT TERMS AND RESPONSIBILITIES

FORM 6971

Standard freight terms are FOB Shipping Point (origin), Freight Collect. All other terms must be negotiated and approved prior to shipment of order. As of September, 2007, Crane Composites will follow the responsibility guidelines below.

FOB Point	Shipping Condition	Payment of Freight Charges	Bears Freight Charges	Owens Goods in Transit	Files Claims (if any)	Explanation
FOB Shipping Point (origin)	COLLECT	Buyer	Buyer	Buyer	Buyer	Title and control of goods passes to buyer when carrier signs for goods at shipping point (origin)
	PREPAID	Seller	Seller	Buyer	Buyer	
	PREPAID AND ADDED TO INVOICE	Seller	Buyer	Buyer	Buyer	Seller pays freight charges and adds to invoice. Title and control of goods passes to buyer when carrier signs for goods at shipping point (origin)
FOB Destination	COLLECT	Buyer	Buyer	Seller	Seller	Title remains with seller until goods are delivered
	PREPAID	Seller	Seller	Seller	Seller	
	PREPAID AND ADDED TO INVOICE	Seller	Buyer	Seller	Seller	Seller pays freight charges and adds to invoice. Title remains with seller until goods are delivered.

\* Purchasing and Materials Management, 1989 Ninth Edition

### NOTE

Orders shipping FOB shipping point may require that the buyer file the freight claim for any product received with transit damage or shortage.

1. Sign delivery receipt and Bill of Lading with a notation that there is damaged product or that product was not received. Freight claims are very difficult to file if the delivery receipt does not have any notations about damage or shortage. Multiple piece orders often become separated within the carrier's distribution network and will arrive separately. In most cases the missing material will be found and delivered the next day.
2. Contact the delivering carrier immediately to notify them of the damaged shipment. Most carriers have websites with contact and freight claim filing information. The carrier must be notified of a concealed damage claim within 15 days of delivery in order to be held liable for the damage.
3. Take a picture of the damaged product with packaging.
4. Carriers will want to see the product with packaging in tact, do not unpackage before the carrier inspects the shipment. In the event a carrier is notified and does not inspect the concealed damage, the consignee must make an inspection and record all information to the best of their ability. This inspection will be considered as the carrier's inspection.
5. Contact Crane Composites to place an order for any additional product necessary. A new purchase order will be required. Credit will not be issued for any product damaged in transit or any carrier shortages, when shipment terms are FOB shipping point.





Carrier	Phone	Website
A. Duie Pyle	1.800.523.5020	www.aduiepyle.com
BAX Global	1.800.CALL.BAX (1.602.458.6200)	www.baxglobal.com
Central Freight	1.800.782.5036	www.centralfreight.com
Dayton Freight	1.800.860.5102	www.daytonfreight.com
DHL	1.800.CALL.DHS (1.800.225.5345)	www.dhl-usa.com
Estes Express Lines	1.804.353.1900	www.estes-express.com
FedEx	1.800.GOFEDEX (1.800.463.3339)	www.fedex.com
Milan Express	1.800.231.7303	www.milanexpress.com
Pitt Ohio Express	1.800.336.7488	www.pittohio.com
TNT	1.800.558.5555	www.tnt.com
UPS	1.800.PICK.UPS (1.800.742.5877)	www.ups.com
Ward Trucking	1.800.458.3625 ext. 71272	www.wardtrucking.com
Yellow Freight	1.800.610.6500	www.myyellow.com