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THESIS

THE GUARANTEED TRAFFIC PROGRAM FOR LESS-
THAN-TRUCKLOAD SHIPMENTS AT NAVAL
SUPPLY CENTER, OAKLAND

by

Bernard E. O'Neil

December 1986

Thesis Co-Advisors:

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The Guaranteed Traffic Program For Less-Than-Truckload
Shipments at Naval Supply Center, Oakland

by

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Submitted in partial fulfillment of the
requirements for the degree of

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December 1986

ABSTRACT

This thesis examines the less-than-truckload Guaranteed Traffic Program (GTP) for continental U. S. (CONUS) shipments as it is currently being used at NSC Oakland and NSC Norfolk. A description of the major CONUS Navy Material Transportation Office (NAVMTO) transportation programs is presented. A detailed description is given of the Guaranteed Traffic Program, including award procedures and the agreement (tender). Reduction in manning in conjunction with implementation of the GTP, as well as other benefits of guaranteed traffic are studied. Transportation costs and transit times are analyzed to determine the effect that guaranteed traffic has had on these factors.

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I. INTRODUCTION

Deregulation in the transportation industry following the Airline Deregulation Act of 1978, the Motor Carrier Act of 1980, and the Staggers Rail Act of 1980 lifted many of the rules and restrictions that governed the industry's carriers and shippers. This new-found freedom has since paved the way for innovative approaches to meeting transportation needs within the Department of the Navy (DON). One of the most effective methods of using the flexibility now available from commercial carriers is through the Guaranteed Traffic Program (GTP). The concept of guaranteed traffic applies to motor, rail, and air transportation.

The Navy has published the Guaranteed Traffic "How To" Package [Ref. 1:p. 1]. The package describes Guaranteed Traffic as a competitive, bid-based system that:

. . . grants a responsible carrier the right to provide responsive service for all repetitive traffic within a shipping channel for the term of solicitation, usually six months to one year. A shipping channel is a route of service from a specified origin to one or more specified destinations. . . . The chosen carrier is not guaranteed certain tonnages.

The Navy uses the concept of guaranteed traffic for truckload (TL) and expedited less-than-truckload (LTL) shipments in several major systems: Quicktrans is the Navy's contract cargo airlift system, Consolidated Truck

(Contruck) was implemented in 1980 to support routine, less urgent truckload material between specific east and west coast areas, and Northeast Dedicated Truck Service (NDTS) was established in 1980 to provide dedicated motor transportation service from the Norfolk area to units with home ports northward from Maryland to Maine. These programs make up the Navy Operated Transportation System. These, and other Navy Material Transportation Office (NAVMTO) Programs, are administered and monitored by NAVMTO.

At the activity level the Navy Transportation Officer (TO) is responsible for less-than-truckload movement of freight-all-kinds (FAK) and crated household goods not moving under other programs such as Quicktrans and Contruck.

The advent of deregulation brought a flood of carriers filing tenders with the government. A tender is a written agreement to supply transportation services at a given cost.

These filings had greatly increased the administrative workload on the activity Transportation Officer. This is because he or she is responsible for determining which carrier is the low-cost carrier for that less-than-truckload traffic which he or she has authority to route (the characteristics of this traffic will be discussed in detail later in this thesis). The activity TO monitors tenders that are filed by carriers and have been approved by MTMC to assist in determining which carrier is low-cost. The advent of deregulation in the transportation industry increased the

number of carriers filing tenders with the government. This in turn increased the administrative workload of maintaining the tender files for the activity TO [Ref. 5].

Charles Myers, in his study of guaranteed traffic in the Defense Logistics Agency (DLA), reported on the avalanche of new and revised tenders that affected the DLA Installation Transportation Officer (ITO) following deregulation [Ref. 2:p. 14]. Also, Myers reported that the level of carrier service diminished due to the sudden eligibility of new or small carriers that had gained access to government contracts as a result of relaxed regulations. In many cases the carriers did not have sufficient equipment to provide acceptable performance.

Myers found that the guaranteed traffic program stabilized depot transportation rates, limited the overall increase in transportation costs, and increased carrier responsiveness for the bulk of depot shipments. Myers recommended expansion of the GTP within DLA in order to take advantage of these benefits for the DLA ITO. The Navy TO's, facing many of the same transportation challenges as their DLA counterparts, have experienced similar success and subsequent expansion of guaranteed traffic.

In November 1984, in an effort to bring the benefits of guaranteed traffic to the activity level, Naval Supply Center (NSC) Norfolk initiated the Guaranteed Traffic Program for less-than-truckload shipments of FAK and

household goods not moving under other programs. Since then Navy Supply Activity New Orleans has implemented a similar GTP, and in April 1986 the NSC Oakland GTP for less-than-truckload traffic commenced. The Navy is currently moving towards implementing the GTP in the other five NSC's.

This thesis examines the less-than-truckload Guaranteed Traffic Program for continental U. S. (CONUS) shipments as it is currently being used at NSC Oakland. A description of the major CONUS NAVMTO transportation programs is presented. A detailed description is given of the Guaranteed Traffic Program, including award procedures and the agreement (tender). Reduction in manning in conjunction with implementation of the GTP, as well as benefits of the guaranteed traffic program are studied. Transportation costs and transit times are analyzed to determine the effect that guaranteed traffic has had on these factors.

II. THE GUARANTEED TRAFFIC PROGRAM

A. BACKGROUND

Prior to passage of the transportation legislation that deregulated or partially deregulated the industry, transportation services were bought and sold in a controlled environment. This environment was characterized by uniform rates for like services as well as strict Federal controls over entry to and exit from the market. This resulted in a stable environment for traffic planners.

Francis Quinn, in his article "A Time To Negotiate," maintains that the cost to shippers for this situation manifested itself in lost productivity [Ref. 3]. Quinn maintains that this lost productivity resulted from the fact that the stable planning environment rested on government bureaucracy and not market forces. Quinn says that the tight government controls hamstrung managers on both sides of the negotiation table. The regulated transportation industry tended to inhibit new service offerings. Quinn goes on to point out that the tailoring of transportation services to meet customer needs has been enhanced under deregulation.

The Naval Supply Systems Command (NAVSUP) Memorandum of 15 May 1986 points out that in 1980, prior to surface deregulation, only a handful of major motor carrier firms offered coast-to-coast transportation [Ref. 4]. It took about one week for

truckload shipments to cross the US. Less-than-truckload shipments took almost two weeks. Following deregulation, the Navy took advantage of the increased competition by arranging for the Quicktrans contractor to combine less-than-truckload shipments into truckload. In turn the Navy offered this truckload traffic up through the competitive solicitation process.

Heavy competition among carriers for this truckload cross-country traffic helped bring costs down for the Navy. Transit times were reduced as well. Costs for truckload traffic fell from ten or more dollars per one hundred pounds to about six dollars per one hundred pounds. Coast-to-coast transit times fell to ninety-two hours. NAVSUP attributes these improvements to the intense carrier competition for this traffic spurred in part by the continuing availability of this truckload traffic. The continuing availability of specified traffic is one of the primary features of guaranteed traffic.

NAVSUP arranged for competitively solicited guaranteed traffic awards (GTA) that involved picking the carrier with the lowest rates who offered the required service. Guaranteed Traffic awards were originally made for dedicated trucks associated with Quicktrans movements [Ref. 4]. NAVMTO has since implemented the guaranteed traffic concept with such programs as Contruck, Northeast Dedicated Truck System, and California Less-than-Truckload. These programs will be discussed in the next section.

The success of guaranteed traffic with NAVMTO transportation programs has encouraged the implementation of GTP's at the activity level. Where NAVMTO administers the Quicktrans contract cargo airlift system, the activity TO generally arranges for routing of less urgent less-than-truckload shipments. In November of 1984, NSC Norfolk implemented a GTP for less-than-truckload movement of FAK and crated household goods not moving under other programs. This allowed the activity TO to reap the benefits of guaranteed traffic for the shipments he or she normally routed.

NSC Norfolk has experienced decreasing costs and transit times, as well as an improved loss/damage posture with their GTP for less-than-truckload traffic. Along with Norfolk, the Navy currently has less-than-truckload GTP's at NSC Oakland, at Navy activities within California, and at NSA New Orleans. Military Traffic Management Command (MTMC) is in the process of soliciting the industry for less-than-truckload Guaranteed Traffic Awards (GTA) covering the other five CONUS NSC's [Ref. 5].

B. NAVY MATERIAL TRANSPORTATION OFFICE TRANSPORTATION PROGRAMS

This section will review the major NAVMTO CONUS transportation programs available to shippers [Ref. 6]. This section will also examine the GTP for less-than-truckload traffic that is designed to assist the TO with shipments not moving under other programs.

1. Navy Operated Transportation System

The Navy Operated Transportation System is composed of Quicktrans, Contruck, and NDTs. The purpose of this system is to integrate shipments of freight within CONUS. The system uses commercially contracted aircraft and trucks.

a. Quicktrans

The Navy's Quicktrans is a contracted, integrated distribution system which involves aircraft, trucks, and terminals. The system is designed to support the Navy's air-eligible shipments of high priority materials within CONUS. The average coast-to-coast transit time is two days. Materials that are generally shipped via Quicktrans include Navy and Marine unaccompanied baggage, certain classified and sensitive materials, general freight, Navy crated household goods, and specified classes of explosives and cargo requiring special handling. NAVMTO must give prior clearance for 10,000 pound shipments. One of the noteworthy benefits of Quicktrans is the ability to trace the shipments and receive proof of delivery.

The activity TO must determine if the shipment falls into the proper category for Quicktrans: air eligible shipments that include mission essential and urgent cargo, including class A and B explosives. Shipments eligible for surface transportation include general cargo, less urgent less-than-truckload freight and air eligible shipments to overseas destinations diverted to surface for the CONUS transportation

portion, and crated personal property less than 10,000 pounds [Ref. 6:p. 3].

Navy shippers who are considered to be "on-line" activities will ship via Quicktrans unless exempted by NAVMTO. If the activity is considered "off-line", then Quicktrans will be used when advantageous to the Navy. An activity is considered to be on-line if it is a designated Quicktrans, Contruck, or NDTs terminal. Off-line activities consist of activities with less-than-truckload traffic at points that are not serviced by Navy Operated Transportation System Agreements [Ref. 15].

b. Consolidated Truck (Contruck)

Contruck was designed to consolidate the Navy's less urgent less-than-truckload shipments into truckload shipments between specified east and west coast Quicktrans sites. Recently there was an expansion of service between Norfolk and the Southeast. The Contruck carrier performs important transportation services including freight acceptance, consolidation, as well as loading and unloading of trucks.

The average coast-to-coast transit time is four days. Materials that are generally eligible for shipping via Contruck include less-than-truckload van type less than 9,999 pounds, Navy and Marine unaccompanied baggage, signature and tally record shipments (discussed in Chapter III), general freight, and Navy crated household goods.

As with Quicktrans shipments, NAVMTO must give prior clearance for 10,000 pound shipments. Additionally, under Contruck, constant surveillance service (CSS) materials are not eligible for shipment. There are also restrictions pertaining to the transportation of metals, explosives, and material requiring special handling.

c. Northeast Dedicated Truck System (NDTS)

NDTS is a transportation program that offers contracted transportation services covering the New England area, Pennsylvania, New Jersey, as well as Virginia. NDTS provides scheduled service, to include movement of repairables between the Norfolk area and fleet units homeported or undergoing repair, as well as other repair points in the Northeast.

NDTS is flexible enough to add cargo from shore activities in the Northeast in order to attain truckload shipments. Similar arrangements can be made with the Contruck System. This means that cargo can be added from the Contruck system to attain truckload shipments under NDTS, provided that ship's material takes priority over shore installation material. This is because ship's material has top priority under NDTS.

The average transit and hold time is 3.5 days. NDTS handles all priorities of freight with an average transit time of between two and four days faster than regular less-than-truckload service in the Northeast. Material eligibility

requirements for shipment by NDTs are similar to those for Contruck.

d. Local Drayage Programs

Local drayage programs are concerned with local, repetitive traffic on Government Bills of Lading (GBL). MTMC authorizes shippers to establish a service agreement with a commercial carrier to deal with these less-than-truckload intra or local intercity moves.

The thrust of the program is reduced transportation and administrative costs. In fact the program offers many of the advantages that NSC Oakland's CONUS GTP for less-than-truckload traffic offers. Reduced administrative costs result from the single point of contact that the one contracted carrier will provide, as well as simplified documentation. Further, the contract will more clearly stipulate carrier performance requirements, which will assist the shipper in monitoring performance. Stabilized transportation costs over the contracted period are another benefit.

Solicitation and implementation of the local drayage service agreement begins with a feasibility study that is guided by NAVMTO Notice 4615 [Ref. 7]. The procedures will be discussed in detail later in this chapter. They involve considering a check list of transportation services that should be a part of the negotiated agreement, as well as requesting a Freight Information System (FINS) report. FINS provides MTMC and DoD shippers with a historical record of paid GBLs. The

extensive breakdown of the FINS report includes carrier, customer, geographic area, mode, dollar value, and tonnage.

e. California Less-Than-Truckload (LTL) Program

As the name of this program implies, the California LTL provides for consolidation and shipment of less-than-truckload movements within the state of California. Shipments are classified as less-than-truckload if they are under 10,000 pounds. As with NSC Oakland's CONUS GTP for less-than-truckload traffic, the criterion for choice of carrier is cost. The least expensive carrier that can perform the stipulated service is chosen first, with the other carriers shown as alternates. This enables the shipper to choose the next lowest cost carrier in the event that the primary carrier fails to perform.

California LTL is used for FAK traffic. Among the items California LTL cannot carry are certain explosives, temperature controlled items, items requiring special permits, shipments in excess of 10,000 pounds, materials over 25 feet in length, liquids or bulk materials not in containers, and classified materials.

Some of the advantages to this program reflect the benefits of any GTP; much of the administrative burden is lifted resulting in reduced scheduling and handling for both consignors and consignees, as well as reduction in billing and GBL preparation.

f. Less-Than-Truckload Guaranteed Traffic Program at the Naval Activity

Activity Transportation Officers have the authority to route less-than-truckload shipments (up to 10,000 pounds) by truck or rail. Often this is lower priority "catch-all" traffic that is not committed to the transportation programs previously discussed [Ref. 5]. The TO's use of less-than-truckload guaranteed traffic for shipments he or she has authority to route is a tool the Navy uses to ensure selection of the low cost carrier. This will be discussed in greater detail in Chapter III.

As with the benefits previously mentioned concerning California LTL, the TO has the flexibility of offering available tonnage to the next lowest cost carrier (the alternate) in the event that the primary (or lowest overall cost) carrier is incapable of meeting the requirements of the agreement. The GTP does not guarantee the selected carrier certain tonnage levels. Rather, it guarantees the selected carrier will be awarded whatever shipments occur in the specific category which the carrier bid on and won. Chapter III will address the shipment categories in greater detail.

Guaranteed traffic allows the TO to make known the unique transportation needs facing the installation. He or she is able to have those needs met under the terms of the agreement. Myers' research highlighted this aspect of the program. Along with the benefit of reduced transportation costs, Myers' study points to the improvements in service to DLA

depots achieved by the ITO's ability to stipulate their unique transportation requirements.

Myers found that just after deregulation and before implementation of guaranteed traffic at DLA depots, 80% of the selected carriers could not perform due to insufficient equipment. Shipment on-time performance dropped to 63%. In 1985, following implementation of guaranteed traffic at many DLA depots, on-time performance surpassed 90%. The ability of the ITO's to write into the GTP their unique equipment needs paid dividends. Chapter III will examine some of the unique transportation service needs addressed by NSC Oakland's Guaranteed Traffic Program for less-than-truckload traffic.

C. GUARANTEED TRAFFIC PROGRAM PARTICIPANTS

The major participants in the Navy GTP are: the Policy and Systems Development Department of NAVMTO (code 04); the Activity Transportation Officers; the Contracting Officer of the Negotiations Division of Headquarters, MTMC (MT-INN); and the carrier. Each participant contributes in their unique way to the success of guaranteed traffic.

NAVMTO assists the TO's in the development, implementation, and resolicitation of the agreement. This process involves helping the TO's conduct feasibility studies to determine if a need exists for guaranteed traffic at the activity. NAVMTO will review the guaranteed traffic proposal for accuracy and completeness prior to submission to Headquarters MTMC. The review function involves a check of several key areas, including

requirements identification, unnecessary restrictions placed on carriers, and availability of offered tonnages.

The activity TO is responsible for transportation operations at the activity level. The TO will review options for traffic services offered by MTMC. These include movement under standard MTMC routings, such as searching of existing tender files to determine the lowest cost carrier and utilizing or establishing a Standing Route Order (SRO). The SRO is a MTMC document that lists carriers with lowest and second lowest rates between specific points. The TO determines if his or her activity should continue to move under these MTMC routings, or if the activity can benefit from guaranteed traffic.

Whichever option the TO chooses, he or she is responsible for determining which system will most enhance performance and decrease costs at the activity. This process begins with the TO's initiation of the feasibility study. Then the solicitation document is developed and submitted. This is followed by direct meetings with the selected carrier.

The responsibility to administer the agreement rests with the activity TO. He or she monitors carrier performance, ensures correct rates are charged to Bills of Lading, and informs MTMC in writing if carrier performance does not conform to the terms of the agreement.

MTMC (MT-INN) is responsible for establishing overall DoD policy and procedures for the guaranteed traffic competitive bid process [Ref. 2:p. 19]. MT-INN negotiates with the carrier

industry for transportation and services. This responsibility includes solicitation, evaluation, and award of agreements [Ref. 7].

Two more important functions of MT-INN are disqualification of nonperforming carriers and extending a carrier that performs well. The option for this additional extension period of normally one year is usually written into the original agreement.

Increased carrier participation is important to the level of competition, which in turn is expected to decrease costs. Increased carrier participation is encouraged by the key NAVMTO role discussed earlier of screening any potentially restrictive requirements. The less restrictive the solicitation, the more interest will be encouraged in the transportation industry [Ref. 5].

D. GUARANTEED TRAFFIC PROGRAM GUIDELINES AND PROCEDURES

1. MTMC Guidelines

The activity transportation officer determines the need for guaranteed traffic. Some of the TO's considerations are lower rates and administrative costs, service improvements, transit time reductions, improvement of depot operations, and the ability to tailor the program to unique installation transportation needs.

It would be helpful at this point to review the MTMC guidelines which are designed to assist the TO in determining if his or her activity might benefit from guaranteed traffic. An

activity that meets any of these guidelines might be a candidate for guaranteed traffic [Ref. 9:p. 5]:

- a. Large volume of traffic (over 1,000,000 pounds annually).
- b. Movement of freight from one origin to one destination.
- c. The requirement exists for special equipment or services due to the movement of a special commodity and/or shipments.
- d. Traffic is recurring or repetitive in nature.
- e. Shipper requires round-trip movements of freight.
- f. The nature of the traffic requires the carrier to adhere to a rigid pickup and delivery schedule.

2. Solicitation Development and Submission

The TO makes the decision whether to implement guaranteed traffic at his or her activity. Initially, the TO needs to develop a feasibility study for a proposed GTP. NAVMTO has provided NAVMTO NOTICE 4615 dated 8 August 1984, to assist TO's in conducting feasibility studies on less load shipments (shipments less than 10,000 pounds by motor or rail, domestic air less than 150 pounds) [Ref. 8].

The shipper will request a Freight Information System (FINS) report for their outbound tonnages from MTMC. This outbound tonnage information is developed from historical data based on GBL reports. The two reports requested are the General Purpose FINS report for motor shipments only, less than 10,000 pounds, and the Personal Property Traffic Patterns report.

These reports will provide the bidding carriers with an idea of potential tonnages.

The shipper will summarize the eligible data in the FINS report by state, to indicate major destinations. Based on the activity distribution patterns, the shipper will group state totals into regions. The shipper then determines the estimated percent of total weight by weight category, and the desired transit times.

NAVMTO provides assistance to the TO's in determining the rules and other provisions which govern the tender. Some of these considerations are type of equipment required to ship the freight, proof of delivery requirements, and transit time requirements. This is the TO's opportunity to include his or her unique transportation requirements in the agreement. The solicitation will be discussed in detail later in this report.

The activity TO will forward the package to NAVMTO (code 041.15) for review. NAVMTO reviews the package to ensure compliance with established procedures and makes certain that tonnages are not offered which are already allotted to any of the other guaranteed traffic systems, such as Contruck, NDTs, or California LTL. Any changes are coordinated with the activity TO. After any adjustments have been made, NAVMTO forwards the package to Headquarters MTMC (MT-INN) for the bid process.

3. Solicitation, Evaluation, and Award

It is the responsibility of MT-INN to solicit, evaluate, and award all long-term transportation agreements procured for

DoD under the competitive bid process [Ref. 2:p. 21]. MT-INN receives the draft solicitation package from NAVMTO (code 041.15).

Following a thorough check of the document, MT-INN prepares the solicitation and cover letter. The cover letter sets forth the conditions for the agreement, including discussion of materials to be shipped, carrier qualifications, breakdown by region, and equipment requirements. Times and dates for tender submissions and openings are stipulated. The carriers are told of the requirement to verify that sufficient equipment and terminal facilities are available to meet movement requirements.

MT-INN evaluates the tender submissions when the solicitation process is complete. The determination must be made that the carrier is both responsive and responsible. The carrier must be capable of providing the required services and performance.

The carrier that meets the solicitation requirements and provides lowest overall cost to the government will be offered freight under the terms of the agreement. MTMC will compare the low-cost carrier bid against the lowest current rate already available. Separate primary and alternate selections will be made for each region specified in the agreement. This facilitates the offering of available freight to the next lowest offeror, in the event the primary is disqualified.

After MTMC has determined that the carrier can provide the lowest overall cost to the government, MTMC will arrange for an inspection of the low cost carrier's facilities prior to award. A MTMC representative will make arrangements with the shipper and the carrier for inspection of the carrier's facilities. In the case of NSC Oakland, the NAVMTO representative at Oakland assisted with the inspection process. This inspection prior to award will determine if the carrier has adequate equipment to execute the award.

4. Administering the Agreement

The responsibility for administering the less-than-truckload traffic GTA rests with the activity TO. The TO's key role is to monitor carrier performance to determine that the carrier has performed in accordance with the terms of the agreement.

Poor carrier service may result in carrier disqualification and removal. The agreement will then be awarded to the next lowest cost carrier. If a carrier does not perform well, is removed, and the agreement is offered to an alternate carrier, then the activity TO has the opportunity to resolicit for a new agreement to take affect when the current agreement expires.

III. DOCUMENTATION, SPECIFIC PROCESSES, AND TRAFFIC DESCRIPTION

A. INTRODUCTION

In the previous chapter, key Navy contracted and guaranteed traffic programs were discussed, including guaranteed traffic agreements for less-than-truckload traffic at the activity level. In this chapter, we will examine the documentation and specific processes of the guaranteed traffic program for less-than-truckload traffic at Naval Supply Center, Oakland.

NSC Oakland began their guaranteed traffic program in April 1986. They joined NSC Norfolk and Navy activities in California (through Cal LTL) and Naval Supply Activity (NSA) New Orleans with similar programs.

The agreement at NSC Oakland is for scheduled geographical region service for a one year period. Scheduled geographical region service involves motor/rail service with destinations specified as a single state or group of states. The agreement is divided into seven regions, each containing one or more states. The agreement covers both interstate and intrastate shipments. The regions are as follows:

REGION A: CA

REGION B: FL, GA, NC, SC

REGION C: CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA,
VT, WV, DC

REGION D: OR, WA

REGION E: AZ, NM, OK, TX

REGION F: CO, ID, KS, MT, ND, NE, NV, SD, UT, WY

REGION G: AL, AR, IA, IL, IN, KY, LA, MI, MN, MO, MS,
OH, TN, WI

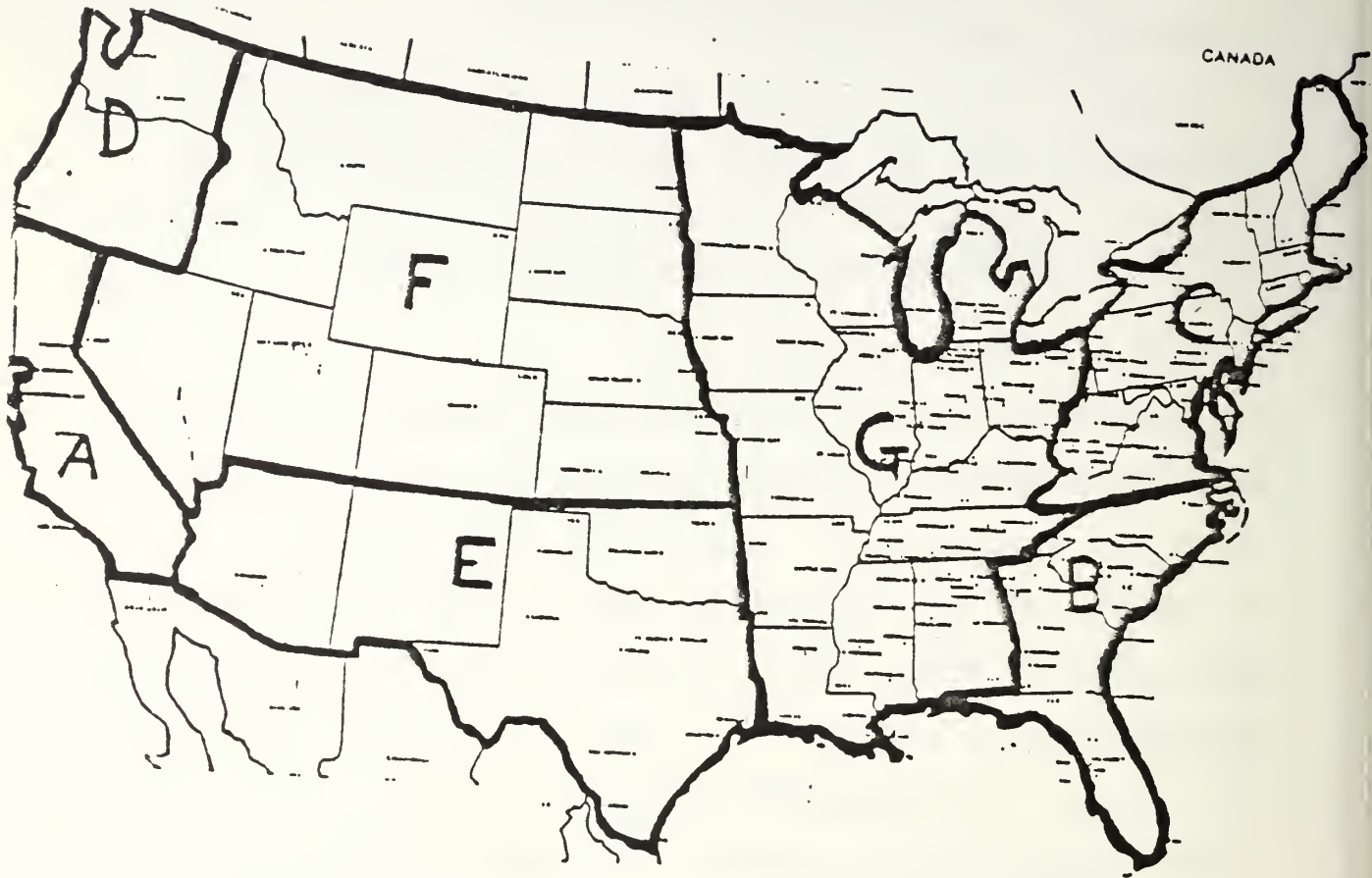
Figure 3.1 shows these regions on a map of CONUS.

B. THE AGREEMENT (TENDER)

Appendix A contains a copy of NSC Oakland's 6 December, 1985 solicitation. The solicitation is divided into three parts for the purpose of presentation in this report. Part 1 consists of the rules and other provisions which govern the tender. Part 2 contains the rates and charges for transportation services. Part 3 lists the major destinations and estimated tonnages.

1. Special Rules and Other Provisions Which Govern the Tender (Part 1)

Part 1 of Appendix A contains the rules and other provisions which govern the tender after the award has been made. This is the heart of the agreement. It is here that the activity TO has the opportunity to make known the activity's unique transportation service requirements. These rules and provisions will govern the operations of the activity and carrier throughout the duration of the agreement.



Source: Adapted from Oakland NSC Guaranteed Traffic Solicitation

Figure 3.1 NSC Oakland GTP for LTL Traffic Regions

NSC Oakland's rules and provisions portion of the agreement contains 32 items (Items 24 through 56). These items cover a broad spectrum of transportation services from equipment needs to days and times for service.

Many items are standard rules that are found in most of the existing rate tariffs in use by the common carrier industry [Ref. 2:p. 26]. MTMC has added other items to cover special circumstances. Some of the key rules will be discussed in the next several paragraphs.

a. Responsive Service--Item 24

The responsive service rule gives the government the right not to make an award to a low-cost carrier if the carrier fails to meet two key conditions. First, the carrier must have ". . . sufficient equipment and personnel in the Oakland area, prior to the effective date of the tender in order to respond to movement requirements within four hours from time of request for service." Second, the carrier is required to have an acceptable terminal and sufficient equipment within four hours driving time of NSC Oakland/Alameda.

This is a powerful rule that assists the activity TO in providing better service to his customers. The primary carrier may lose the award to the first alternate carrier if the primary refuses to provide equipment on a continuous basis.

b. Accessorial Service--Item 27

This provision protects the government from excessively high costs for accessorial services that are not named as requirements under the terms of the tender. The government has the right to award available traffic to the first alternate carrier if the charge for the negotiated accessorial services, combined with the alternate's base rate, is lower than the primary's charge for the service.

As a further protection to the government against unanticipated charges, Item 27 states that any carrier may be removed from the government's active mailing list if the carrier bills the government for any service or charges not shown in the tender. The government's mailing list, which will be discussed later, is one of the vehicles MTMC uses to notify the transportation industry of the government's transportation needs.

c. Required Transit Time (RTT) and On-Time Performance--Item 29

This provision requires the carrier to meet the transit times that are required for less-than-truckload traffic attendant to each destination. Transit times are for routine shipments only and are listed in Part 2 of the tender. Expedited services are exempted from this provision.

This provision provides for the inclusion of a key carrier performance measure. On-time performance is required at least 90% of the time in each quarter. This

will be measured by using the Transit Time Data Card (DD form 1087) which requests that the consignee provide the shipper with the date the traffic was offered for delivery and the transit time in days. The shipper then reviews the cards on a quarterly basis to determine the carrier's on-time performance record.

Figure 3.2 shows an example of the Transit Time Data Card. Note that the consignor fills in the traffic description information in blocks one through eight, and the consignee fills in the transit time information in blocks nine and ten. Then the consignee mails the card to the consignor. Failure to meet RTT is considered unsatisfactory service and can lead to carrier disqualification.

d. Satisfactory Service--Item 32

Satisfactory service requires the delivery of the shipment intact, or the offer of delivery intact, without loss or damage, and within the prescribed time frames. The performance criteria that the carrier is required to meet is 90% or greater for all shipments in each region.

e. Proof of Delivery--Item 35

One of the benefits to the Quicktrans contracted system discussed earlier is the transportation visibility that Quicktrans offers due to the carrier's requirement to provide proof of delivery. The Guaranteed Traffic Agreement incorporates this ability for the shipper to receive proof



POSTAGE AND FEES PAID
DEPARTMENT OF THE NAVY
DOD - 316

DEPARTMENT OF THE NAVY

OFFICIAL BUSINESS
PENALTY FOR PRIVATE USE \$300

S/N 0102-010-5900

TRANSIT TIME DATA								
ATTENTION, CONSIGNEE. Complete card by filling in items 9 and 10 and mail promptly to addressee shown on front hereof.								
1. CONSIGNOR AND ORIGIN								
2. GBL NUMBER OR OTHER RECORD			3. DATE SHIPPED					
4. COMMODITY (General)			5. WEIGHT					
6. COMPLETE ROUTING								
7. TYPE OF SHIPMENT (Check which)								
<input type="checkbox"/>	CARLOAD	<input type="checkbox"/>	TRUCK-LOAD	<input type="checkbox"/>	RAILWAY EXPRESS	<input type="checkbox"/>	PARCEL POST	
<input type="checkbox"/>	LESS CARLOAD	<input type="checkbox"/>	LESS TRUCK-LOAD	<input type="checkbox"/>	AIR EXPRESS	<input type="checkbox"/>	WATER	
<input type="checkbox"/>	FREIGHT FOR WARDER	<input type="checkbox"/>	VAN	<input type="checkbox"/>	AIR FREIGHT	<input type="checkbox"/>	MATS	
<input type="checkbox"/>	DRIVE AWAY	<input type="checkbox"/>	TOW AWAY	<input type="checkbox"/>				TRUCK AWAY
8. CONSIGNEE AND DESTINATION								
9. DATE OFFERED FOR DELIVERY AT DESTINATION			10. DAYS TRANSIT TIME					

DD FORM 1087
1 DEC 57

REPLACES DA FORM 95-24, 1 MAY 54, AND AF FORM 918 WHICH ARE OBSOLETE.

12ND NSC 4612/2 (9-74)

Source: Department of Defense Form 1087

Figure 3.2 Transit Time Data Card

of delivery within 10 calendar days from the date of delivery.

Proof of delivery is provided at no additional charge. Failure to provide proof of delivery can result in a record of unsatisfactory service leading to removal of the carrier.

f. Unsatisfactory Service--Item 38

This rule provides MTMC with the procedures for carrier removal from the program. Headquarters MTMC will provide written notification of the first service failure. The second service failure will result in removal of the carrier from the agreement.

This rule also assigns to the carrier the responsibility for any jointline service under the terms of the agreement. Furthermore, Item 45 (Direct or Interline Service) states that the ". . . originating carrier accepts the responsibility for monitoring transit time when interline, or jointline service is involved." This occurs when two or more carriers work together to haul the shipment to its destination. [Ref. 12:p. 506].

g. Tonnages--Item 44

This very important item establishes that the tonnages stated within the agreement do not constitute a guarantee of volume. Rather, they are estimates of expected movement requirements at the NSC. Here the government also establishes that it has the option of diverting shipments

to existing air and surface transportation systems, including Quicktrans, Contruck, and NDTs.

h. Signature and Tally Record (STR)--Item 49

This item requires the carrier to provide continuous responsibility for the custody of shipments in transit. The rule stipulates that a signature and tally record is required from each person responsible for the shipment at specified stages of transit.

Two important aspects of this item assist the activity TO with increased traffic visibility. The carrier is required to be able to trace a shipment in less than 24 hours. Also, the carrier or its agent will provide immediate telephonic notification if the shipment will not arrive within 24 hours of the agreed on arrival time.

2. Rates and/or Charges for Transportation Services (Part 2)

Part 2 of the tender provides historical shipment weights as well as rates and charges for those shipments. This Part is broken down by the seven regions of the NSC Oakland tender. The following paragraphs will discuss important information contained in this portion of the tender.

Item 10B of Part 2 provides a description of articles to be shipped. This description consists of, ". . . freight all kinds, including crated Household Goods/Personal Effects, and certain hazardous materials, but excluding classes A, B, and C ammunition and explosives,

shipment of classified materials, and weapons and ammunition which are designated sensitive by the US government." Traffic moving under the terms of the agreement will be discussed in more detail later in this chapter.

Item 11A of Part 2 provides the Standard Point Location Code (SPLC). The SPLC indicates the origin and destination of shipments. The SPLC is similar to the Postal Service's zip code in that it indicates the point name (or shipping destination), county, and state.

Item 23 provides the competing carriers with historical data on weight by category as well as the rates and charges for the movement of freight. Item 23 also provides required transit times (RTT) by region for shipments. The RTT is measured in days.

Within each region the data for each state is further divided into four categories. These categories consist of the estimated total weight per category, minimum weight for each category, minimum charge in dollars and cents, and rate in cents per one hundred pounds.

a. Estimated Total Weight Per Category

The estimated total weight per category is derived from historical records using the FINS data base discussed earlier. This process is initiated when the activity TO submits a volume movement request to MTMC. The estimated total weight can then be used by the bidding carriers in the preparation of their bid proposals.

b. Minimum Weight for Each Category

Minimum weight for each category are standard weight spreads for less-than-truckload shipments. The four minimum weight categories are 500, 1000, 2000, and 5000 pounds.

c. Minimum Charge in Dollars and Cents Per Shipment

The minimum charge in dollars and cents per shipment has replaced the 200 pound minimum charge found on initial guaranteed traffic agreements. Shipments weighing less than 200 pounds will be charged the rate for a 200 pound shipment.

d. Rate In Cents Per One-hundred Pounds

The rate in cents per one hundred pounds requires the input of the bidding carrier. If the carrier is able to meet all of the requirements stipulated in the agreement then the cost to the government represents the main criterion for carrier selection.

These rates are not negotiable after MTMC acceptance. The only way a carrier can obtain relief from excessively low rates is to withdraw from the tender [Ref. 2:p. 36]. The next low bidder would then take over the agreement.

3. List of Major Destinations and Estimated Tonnages--
Item 57 (Part 3)

Item 57 of the tender fulfills two main functions: it gives the bidding carrier additional information on the major destination points for both the FAK and crated

household goods, and it provides estimated tonnages from historical data within each state.

The carriers are cautioned that these tonnages are estimates, and shipments may be destined to other destination points in CONUS. If this happens, the carrier is still expected to provide responsive service in accordance with the terms of the agreement.

C. SOLICITATION, EVALUATION, AND AWARD

MTMC (MT-INN) is responsible for the solicitation, evaluation, and award of long-term, competitively-bid transportation agreements for DOD.

1. Bid Solicitation

MTMC, code MT-INN, drafts a cover letter to complete the solicitation package following a review of the draft solicitation package received from NAVMTO. The cover letter describes the competitive bid process including the date and time of bid opening, and planned inclusive dates of the agreement. The letter summarizes several important rules from Part 2 of the agreement (Rates and/or Charges for Transportation Services). This has the effect of highlighting the agreements' key rules and regulations.

Carriers are given specific instructions in the cover letter on the requirements of a responsive bid. For instance, carriers must submit rates for all weight categories to all states in the regions where the carrier is bidding. Failure to do so will eliminate the carrier from

consideration. The letter further informs the carrier that minimum charges will be stated as a flat charge in dollars and cents, while all other rates must be stated in cents per 100 pounds.

In the interest of opening the bid process to as many carriers as possible, MTMC makes use of a mailing list of carriers that have filed tender rates in the past [Ref. 7]. MTMC will also make the document available upon request.

2. Bid Evaluation

The carrier that will be offered freight under the terms of the agreement must be evaluated in two main areas. The carrier must be capable of meeting the solicitation requirements and provide lowest overall cost to the government. MTMC looks at cost, carrier history, and carrier terminal inspections when evaluating carrier bid proposals.

When evaluating cost it should be noted that the solicitation package for NSC Oakland's GTP for less-than-truckload traffic is divided into the seven regions that were discussed earlier. These regions are made up of the destination states that traffic will be shipped to under the terms of the agreement. Carriers submitting bid proposals have the option of bidding on any one or all seven regions.

The traffic is awarded to the low cost carrier(s) whose submission is considered responsive in all respects.

MTMC determines the low cost carrier by multiplying the estimated total weight per category by the rate that the carrier proposes for that category. By summing these rates MTMC determines the total cost per state. Then MTMC sums the state totals within each region to determine the low cost carrier for a given region. [Ref 7]

Rates submitted by the carrier should follow a normal regression. That is, rates should decrease as the minimum weight of the shipment increases.

At MTMC, MT-INFF keeps records of carriers that have had questionable histories in their dealings with the government. For instance, MT-INFF maintains records of carriers that have a history of withdrawal from government transportation agreements. [Ref. 7]

The MTMC bid evaluation process includes carrier terminal inspections. For less-than-truckload traffic the carrier must have distribution terminals physically located within the region(s) that the carrier is bidding on. Once it is established that the carrier has terminals within the region, then those terminals will be inspected prior to final award to determine that the carrier has the facilities, equipment, and personnel that can meet the requirements of the agreement.

3. Final Award

When the bids have been evaluated, MTMC makes the award to the low-cost carrier(s) that have the proper

facilities, equipment, and personnel to meet the requirements of the agreement. Facility inspections are conducted prior to final award by MTMC and Navy Activity representatives to determine if the carrier has the resources necessary to fulfill the provisions of the agreement.

A list is then formulated that contains the name of the primary carrier awarded, the first alternate carrier, and the second alternate. This list assists the activity TO in determining which carrier is the next lowest cost carrier in the event that the primary carrier is removed for failing to perform in accordance with the provisions of the tender.

D. DESCRIPTION OF TRAFFIC

Traffic moving under the NSC Oakland GTP for less-than-truckload traffic is described in the Uniform Tender of Rates and/or Service Charges for Transportation Services at Appendix A (Part 1). "Freight all Kinds, including crated household goods/personal effects, and certain hazardous materials, but excluding classes A, B, and C ammunition and explosives, shipment of classified materials, and weapons and ammunition which are designated sensitive by the US government."

Part 2 of the Guaranteed Traffic Award provides the carrier with an estimate of total weight per category by state. Part 3 of the Guaranteed Traffic Award lists the major destinations and estimated tonnages within each state.

Carriers are cautioned that shipments may be destined to points in CONUS other than those specified in the agreement.

For an example of how the carrier can use the solicitation package to estimate traffic to a given state, please look at Figure 3.3. The figure is taken from Part 2 of the NSC Oakland GTA for less-than-truckload traffic and it represents the estimated total weight per category to the state of Arizona. Arizona is one of the four states included in Region E of the agreement (the other states included in Region E are New Mexico, Oklahoma, and Texas). Figure 3.4 is taken from Part 3 of the NSC Oakland GTP for less-than-truckload traffic and represents the list of major destinations and estimated tonnages to those destinations. Essentially this information is based on past traffic patterns from NSC Oakland to major CONUS destinations.

In this example, the carrier would note the estimated weight per category in the state of Arizona (Figure 3.3). The carrier would then observe the major destinations and estimated tonnages for the state of Arizona found in Figure 3.4. The estimated tonnages and destinations are not guarantees of future shipments, but rather they serve to aid the carrier with bid preparation.

The monthly flow of traffic under NSC Oakland's GTA was about one million pounds during the first three months of the program. About 95% of this traffic was FAK. The other 5% of the traffic is crated household goods [Ref. 13].

ITEM 23a. (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: ARIZONA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	182127		XXXXXXXXXXXX XXXXXXXXXXXX
500	49341	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	35584	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	24953	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	7777	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

SOURCE: OAKLAND NSC GUARANTEED TRAFFIC SOLICITATION

Figure 3.3 Oakland NSC Guaranteed Traffic Solicitation Item #23.a

List of Major Destinations and Estimated Tonnages

Carriers are cautioned that shipments may be destined to points in CONUS other than those named below and to which the carrier will be expected to provide responsive service, in accordance with the terms of this solicitation.

FREIGHT ALL KINDS

<u>Alabama</u>		<u>Arizona</u>	
Anniston	2052	Davis Monthan AFB	32840
Bynum	11498	Fort Huachuca	11366
Fort Rucker	1146	Luxe AFB	40340
		Williams AFB	13952
		Yuma	86218
<u>Arkansas</u>		<u>Colorado</u>	
Little Rock	1632	Fort Carson	45930
		Colorado Springs	8224
		Peterson Field	12018
<u>Florida</u>		<u>Georgia</u>	
Eglin AFB	10774	Fort Benning	11636
Key West	12696	Fort Stewart	17496
Orlando	7154	Robins AFB	42916
<u>Idaho</u>		<u>Illinois</u>	
Mountain Home AFB	33940	Chicago	19024
Boise (Gowan Field)	6926	Glenview	30570
		Great Lakes	4254
<u>Indiana</u>			
Crane	59342		
Grissom AFB	1380		
<u>Kansas</u>		<u>Kentucky</u>	
Fort Riley	1388	Fort Campbell	3408
McConnell AFB	1804	Fort Knox	6206
		Louisville	12096
<u>Louisiana</u>		<u>Maine</u>	
New Orleans	62676	Kittery	27782

Source: Oakland NSC Guaranteed Traffic Solicitation

Figure 3.4 Oakland NSC Guaranteed Traffic Solicitation Item #57

Under the provisions of the agreement traffic in the form of FAK or crated household goods can originate from NSC main site, Oakland, the Alameda facility, and the Mirror Island facility. But the vast majority of traffic that moves under the program originates at NSC main site, Oakland. For instance, a review of the first three months of the GTP (April, May, and June, 1986) revealed that approximately 88% of the traffic moving under the program originated at main site, Oakland [Ref. 13].

IV. ANALYSIS OF RATES, TRANSIT TIMES, AND BENEFITS OF THE GUARANTEED TRAFFIC PROGRAM

A. INTRODUCTION

This chapter will examine the effect that guaranteed traffic has had on rates and transit times.

One of the main benefits of guaranteed traffic is that competition among carriers is encouraged by the program. Therefore we can expect that this competition could result in lower transportation rates for Navy activities using the program.

Analysis of transit times should provide an approximation of the level of carrier responsiveness under the program. Chapter III discussed the shift in traffic from NSC Norfolk to DLA depots. We can expect that this shift would affect trends in transit times over the timeframe that the shift in tonnage took place. Section D of this chapter will address this in more detail.

This analysis covers a two-year and ten-month period beginning 1 July 1983 and ending 30 April 1986. Rates for NSCs Oakland and Norfolk will be reviewed to determine the trends in rates during that timeframe. Transit times from NSC Norfolk will be analyzed using the statistical technique of analysis of variance. The analysis of transit times will assist in determining any trend in transit times during the study period.

B. DATA PREPARATION

The General Purpose Freight Information System (FINS) Report for motor shipments only, less than 10,000 pounds, was used to conduct the analysis. The FINS file contains information on the Navy-originated government bill of lading (GBL) paid by the Army Finance Center. This information includes origin city and state, destination city and state, commodity, method of transportation, shipment weight, charges, and receipt and delivery date. Several steps were taken to prepare the data for use.

First, individual tapes were created containing only shipments made by motor carrier of less than 10,000 pounds, for NSCs Oakland and Norfolk. Next, the ship and receipt dates were converted to Georgian dates, the transit times were calculated, and the transit times were appended to each record. A special program was written in SPSSX (Statistical Package for the Social Sciences) to accomplish this.

A COBOL program was written to multiply each rate by a deflation factor, perform a number of checks on the data, and compile both individual state and overall summary statistics for Oakland and Norfolk [Ref. 20]. Figures 4.1 and 4.2 represent the overall summary statistics from the NSC Oakland and NSC Norfolk reports. Note that average rate and number of shipments were calculated by time period (discussed later) for each weight category. Summary

SUMMARY STATISTICS

WEIGHT CATEGORY	#SHPTS	PERIOD/AVG RATE	#SHPTS	PERIOD/AVG RATE	#SHPTS	PERIOD/AVG RATE	#SHPTS	PERIOD/AVG RATE	#SHPTS	PERIOD/AVG RATE		
0 - 199	1,058	60.02	1,951	72.06	2,469	82.25	3,070	116.01	3,340	173.07	2,270	119.40
200 - 499	944	25.37	1,118	25.97	1,210	27.03	1,328	37.90	1,533	46.16	993	42.66
500 - 999	614	19.23	699	23.41	740	23.41	901	29.32	950	30.48	620	31.50
1,000 - 1,999	494	16.68	548	17.58	623	15.96	733	19.91	748	20.50	578	23.66
2,000 - 4,999	541	13.95	575	11.94	637	12.01	755	13.34	824	13.58	513	15.34
5,000 - 9,999	453	6.58	559	6.56	562	7.58	645	7.43	623	7.53	370	6.94
10,000 - 14,999												
15,000 - 19,999												
20,000 - 24,999												
LTL TOTALS	4,904	12.58	5,450	12.26	6,261	13.53	7,432	15.82	8,018	18.30	5,344	18.30
25,000 - 29,999												
30,000 - 34,999												
35,000 - 39,999												
40,000 - 100,000												
GRAND TOTALS	4,904	12.58	5,450	12.26	6,261	13.53	7,432	15.82	8,018	18.30	5,344	18.30
LESS THAN TRUCKLOAD	6.59		5.85		6.18		5.63		5.92		5.82	
TRUCKLOAD												

Figure 4.1 COBOL Summary Output: NSC Oakland

statistics were computed for less-than-truckload totals. Transit times are shown on the lower half of the page.

Average rates were computed by summing the rates for each individual shipment within a weight category and dividing the total by the number of shipments in the category. This methodology was extended to computation of less-than-truckload totals.

Average transit times were computed by summing the transit times for less-than-truckload categories and dividing by the total shipments in the category. Transit times in excess of 30 days were excluded from the computation since anything in excess of 30 days was assumed to be either lost or free astray freight.

Then the rates were indexed to remove the effect of inflation from the study. Indexing assists in clarifying the effects of guaranteed traffic on the average activity rates. This was accomplished by using deflator indexes covering government transportation purchases from a table entitled "Fixed-Weighted Price Indexes for National Defense Purchases of Goods and Services, 1982 Weights" [Ref. 16:p. 80]. The table is updated by the US Department of Commerce, Bureau of Economic Analysis, on a monthly basis. The indices were converted to show the second quarter of fiscal year 1986 (April, May, and June 1986) as the base period (100 percent). The converted indices are shown in Table

4.1. The conversion was made by dividing each quarterly index by the index for the base period.

To facilitate the observation of any change in rates and transit times, the two-year and ten-month time frame was broken down into five six-month periods and one four-month period. The rate and transit time calculations were based on each period.

The last period is a four-month period. This was motivated by an effort to acquire the very latest data for inclusion in this report. April 1986 represents the latest data available and is the first month of the second quarter of 1986. April 1986 is a particularly important month because it was the first full month of guaranteed traffic at NSC Oakland. The assumption was made that the data for April would approximate the average rates and transit times for the second quarter of 1986. This assumption enables us to see limited effects of guaranteed traffic in the initial stages at NSC Oakland. The same assumption was made concerning the data for NSC Norfolk. That is, the average rates and transit times at NSC Norfolk during April 1986 are assumed to represent the second quarter averages for 1986. Table 4.1 represents a breakdown of the data by month and year with the appropriate deflator index.

TABLE 4.1

PERIOD BREAKDOWN WITH INDEX FACTORS

Period	Year	Month	Index	Period	Year	Month	Index
1	83	Jul		4	85	Jan	
		Aug	.9809			Feb	1.0294
		Sep				Mar	
		Oct			85	Apr	
	83	Nov	1.0198			May	1.0114
		Dec				Jun	
2	84	Jan		5	85	Jul	
		Feb	1.0010			Aug	1.0082
		Mar				Sep	
	84	Apr			85	Oct	
		May	.9949			Nov	1.0198
		Jun				Dec	
3	84	Jul		6	86	Jan	
		Aug	.9858			Feb	.9969
		Sep				Mar	
	84	Oct			86	Apr	
		Nov	1.0300			May	1.000
		Dec				Jun	

C. RATE ANALYSIS

1. Data Presentation

First, the assumption was made that the CONUS-wide summary statistics for NSC's Oakland and Norfolk would be

sufficient to show the overall trend in average motor carrier rates for less-than-truckload traffic. This is supported by the fact that a very large sample (over 90% of less-than-truckload shipments) was used in the analysis.

The periods and the summary statistics for average rates (indexed) for NSC's Oakland and Norfolk are reproduced below. The average rates are represented in dollars per hundred weight (cwt).

NSC Oakland

Period	1	2	3	4	5	6
Average rate	12.58	12.26	13.53	15.82	18.30	18.30

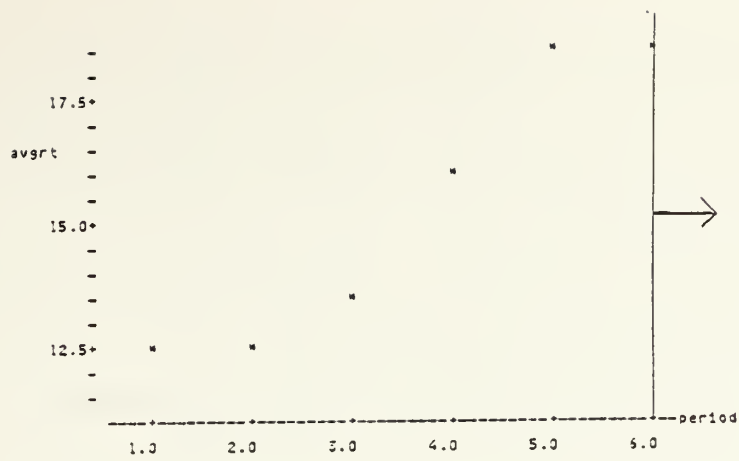
NSC Norfolk

Period	1	2	3	4	5	6
Average rate	12.63	13.47	13.75	9.30	14.64	15.81

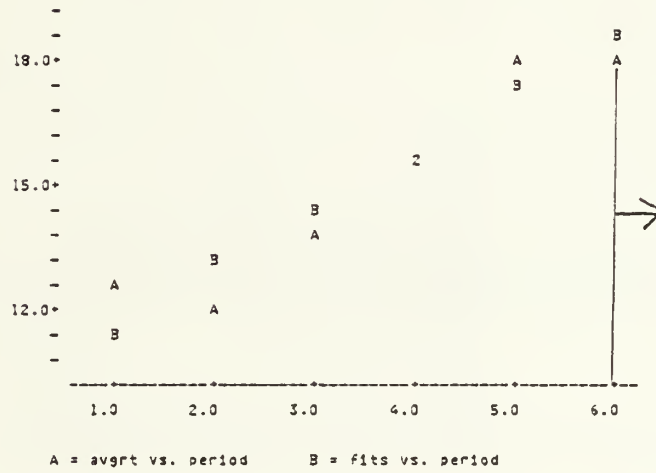
2. Rate vs Period Plots

A plot was run on these data using the Minitab computer-based statistical package. Time period is the independent variable (x-axis) and rate is the dependent variable (y-axis). The plots are shown at Figures 4.3 and 4.4. Another plot was run on the NSC Norfolk data omitting the average rate from period 4 (discussed later). This is shown at Figure 4.4(b).

The scales of rates differ between the two activities. The heavy black vertical lines represent the periods that guaranteed traffic was begun at the two activities. Note that NSC Norfolk initiated guaranteed

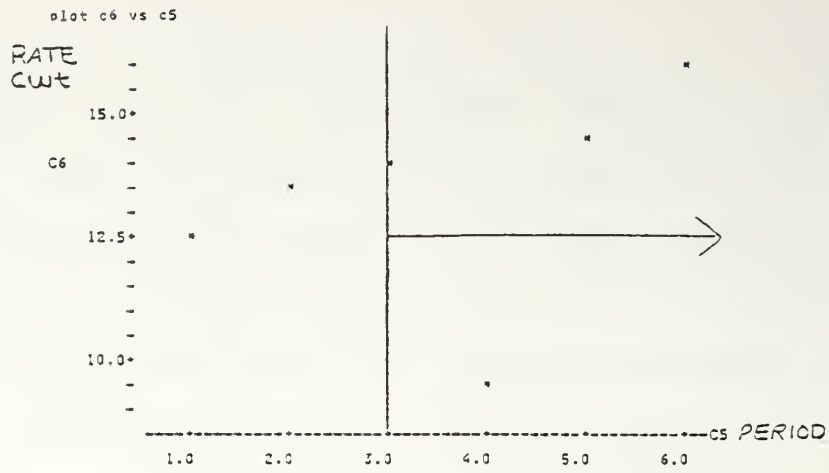


(A) Rate vs. Period

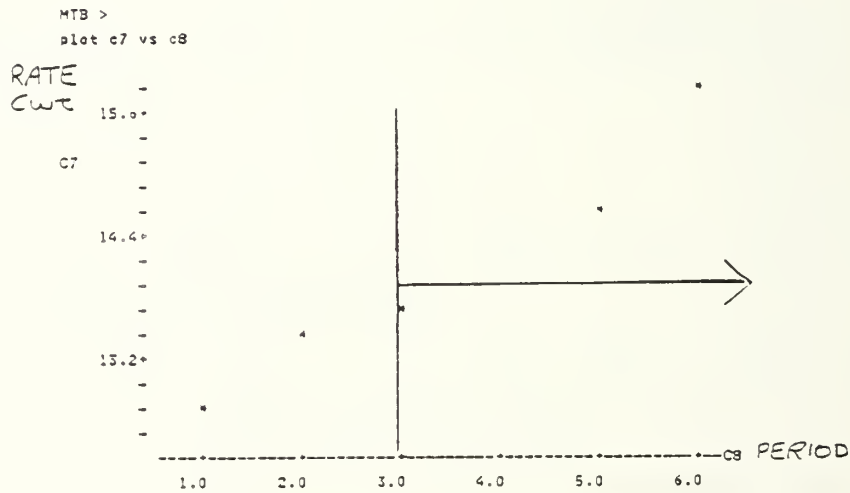


(B) Rate vs. Period = A
Fit vs. Period = B

Figure 4.3 LTL Rate Plot (Oakland)

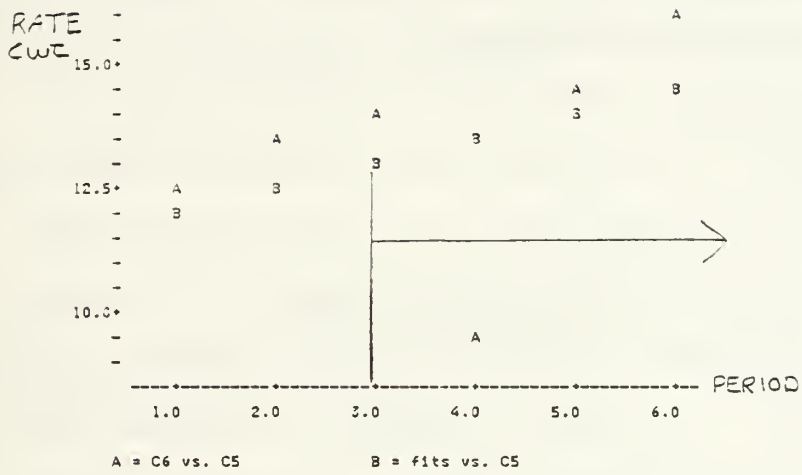


(A) Rate vs. Period



(B) Rate vs. Period (Omit Period 4 Rate)

Figure 4.4 LTL Rate Plot (Norfolk)



(C) Rate vs. Period = A
 Fits vs. Period = B

Figure 4.4 (CONTINUED)

traffic in November, 1984 (period #3). NSC Oakland initiated guaranteed traffic in April, 1986 (period #6).

3. Linear Regression

A review of the plots indicated that there may be a linear relationship between rate and period. A regression analysis of rate vs period was conducted using Minitab. Time period is the independent variable, and rate is the dependent variable.

The regression analysis generated several pieces of information, including a regression equation. The results are presented below:

NSC Oakland

$$\text{Rate} = 10.2 + 1.4 \times \text{Period}$$

$$t(.01, 5) = 3.365 \quad t \text{ actual} = 6.21$$

$$R(\text{squared}) = 90.6\%$$

NSC Norfolk

$$\text{Rate} = 11.8 + .427 \times \text{Period}$$

$$t(.01, 5) = 3.365 \quad t \text{ actual} = .77$$

$$R(\text{squared}) = 12.9\%$$

NSC Norfolk (Period 4 Rate Omitted)

$$\text{Rate} = 12.1 + .573 \times \text{Period}$$

$$t(.01, 5) = 3.365 \quad t \text{ actual} = 8.48$$

$$R(\text{squared}) = 96\%$$

One of the questions posed by this analysis concerned whether there is a significant trend in rates over time. To test this a one-sided hypothesis test was

performed. The null hypothesis states: The slope of the regression equation is equal to zero. Essentially the procedure used to test the hypothesis was to determine a test statistic and compare it to the value found from a standard table. In this case the t-distribution was used since this distribution can be used to determine if a slope is discernable [Ref 18:p. 462]. If the computed t-statistic is less than the standard table value then the hypothesis cannot be rejected and the analysis cannot determine if the regression equation has a slope significantly different from zero. If the computed t statistic is greater than the standard table value then the hypothesis is rejected.

The probability of a type one error is selected to be one percent. A type one error refers to the probability that the analysis rejects the null hypothesis when it is true. The degrees of freedom is five.

The R(squared) value shows the extent of the variation in rates from the mean rate that is explained by the regression equation. A very high R(squared) value indicates that the estimated linear equation may be an accurate predictor of rates. Conversely, a low R(squared) value indicates that time is not well related to rates.

a. NSC Oakland

Since the t statistic ($t_{\text{actual}} = 6.21$) is greater than the value from the standard t-distribution with 5 degrees of freedom (3.365), then the hypothesis that the

slope is zero is rejected. The R(squared) value (90.6%) is very high and indicates a strong correlation between rate and time as estimated by the regression equation.

b. NSC Norfolk

Since the t statistic ($t_{\text{actual}} = .77$) is less than the value from the standard t-distribution with 5 degrees of freedom (3.365), then the hypothesis that the slope is zero cannot be rejected. The R(squared) value (12.9%) is very low and indicates that there is very little correlation between rate and time as estimated by the regression equation. A review of the plotted data shows that period four represents an anomaly and should, perhaps, be deleted.

c. NSC Norfolk (Period 4 Rate Omitted)

Since the t statistic ($t_{\text{actual}} = 8.48$) is greater than the value from the standard t-distribution with 5 degrees of freedom (3.365), then the hypothesis that the slope is zero is rejected. The R(squared) value (96%) is very high and indicates a strong correlation between rate and time as estimated by the regression equation.

4. Discussion

Essentially the plots of average rate data across activities show a consistent rise in average rates from period one through period six. Exceptions are a fractional drop in rates during period two at NSC Oakland, and a rather large drop in rates during period four at NSC Norfolk (the

period following initiation of guaranteed traffic at NSC Norfolk).

During periods three and four guaranteed traffic took affect at NSC Norfolk. In contrast, NSC Oakland did not utilize guaranteed traffic for their less-than-truckload traffic during periods three and four. Guaranteed traffic was initiated at the end of period six at NSC Oakland. Figures 4.3(a) and 4.4(a) essentially show a steady increase in average rates until period four. At period four the average rates continue to rise at NSC Oakland while at NSC Norfolk the period four rates dropped significantly below the third period average rate. This drop in average rates at NSC Norfolk may reflect the effect of guaranteed traffic at that activity. It is not surprising that the period three average rate at NSC Norfolk did not drop significantly because guaranteed traffic was not initiated at Norfolk until the end of period three.

The hypothesis that the slope is zero could not be rejected at NSC Norfolk. Also the R(squared) value computed by the regression analysis is very low (12.9%). This reflects the effect of the very low period four rate on the regression equation. The rates for period five and period six seem to go back to about the level one might expect if there was a linear relationship among the rates. Because of this appearance, another regression analysis was run omitting the low rate for period four. The plot at Figure

4.4(b) shows the seemingly linear increase in rates. The regression analysis revealed a t statistic that strongly rejected the hypothesis that the slope is zero, as well as an R-squared value of 96% when the period four average rate was omitted. This indicates that guaranteed traffic seems to have had little discernable effect after the first period in which it was implemented.

Since it seems that rates dropped partly due to the initiation of guaranteed traffic at NSC Norfolk in period four, throwing out the low rate for period four may not give a correct indication of the relationship between time period and rate. The question remains as to why the rates in periods five and six have increased to such an extent. Perhaps the data element that is most suspect is the average rate for period six. As discussed earlier, the period six average rate is based on four months data as opposed to six months of data for the other periods. This was done in order to use April 1986 data which was the first full month of observations for guaranteed traffic at NSC Oakland.

At Figure 4.4(c) a plot was run on the Norfolk data (including the period four rate) to show the estimated line of the regression equation.

The hypothesis that the slope is equal to zero was strongly rejected at NSC Oakland. Also the regression analysis revealed an R-squared value of 90.6%. This is a high R-squared value but a review of Figure 4.3(b) seems to

show that the increase in prices at NSC Oakland was somewhat linear until period six. At period six the increase in average rates abruptly halts and gives the data elements an 'S' appearance (or more polynomial than linear in appearance). It is important to note that it was not until period six that guaranteed traffic was initiated at NSC Oakland. In fact the effects of guaranteed traffic at NSC Oakland did not show up in the data until the fourth month of period six. Therefore the period six average rate shows partial effects of guaranteed traffic at NSC Oakland. Nevertheless there seems to be a halt in the increase in rates during that period.

These data seem to indicate that guaranteed traffic retards the increase in rates during the early stages. Furthermore, in the case of NSC Norfolk, rates seem to continue to rise after this respite. No similar observation can be made concerning NSC Oakland since there is no data included in this thesis for periods after the initiation of guaranteed traffic there.

D. TRANSIT TIME ANALYSIS

Transit times for NSC Norfolk were analyzed because Norfolk used guaranteed traffic for three periods of the study. It was felt that similar analysis of NSC Oakland transit times would not be valid since less than one period was under guaranteed traffic. The Two-Way Analysis of Variance (ANOVA) capability of the Minitab statistical

package was used. The question posed by this analysis was: are the mean transit times for each of the six periods the same or did they change over the six periods.

A dataset was created containing the average transit times per period, the time periods represented by numbers one through six, and a number signifying each state used in the analysis. Six states were included in the analysis. A state had to have transit time data during all six periods to be included in the analysis. Therefore, states that had no transit time data in any one or more of the six periods were excluded from the dataset.

The analysis of variance (ANOVA) procedure tests the variation between groups using data that are grouped by two different classifications. The groups are time periods (ranging from one to six) and state (ranging from one to six). The null hypothesis states: There is no change in the mean transit time across periods given that the length of haul is controlled for via the destination state.

Essentially the procedure used to test the hypothesis was to determine a test statistic and compare it to the value found from a standard table. In this case the F-distribution was used since this distribution can be used to compare variances among independent samples. If the computed F statistic is greater than the standard table value then the null hypothesis is rejected and the means are not considered to be equal. If the computed F statistic is

less than the standard table value then the hypothesis cannot be rejected and the analysis cannot determine a change in mean transit times. A 5% probability of a type one error was selected for this analysis. A type one error refers to the probability that the analysis rejects the null hypothesis when it is true.

The ANOVA procedure computed an F statistic of 1.348 (with 5 and 25 degrees of freedom). The standard table F statistic with the same degree of freedom is 2.6 [Ref. 18:p. 752]. The computed F statistic is less than the standard table value. This means that the hypothesis of equal means could not be rejected. This indicates that a significant change in mean transit times was not identified by the analysis.

NSC Norfolk shifted DLA line items to DLA depots during the study period. The reason for this shift in traffic is that DLA was relocating DLA material from NSC Norfolk to DLA stock points [Ref. 14]. During the timeframe covered by this study, the number of DLA line items that NSC Norfolk carried dropped from 250,000 to 8000 [Ref. 19]. A review of Figure 4.2 shows the number of shipments by period. Note that in period one there were just more than 12,000 shipments. By period five this figure dropped to almost 7,000. The period six figure of just over 4,000 shipments can be partly explained by the fact that period six contains data from four months rather than the six months in the

other periods. The reduction in shipments noted here can, in part, be attributed to the decrease in DLA line items shipped from NSC Norfolk during this time. It is possible that this reduction in shipments may have affected the transit time analysis.

Since the reduction in shipping is almost complete as concerns DLA line items, then the application of this methodology to transit time analysis can be applied to NSC Norfolk data by future studies. The same question can be asked: is there a change in average transit times under the guaranteed traffic program at NSC Norfolk?

V. OTHER BENEFITS OF GUARANTEED TRAFFIC

A. INTRODUCTION

During the course of research for this thesis the author made note of several key benefits of the guaranteed traffic program. Interviews were conducted (in person and by telephone) with transportation managers within DoD who work with guaranteed traffic programs. The intent of this chapter is to describe these key benefits. It is expected that further study of these benefits would help Naval traffic managers to better understand the benefits of guaranteed traffic.

B. BENEFITS OF GUARANTEED TRAFFIC

The following paragraphs will discuss how guaranteed traffic can affect a reduction in administrative workload, carrier familiarity with shipper's operations, a reduction in the handling of freight, a reduction in staging area requirements for shipments, improvements in service for less desirable freight, and lower cost for certain carrier operational requirements.

1. Reduction in Administrative Workload

Guaranteed traffic can reduce the number of carriers that the traffic manager deals with on a daily basis. In some cases this reduces the administrative workload used to

obtain carrier services. Also, guaranteed traffic can reduce the workload associated with the Defense Traffic Management Regulation requirement for equal distribution of traffic. This requirement will be discussed next.

The Defense Traffic Management Regulation [Ref. 17:p. 27] requires TO's to equally distribute traffic among carriers that can offer the same service at the same low cost.

When more than one mode, or more than one carrier within a mode, can provide the required service at the same lowest aggregate delivered cost and are equally least fuel-consumptive, the traffic will be distributed as equitably as practicable between competing modes and carriers.

The Regulation goes on to require the shipper to keep a record of traffic distributed between modes and among carriers within a mode. Under guaranteed traffic the traffic manager is relieved of much of the task of constantly monitoring the equal distribution of shipments [Ref. 10].

To understand how guaranteed traffic can reduce the number of carriers that a traffic manager deals with let us go back to a point of discussion from Chapter I. There was a flood of carriers filing tenders with the government following partial deregulation of the transportation industry at the beginning of this decade [Ref. 2:p. 14]. In Chapter II the point was made that the activity TO has authority to route less load traffic without going to MTMC for a route order. This means that the TO is responsible

for keeping track of the rapid increase in tenders filed by the carrier industry for this less-than-truckload traffic.

Keeping pace with the avalanche of filed tenders increased the administrative workload for the TO. This was because traffic managers had to continuously recheck the new tenders and compare them with tenders on file in order to select the low-cost carrier to award the less-than-truckload traffic to [Ref. 12].

Guaranteed traffic can reduce the number of carriers that the transportation manager deals with due to the fact that one carrier receives the award for this less-than-truckload traffic for each region for one year (with an option for the government to extend one year under most agreements). Section C will deal with this reduction in administrative workload used to obtain carrier services in greater detail.

2. Carrier Familiarity with Shipper's Operations

Each shipper will generally follow a different set of procedures connected with their activity transportation operations. Procedures will vary according to many factors including the primary mission of the facility, facility layout, traffic volume, type of freight shipped, and manning levels at the activity.

Traffic managers that utilize guaranteed traffic have spoken of the positive effect of dealing with one carrier for each region for one year [Ref. 12]. An air of

cooperation develops between the carrier and the shipper as familiarity with operations increases. Since the carrier is aware that he will provide service to the shipper for an extended period, then the carrier and the shipper become part of the same 'team' during that period [Ref. 10].

The cooperative spirit that develops from this relationship has a positive effect on carrier service [Ref. 12]. For example, as the carrier becomes familiar with the activity operations then the carrier can better forecast equipment requirements. This assists the carrier in tailoring service to meet the needs of the shipper in a more accurate manner.

3. Reduction in Handling of Freight and Reduced Staging Area Requirements

NSC Norfolk is able to more efficiently use valuable terminal staging area by taking inventory that is due to be shipped and staging it on the carrier's trailers.

Freight in connection with NSC Norfolk's less-than-truckload GTP is loaded on the carrier's trailer by NSC personnel the night before scheduled pickup. In most cases this procedure allows the shipper to move freight directly from the warehouse to the carrier's trailer.

Staging shipments on the carrier's trailers can eliminate extra handling of material and cut down on terminal staging area requirements. This is because the need to stage less-than-truckload traffic in the terminal is largely eliminated. Because of less delay in the staging

area, freight moves more quickly with less lost, damaged, and astray freight [Ref 10].

4. Improvement in Service for Less Desirable Freight

One of the items of discussion in Chapter II is the fact that the carrier is responsible for all shipments to a given region under the terms of the agreement. This point is clearly stated in the solicitation package cover letter (Appendix).

Carriers offering rates and service under the terms of this solicitation must be capable of providing the required service in all specified areas. Refusal to make movements when requested will be penalized by the government in the form of suspension or removal of the carrier from further participation in the described traffic.

The effect of this statement is to force carriers to handle less desirable traffic under the terms of the agreement. This less desirable traffic is usually defined as out-of-the-way shipments that a carrier would not generally choose to handle.

It is not unusual for carriers to prefer to ship freight to major destinations. Without guaranteed traffic it can be difficult to find interested carriers to accept shipments to out-of-the-way locations. Under guaranteed traffic the carrier must accept all shipments to a given region (even the less desirable out-of-the-way locations) which means service can be improved to the less desirable locations [Ref. 10].

5. Unique Operational Requirements Specified in the Agreement

Chapter III discussed the GTA for NSC Oakland. The section titled, Special Rules and Other Provisions Which Govern the Tender mentions several of NSC Oakland's transportation service requirements. A review of the Appendix, Part 1 shows the complete set of rules and provisions. Many of these requirements would be more costly and difficult to obtain in the absence of a long term agreement. Examples are: extended free time for loading, weekend and holiday service, proof of delivery, expedited response times for loading, and scheduled pickup and delivery times.

C. REDUCTION IN PERSONNEL

This section will deal with a reduction in personnel in conjunction with the implementation of guaranteed traffic at the NSC Oakland Shipping Branch between October 1985 and January 1986. A review of Table 5.1 shows that the Shipping Branch is one of three branches within the NSC Oakland Traffic Division. The Traffic Division is a part of the Physical Distribution Department. The Physical Distribution Department Director reports directly to the Commanding Officer, Oakland Naval Supply Center.

TABLE 5.1

COMMANDING OFFICER, OAKLAND NAVAL SUPPLY CENTER

PHYSICAL DISTRIBUTION DEPARTMENT

TRAFFIC DIVISION

SHIPPING
BRANCH

INTERCENTER
MOVEMENT

PACKING &
PRESERVATION

The Shipping Branch was selected for observation because implementation of guaranteed traffic coincided with a reduction in personnel within that branch. Also, many of the advantages to guaranteed traffic that were discussed in the previous section have a direct effect on the mission and workload of the Shipping Branch. The reduction in personnel in the Shipping Branch was not initiated by guaranteed traffic. However, interviews with traffic managers confirmed that the initiation of guaranteed traffic facilitated the personnel reductions [Ref. 12].

The NSC Oakland Shipping Branch is headed by a Freight Movement Officer. The Freight Movement Officer is assisted in the front office by a transportation assistant and a secretary. The five sections that make up the Shipping Branch are the Land Section, the Local Delivery/Air Section, the Ocean Movement Section, the Air Section, and the Traffic Services Section. Figure 5.1 shows the October 1985

OCTOBER 1985

SHIPPING BRANCH

FRONT OFFICE

1 WS10

1 GS07

1 GS06

1 GS05

4

LAND SECTION	LOCAL DELIVERY/ AIR SECTION	OCEAN MOVEMENT	AIR SECTION	TRAFFIC SERVICES
1 WS05 SUPERVISOR	1 WS05	1 WG06	1 GS08	1 GS09
1 WL05 SCHEDULER	1 WG06	5 WG05	3 WG05	1 GS05
13 WG05 FRT HNDLR	5 WG05	1 GS06	2 WG04	2 G204
2 GS07 SHPMT CLRK	2 WG04	4 GS05	4 GS05	4 GS03
2 GS06 SHPMT CLRK	3 GS03	11	1 GS04	8
1 GS05 SHPMT CLRK	12		5 GS03	8
1 GS04 SHPMT CLRK			16	
21				

GRAND TOTAL 72

FIGURE 5.1 Shipping Branch

breakdown by section and the manning level for the Shipping Branch.

In January 1986, the Shipping Branch grand total was reduced from the 72 shown in Figure 4.5 to 62. The Local Delivery/Air Section stayed at 12 positions, while the Front Office, Air Movement, and Traffic Sections were reduced by one position each. The majority of reductions came from the Land Section, which was reduced from 21 in October 1985 to 15 in January 1986. At that time the Land Section was left with one supervisor, nine freight handlers, and five shipment clerks.

The next several paragraphs will focus on three key areas. First, the functions of the Land Section will be discussed. This is done for two reasons. The Land Section received the majority of manning reductions and the Land Section deals with the guaranteed traffic program on a daily basis.

The second area of discussion will center on management efficiencies initiated in the Land Section. These management efficiencies were key factors in the reduction of personnel in the Land Section.

This chapter will conclude with a discussion of effects that guaranteed traffic had on manning reductions in the Land Section.

1. Land Section Functions

When outbound freight arrives at the Land Section from the Packing and Preservation Branch, the freight handlers receive it, check the documentation against the material, separate the material into the region's staging area, and then record the information pertaining to each shipment. This includes recording the floor location of the items as well as recording the number of pieces, weights, and cube information. After shipment documentation is prepared, freight handlers load the freight onto the carrier's trailers.

The shipment clerk will classify shipments by commodity, and then generate documentation for each shipment. For instance, they could generate the GBL documentation. The clerks check that any hazardous materials being transported are compatible with the shipment.

Current procedures call for freight to reside in the terminal staging area for no more than three days. Freight is staged on the first day that it arrives in the staging area. At this time the exact floor location of the freight is logged by Land Shipping personnel. On day two, Land Shipping personnel prepare freight movement documentation. The freight must be shipped by day three. For example, a shipment bound for an activity in Jacksonville, Florida (Region B) arrives at Land Shipping at 1400 on Tuesday. The

shipment spent the early part of Tuesday at the Packing and Preservation Branch being packed for shipment. Freight handlers document the location of the freight. On Wednesday freight handlers draw up the documentation information and load the freight on the carrier's trailer at the Region B staging area. The freight must either be shipped on Wednesday, or Thursday at the latest.

In previous years freight due to be shipped spent up to a week or more in the terminal staging area. It was NSC policy to inventory all freight that had remained in the terminal staging area for more than one week. Also, in previous years there was one supervisor that coordinated freight handling and another supervisor that coordinated freight documentation. It was this situation that lead to the initiation of management efficiencies in the Shipping Branch.

2. Management Efficiencies

Upon assuming his post as Freight Movement Officer for the Shipping Branch in July 1983, Mr. Art Smith realized that he could consolidate key supervisory positions and reduce inventory held in the staging area. To this end, Mr. Smith made the determination that the Shipping Branch could be run with fewer personnel.

Smith observed that two key factors could positively influence a reduction in personnel in the Land Section. First, freight in the terminal staging area could be more

efficiently managed. This meant more closely managing the receipt, staging, and loading of shipments at the Oakland main site terminal. This required strict adherence to the policy of shipping freight within the three day limit discussed in the previous section. This eliminated the requirement to inventory freight in the terminal staging area which in turn reduced handling of freight after it arrived at the staging area. This situation facilitated the reduction in freight handlers in January 1986 (reduction of 4). This is because freight handlers are responsible for the movement and documentation of freight in the staging area.

Furthermore, in 1983 there was a supervisor assigned to coordinate the freight handling and a supervisor to coordinate shipment documentation. Smith likened this two-supervisor approach to having two umpires calling balls and strikes in a baseball game. The two functions could be more efficiently executed by combining the supervisory positions into one. Combining the supervisory responsibility for the freight handling function with the freight documentation function streamlined the receipt and control of freight awaiting shipment. This is because when freight enters the terminal staging area it is received and staged by freight handlers who also document the floor location and the characteristics of the freight [Ref. 12]. The combining of

these supervisory functions facilitated the elimination of the scheduler (WL05) position in January of 1986.

3. Guaranteed Traffic Effects

The initiation of guaranteed traffic facilitated the personnel reductions in the areas of freight movement in the terminal as well as in traffic scheduling. Specifically, the positions affected were freight handlers, and the traffic scheduler [Ref. 12].

The large number of carriers that were eligible for the activity's traffic in a partially deregulated climate often resulted in greater movement of freight within the terminal area. For example, prior to guaranteed traffic the Land Section loaded freight onto as many as ten carrier's trailers for less-than-truckload CONUS shipments. Under guaranteed traffic, Land Shipping has three carriers that cover CONUS less-than-truckload shipments moving under the program [Ref. 12]. This has enabled the Land Section to consolidate staging for Regions B,C,G,E, and F into one location. Previously traffic scheduled for these regions required staging in six or more separate areas. The ability to consolidate all shipments to these regions into one staging area has enabled freight handlers to reduce movement of freight within the NSC terminal.

Under guaranteed traffic, many of the requirements placed on the work leader scheduler were no longer valid. The scheduling of carriers has been simplified since the

CONUS less-than-truckload traffic moving under the program is handled by far fewer carriers.

VI. CONCLUSIONS AND RECOMMENDATIONS

Analysis of the summary rate data for NSC Oakland and NSC Norfolk indicate that there was an effect on rates during the two-year and ten-month timeframe examined in this thesis. This seems to have been caused in part by the initiation of guaranteed traffic at those activities. The effect seems to be a downward trend in rates at NSC Norfolk in their first full period of guaranteed traffic. Subsequent periods saw rates continue to increase at NSC Norfolk. Further study in this area is required to determine the extent of rate increases at Norfolk.

At NSC Oakland rates increased in a linear fashion until the end of the study period when rates leveled off. This was probably caused by the initiation of guaranteed traffic at the end of that final period at NSC Oakland. Further study should be done in this area to determine the effect on rates in periods following initiation of guaranteed traffic at NSC Oakland.

Interviews with DoD traffic managers revealed very positive and enthusiastic responses to the concept of guaranteed traffic. Several key benefits of guaranteed traffic were documented in this thesis. It is recommended that future studies of guaranteed traffic add to and amplify this list.

Guaranteed traffic seems to have a positive effect on the Naval Supply Centers studied. Guaranteed traffic programs, where appropriate, should be encouraged at Naval activities. Traffic patterns should be examined to determine if it would be of benefit to the activity to institute guaranteed traffic.

APPENDIX

OAKLAND NAVAL SUPPLY CENTER GUARANTEED TRAFFIC SOLICITATION



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
HEADQUARTERS, MILITARY TRAFFIC MANAGEMENT COMMAND
5611 Columbia Pike
Falls Church, VA 22041-5050

December 6, 1985

MT-INN-5

Dear Sirs:

The Department of the Navy has requested that the Military Traffic Management Command negotiate for the establishment of rates and services for the movement of its' less-than-truckload traffic (less than 10,000 lbs) from Naval Supply Center (NSC) main site, Oakland, California; Alameda Facility, NSC Alameda Annex site, Alameda, California; and contractor's warehouses in the Oakland area to various points in the United States.

Shipments will consist of Freight All Kinds including Crated Household Goods/Personal Effects, and certain hazardous materials, but excluding Classes A, B, & C ammunition and explosives. Service will be Monday through Friday and, occasionally, Saturday, Sunday, and holidays as required.

Carriers authorized to transport United States Government sponsored property under operating authority issued by the Interstate Commerce Commission pursuant to Ex Parte MC-107 or fitness-only proceedings of the Motor Carrier Act of 1980, are precluded from handling shipments of Class A & B explosives, radioactive materials, shipments of secret materials, and weapons and ammunitions designated sensitive by the United States Government. Additionally, carriers holding fitness-only authority pursuant to the Motor Carrier Act of 1980 cannot handle any commodity designated as "hazardous" in the National Motor Freight Classification. Only carriers having unrestricted ICC Authority will be considered for this movement.

Shipments are both interstate and intrastate in nature and responding carriers will be required to have or obtain ICC authority prior to the effective date of the tender. Carriers submitting rates for destination points within the State of California will be required to have both ICC and California PUC authority.

For evaluation and award purposes regions have been established to include the destination states as shown below. State abbreviations are in accordance with the U. S. Postal Service abbreviations:

Region A: CA

Region B: FL, GA, NC, SC

Region C: CT, DE, MA, MD, ME, NH, NJ, NY, PA, PI, VA, VT, WV, DC

Region D: OR, WA

Region E: AZ, NM, OK, TX

Region F: CO, ID, KS, MT, ND, NE, NV, SD, UT, WY

Region G: AL, AR, IA, IL, IN, KY, LA, MI, MN, MO, MS, OH, TN, WI

The traffic will be allocated to the low cost carrier(s), whose submission is considered responsive in all respects, for a period of twelve months beginning February 3, 1986, through February 2, 1987, with the understanding that the Government retains the option to extend the expiration date of tenders submitted for a period not to exceed 12 months, by agreement with the carrier(s) involved. The Government reserves the right to divert shipments to existing air and surface transportation systems at its own option, i.e., QUICKTRANS, CONTRUCK, and NORTHEAST DEDICATED TRUCK SYSTEM.

Carriers interested in this traffic are requested to complete Item 23 of the appropriate attached tender(s) by submitting a rate, as specified, for each weight category for each state in the selected region(s). CARRIERS MUST SUBMIT RATES FOR ALL WEIGHT CATEGORIES TO ALL STATES IN THE REGION(S) CHOSEN. If a carrier does not submit rates for all weight categories to all states in a chosen region(s) the offer to that region will not be evaluated and will be deemed nonresponsive. Note that all minimum charges are to be stated as a flat charge in dollars and cents per shipment. All other rates must be stated in cents per 100 pounds. Where spaces have been left blank for evaluation factors in certain weight categories, there is no history of shipments moving. Carriers must submit rates for these weight categories. Failure to do so will eliminate you from consideration. Rates submitted in these categories will not be evaluated. However, rates submitted must be in normal regression, i.e., lower rates for higher minimum weight categories. Carriers submitting rates higher than rates provided for lower minimum weight categories in the same rate group will be considered nonresponsive and the submission will not be evaluated.

Additionally, responding carriers must be able to provide DDN Constant Surveillance Service. The charge tendered in Item 56 will also be factored into the evaluation based on one percent of the total shipments. Therefore, carriers submitting offers must include a

charge in Item 56. However, if a carrier does not wish to assess a charge for providing CSS the words "No Charge" must be shown in Item 56.

Evaluations will be based on factors shown in each rate item. The sum of all the rates tendered to each destination state in the region will be deemed the overall cost. The sum of the overall costs to each state in a region will determine the lowest overall total cost. Carriers submitting rates and charges in response to this request will be the only carriers considered for this traffic. Rates submitted will be evaluated on the basis of overall benefits to the Government, cost and other factors considered.

Tendered rates and charges will be firm under the terms of this request for rates and service, and will not be increased. This is not to be construed as a guarantee of any particular volume of freight traffic. However, the responsive, responsible carrier(s) providing the lowest overall cost to the Government, will be offered freight under the terms of the solicitation subject to an affirmative determination, by the Government, as to the carriers ability to provide the required services and performance. If the low cost carrier is deemed incapable of meeting the requirements as provided herein the available tonnage will be offered to the next lowest cost carrier. Carriers offering rates and service under the terms of this solicitation must be capable of providing the required service in all specified areas. Refusal to make movements when requested will be penalized by the Government in the form of suspension or removal of the carrier from further participation in the described traffic.

Separate primary and alternate selections will be made for each region. Therefore, there may be up to 7 primary carriers and 7 alternate carriers selected under this solicitation. However, this does not preclude the same carrier from being selected for more than one region if evaluated to be low cost carrier. Distribution will be made of the primary and first two alternate carrier's tenders. If the primary carrier is unable to meet any movement requirement, the Navy will notify HO MTMC in accordance with the procedures outlined in Item 38. After notification, the Navy is authorized to go to the next distributed alternate carrier. Tenders of carriers not selected as the low cost carrier will be retained but not distributed and used only if the primary and distributed alternate carriers cannot respond to any movement requirements. Such carrier(s) will be ranked as first alternate, second alternate, etc. for routing purposes.

If any tendered charges result in equally low total overall cost and are equal in all other respects, a drawing will be held to resolve the tie at a time and place to be designated by the Government.

Responding carriers will be requested to furnish 40 foot or greater straight floor closed vans and flatbeds. Substitution on sizes will be allowed on the vans. For example, two 27 foot closed vans may be substituted for one 40 foot closed van. Substitution on sizes, however, must be approved by the Transportation Officer or appointed designee prior to substitution. Carriers will be requested

to provide flatbed equipment as ordered by the shipper. The flatbed requests will approximate three per week, per region. Carriers tendering rates and charges must have the capability to furnish empty equipment within four hours of notification by the shipper.

The selected carriers will be required to maintain sufficient equipment, and personnel to furnish responsive pickup service and backup support in the event of equipment breakdown or personnel failure to meet pickup and delivery schedules. When carriers submit tenders, the capability to respond to pickup requirements may not be present. However, if awarded traffic, the carrier(s) must be prepared to establish an operation to furnish responsive pickup and delivery service. Carriers will be required to verify that sufficient equipment and terminal facilities are available in the Oakland area to meet movement requirements before traffic is awarded. This investigation will be conducted by Government personnel and in the event a carrier fails or is unwilling to substantiate the above, the primary carrier selection will be the next lowest cost carrier providing the necessary documentation.

THE EVALUATION FACTORS ARE THE BEST ESTIMATE OF SHIPMENT REQUIREMENTS AND DO NOT REPRESENT ANY COMMITMENT THAT TRAFFIC WILL AMOUNT TO THE ESTIMATES IDENTIFIED IN ITEM 23. FAILURE OF ESTIMATES TO MATERIALIZE, EITHER IN NUMBER OR WEIGHT CATEGORY, WILL NOT CONSTITUTE A BASIS FOR PRICE REVISION OR ADJUSTMENT.

Failure to perform in accordance with provisions in the tender may result in immediate removal as primary carrier. Primary carriers are expected to provide responsive, responsible service. The Government reserves the right to immediately remove any primary carrier for unsatisfactory service. If a primary carrier is removed for unsatisfactory service to any point, he may be removed from all points and regions and may not be returned to the routing for any point or region for the duration of the tender. Additionally, once a carrier submits an offer under the terms of this solicitation, and then decides to withdraw any part of that offer, his total offer may be withdrawn. FURTHERMORE, IF A CARRIER WITH A RECORD OF UNSATISFACTORY SERVICE CANCELS SERVICE OR IS REMOVED FROM THIS TRAFFIC, THE CARRIER MAY BE REFERRED TO THE MTMC GENERAL FREIGHT BOARD FOR POSSIBLE DISQUALIFICATION FROM PARTICIPATING IN FUTURE DOD GUARANTEED TRAFFIC.

Carriers interested in this traffic should complete the enclosed tender(s) and submit two signed copies with rules attached to arrive at the following addressee before 2:00 p.m. on January 6, 1986.

Headquarters
Military Traffic Management Command
Room 621 (ATTN: Mrs. McKenzie)
5611 Columbia Pike
Falls Church, VA 22041-5050

File: NSC Oakland-LTL

An opening will be held at the above address on January 6, 1986, starting at 2:00 p.m. OFFERS RECEIVED AT AND AFTER 2:00 P.M. WILL BE RETURNED AND NOT CONSIDERED. In the event January 6, 1986, is declared a non-business day, the same conditions will apply to the next business day.

Interested carriers must insert charges in Item 23 where applicable, and Item 56 of the enclosed tender format and complete Items 1A, 2A, 1B, 18, and 22. Submissions which deviate from the format may not be evaluated. Item 2A should indicate the tender number only and Item 18, the operating authority where required by law. Carriers submitting a tender to this Headquarters for the first time should show Tender No. 1 in Item 2A, otherwise the next successive tender number should be shown. Also, carriers are requested to provide a person to contact and telephone number in the space provided on the tender. Carriers must make enough copies of the rules, Items 24 through 57, so that each tender submitted is accompanied by Items 24 through 57. The Government reserves the right to reject any or all tender offers and to waive informalities and minor irregularities in tendered rates and charges. ADDITIONALLY, CARRIERS MUST SUBMIT A COPY OF THEIR APPROPRIATE OPERATING AUTHORITY CERTIFICATE TO BE CONSIDERED FOR TRAFFIC UNDER THIS SOLICITATION.

Carriers must reply using the enclosed tender format. Failure to do so may render the tendered charges nonresponsive and they may not be considered. Please be sure to include the terms "File: NSC Oakland-LTL" when addressing your submission. Otherwise, your response could go astray and not be considered.

Do not change or alter any of the tender provisions, nor make any statement in your transmittal which alters any of the tender provisions. To do so may render your submission nonresponsive.

An abstract of offers will be posted in Room 621 at Headquarters, Military Traffic Management Command, Washington, D.C., after the opening.

Point of contact at this Headquarters is Mrs. McKenzie at (202) 756-1554. Point of contact at NSC Oakland is Mrs. Crutchfield at (415) 466-6451/52.

Sincerely,

PART 1

ITEM RULES AND OTHER PROVISIONS WHICH GOVERN THE TENDER

Responsive Service

- 24 a. Carrier agrees to have sufficient equipment and personnel in the Oakland area, prior to the effective date of the tender in order to respond to movement requirements within four hours from time of request for service.
- b. Carrier will have an acceptable terminal and sufficient equipment within 4 hours driving of NSC Oakland/NSC Alameda Annex. Carrier's terminal is subject to approval by the NSC Transportation Office. Minimum features of an acceptable terminal will be: (1) a lock up area for signature service freight, (2) dock and floor space sufficient to handle the volumes of freight covered in each geographic region for which the carrier has submitted rates.
- c. Government reserves right not to make an award to low-cost carrier(s) if provisions under Paragraph a. and/or b. are not met.
- d. The Government reserves the option to use the first alternate carrier in those circumstances when the primary carrier cannot provide equipment for a given day. Continuous refusal of the primary carrier to provide equipment for a given day will result in the removal of the primary carrier for the duration of the tender.
-

Application of Tendered Rate Rule

- 25 a. Except as otherwise provided, tendered rates and applicable minimum weights herein, but not less than the billed weight, which produce the lowest total charge on a particular shipment will be assessed.
- b. Rates tendered only apply on shipments subject to transit times stated herein.
- c. Rates tendered herein apply on Freight All Kinds (FAK) including Crated Household Goods/Personal Effects loaded in carrier equipment.
-

Firm Charges

- 26 Rates tendered and charges named herein are firm for the term of the tender and may not be increased. If conflict exists between the provisions of this tender and the provisions named in any other bureau or carrier publication, the provisions of this tender and the charges herein apply. No other charges or

provisions in any other bureau or carrier published tender or tariff will be applicable to these movements (see Items 16 and 27). This rule supersedes that part of Item 20 referring to tender amendments.

Accessorial Service

- 27 a. Services not named as a requirement in this tender will be negotiated after award, as stated in Item 16. Should additional services be requested and negotiation efforts with primary carrier fail to produce a reasonable charge for such services, the Government retains the right to immediately negotiate with those designated as alternate carriers of this traffic. If such negotiated accessorial service charges, when combined with the alternate's base rate, produce lower charges, the primary carrier will be removed and traffic will be routed via the low cost alternate.
- b. If a carrier bills for any services/charges other than the services/charges shown in this tender, that carrier may be removed from the mailing list maintained at MTMC and may not receive any future guaranteed traffic solicitations. If additional services/charges are required, carrier must follow procedures in Item 16.
-

Nonalternation of Rates and Charges

- 28 a. On shipments covered by this tender, the only services for transportation shall be those that are stated herein and alternation with other services and charges for the transportation of such traffic in any other tender or tariff is not permissible (see Item 16 and 27).
- b. Carrier agrees that rates or charges tendered herein will not exceed charges in effect on the issue date of the tender for the same service.
-

Required Transit Time (RTT) and On-Time Performance

- 29 a. Carrier agrees to meet less-than-truckload transit times attendant to each destination. Transit times are for routine shipments only, except when expedited service is requested (Item 51).
- b. When expedited service is requested, transit will be governed by the required delivery date shown on the GBL (Item 51).
- c. On-time performance is required at least 90% of the time in each quarterly reporting period.

d. On-time performance shall be measured using the NSC Carrier Performance Intransit Analysis.

e. Transit time shall be measured in calendar days (i.e., including Saturdays, Sundays, and holidays). Transit time will begin on day of pickup and end on day of delivery or day offered for delivery.

f. Failure to meet RTT constitutes unsatisfactory service.

Relocation and Placement of Equipment

- 30 a. Carrier agrees that rates and charges herein include relocation of equipment between loading doors at different warehouses within NSC Oakland/NSC Alameda Annex.
- b. Carrier agrees to relocate equipment from the terminal area to other warehouses when requested by the shipper.
- c. Carrier agrees that rates and charges herein include relocation of equipment between loading doors within the contractor's compound.
-

Definition of Oakland Area

- 31 For the purpose of this solicitation, the Oakland area will be defined as all points and places within a 50 mile radius of the Naval Supply Center, Oakland, California.
-

Satisfactory Service

- 32 Satisfactory service will be understood to include delivery of shipment intact, or offer of delivery intact, without loss or damage within the prescribed time frames. This is required on 90% or greater of all shipments for each region.
-

Aggregate Weight

- 33 Carrier agrees that aggregate weight of all shipments to the same consignee tendered on the same day will be used for billing purposes.
-

Capacity Loads

- 34 When equipment is loaded to full visible capacity, charges will be based on the highest applicable weight category and lowest rate which produces the lowest total charge. The application of this rule is limited to trailers of 40 feet in length or greater. If two trailers are furnished of less

than 40 feet in length, in lieu of one 40 foot trailer, this rule will apply only when both are loaded to full visible capacity.

Proof of Delivery

- 35 a. Carrier agrees to furnish proof of delivery to the Transportation Officer at NSC within 10 calendar days from date of delivery on all shipments transported under charges stated herein, at no additional cost.
- b. Failure to provide timely proofs of delivery can result in a record of unsatisfactory service leading to removal of carrier.
-

Detention Rule for Trailers Spotted with Power Units

- 36 a. Carrier agrees to arrive at the supply point loading door at times specified by the shipper. Normal arrival times will be between 7:30 a.m. and 6:00 p.m., five days a week. Carrier also agrees to furnish trailer after 6:00 p.m., if needed, at no additional cost. Furnishing trailer after 6:00 p.m. occurs infrequently.
- b. Carrier agrees that rates and charges herein include 120 minutes free time allowed for loading of trailers with power units subject to Notes 1, 2, and 3.

NOTE 1: Carrier agrees to allow an additional 60 minutes to the free time allowed above for preparation of documents.

NOTE 2: Loading time will consist of time required to load after trailer is positioned to load, as requested, at the designated loading door and ends when all freight consigned has been loaded in trailer and billed.

NOTE 3: Detention at origin shall consist of any time carrier's vehicle is required to be at loading location in excess of time allowances stated in paragraph "b" above, plus the additional time as described in NOTE 1. Charges for detention will be billed and submitted separately and not included on the Government bill of lading. These bills will be properly certified for payment by NSC, Traffic Division, Code 405.

c. Detention time for delay of vehicle in excess of free time for loading and documentation specified above will be \$15.00 for the first 60 minutes, and \$7.50 per half hour or fraction thereof in excess of the first hour, excluding scheduled depot breaks and lunch.

d. Carrier agrees to spot a trailer at the supply point loading door without power unit, when requested, for a period of 24 hours. (48 hours over a Sunday/holiday) in lieu of "a" above. Carrier agrees to pull a loaded trailer as late as 10:00 p.m. if notice of late pull is provided NLT 6:00 p.m.

e. Detention time at destination will be governed by the provisions of the National Motor Freight Classification Tariff 100-K, supplements thereto or re-issues thereof. Item 500 or 501 as applicable. Detention charges at destination will be billed and submitted separately to the Transportation Officer at destination.

Certification

- 37 Except for lawful discussion between this firm and other carriers or agents providing underlying transportation or equipment including discussions with interlining carriers for service or equipment between points in this tender, I certify that: (1) The rates in this submission have been arrived at independently without consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such rates with any other carriers or with any competitor; (2) Unless otherwise required by law, the rates in this submission have not been knowingly disclosed and will not knowingly be disclosed prior to the date set for submission of such rates, or charges thereto, directly or indirectly to any other carrier or to any other competitor; (3) No attempt has been made to induce any other person or firm to submit or not submit such rates for the purpose of restricting competition.

Unsatisfactory Service

- 38 a. The Government reserves the right to immediately remove the primary carrier for the duration of the tender for unsatisfactory service. Carriers unsatisfactory performance will be handled in the following manner: The first service failure will result in a written notification of the failure from Headquarters, MTMC. The second service failure will result in the removal of the carrier from further participation in the movement. A carrier's records of unsatisfactory service may be referred to MTMC for possible disqualification from participation in Department of Defense traffic, if such carriers record of unsatisfactory service warrants this action.
- b. The selected carrier will be responsible for providing fully satisfactory service from origin to destination, whether by direct or jointline service.

Equipment Inspection

- 39 Carrier's equipment is subject to inspection by the shipper at the time of placement for loading. Equipment found unsuitable for loading the material to be shipped will be rejected by the shipper. The rejection of equipment will not relieve the carrier from meeting pickup and delivery requirements. Failure to meet pickup and/or delivery requirements constitutes unsatisfactory service under the terms of this solicitation.
-

Changing Mission Requirements

- 40 If supply mission requirements make it necessary for the Government to make distribution from another supply point, carrier will be furnished notice no less than 5 days in advance of such change.
-

Liability of Carrier, Government

- 41
- a. Carrier agrees to assume full common carrier liability for shipments transported under terms and conditions stated herein at tendered rate, and only the released valuation shown for specific items in the National Motor Freight Classification Tariff 100-K, supplements thereto or re-issues thereof apply. No other released valuation rules apply.
 - b. Shipments will normally be loaded by the shipper and transported under "Carrier Count." Carrier agrees to assist in loading at the shipper's request when necessary.
 - c. Shipments will normally be unloaded by consignee at destination. However, carrier agrees to assist in unloading at destination when requested.
 - d. Carrier agrees to sign GBLs/CBLs for shipments loaded into spotted trailer at the time trailer is picked up.
 - e. Carrier agrees that tendered rates and charges include securing of loads and protection from the elements.
 - f. Carrier must provide proof of fiscal responsibility.
-

Basis of Charges

- 42 a. Rates for shipments subject to the listed minimums will be stated in cents per hundred pounds subject to the minimum charge stated in dollars and cents as shown in the rate items.

b. Weight Break Principle: If a higher declared weight will result in a low cost to the government the lower rate will apply.

Commodity Application

- 43 Shipments will consist of Freight All Kinds including Crated Household Goods/Personal Effects, and certain hazardous materials, but excluding Classes A, B, & C explosives, shipments of classified materials, and weapons and ammunition which are designated sensitive by the U. S. Government. Hazardous materials will be specifically described on the shipping document in accordance with Title 49 Code of Federal Regulations 172.201-204.
-

Tonnages

- 44 a. Tonnages stated herein are best estimates of movement requirements and do not constitute a guarantee of volume.
- b. Tonnages do not include parcel post size packages which do not exceed 108" width and girth combined.
- c. The Government also reserves the right to divert shipments to existing air and surface transportation systems at its own option, i.e., Quick-Trans, Contruck and Northeast Dedicated Truck System.
-

Direct or Interline Service

- 45 Carrier agrees to perform responsively to destinations in regions where selected as primary carrier. This can be accomplished by either direct or interlining service. However, where jointline rates are offered, carrier agrees to have participating carrier(s) sign Item 22 of the tender. Originating carrier accepts the responsibility for maintaining transit time when interline or jointline service is involved.
-

Points Not Listed

- 46 Carrier agrees to accept shipments to any destination not listed herein in any region where selected as primary carrier at tendered rates and charges.
-

Hazardous Materials

- 47 If placarding is required by American Trucking Association, Inc. Agent, Transportation of Hazardous Materials Tariff ICC ATA-111-G; Code of Federal Regulation (CFR) 49; or BOE-6000D, supplements thereto and revisions thereof, shipper will provide the placards and carriers will affix placards to equipment at no additional cost.
-

Flatbed Equipment

- 48 Carrier agrees to furnish flatbed equipment for pick-up of steel products and oversized freight, as requested by shipper. Carrier agrees that when flatbed equipment is ordered and utilized, rates and charges include carrier providing all tarps, straps and/or chain tie downs necessary to properly protect and secure the load.
-

- 49 Signature and Tally Record (STR)

A. Definition:

1. A service designed to provide continuous responsibility for the custody of shipments in transit, so named because a signature and tally record is required from each person responsible for the proper handling of the shipment at specified stages of its transit from origin to destination.

2. Each person responsible for the shipment whereon this service is requested will sign a written record of receipt while such shipment is in possession of the carrier or his agent, and carrier or his agent will secure signature for such written record or receipt from consignee or his agent.

B. Annotation:

1. Shipper or his agent must place and sign the following annotation on the bill of lading:

Signature and Tally Record Requested.

DATE _____ SIGNED _____ TITLE _____

2. In the event special circumstances require telephone notice to consignor, GBL will be annotated: "Call consignor (commercial area code and telephone number) collect at any time of day from each point where signature and tally service is to be provided.

C. Form Required:

1. DD Form 1907, Signature and Tally Record, provided by the shipper, will be used.
2. When STR is requested by the shipper and the signature and tally record is furnished, carrier or his agent will require each person responsible for the shipment such as the terminal manager, pickup, delivery and road drivers, and dock foreman to personally sign the signature and tally record and will secure signature in the space provided on the form from the consignee or his agent on delivery.
3. The initial signature on the DD Form 1907 should be the same as that of the carrier's agent on the Government bill of lading.
4. In terminal areas, the vehicle containing the STR shipment must be under the control of the last person signing the DD Form 1907.

D. Tracing:

1. Carrier must be able to trace a shipment in less than 24 hours.

E. Notification:

1. Carrier or his agent will provide immediate telephonic notification to consignee if shipment cannot reach consignee within 24 hours of agreed on time of arrival.

F. Charges:

1. In addition to all rates and charges for transportation, shipments on which "Signature and Tally Record" is provided at shipper's request will be subject to a charge of \$ 30.00 per shipment per vehicle used.
-

Charges for Services on Saturday, Sunday, and Holidays

- 50
- a. Charges tendered herein apply only for service on Monday through Friday excluding holidays.
 - b. Upon request of the shipper, carrier agrees to provide service on Saturdays, Sundays, and holidays at an additional charge of \$100.00 per vehicle used.
 - c. Holidays shall include New Year's Day, Martin Luther King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Veteran's Day, Thanksgiving, and Christmas Day.
- NOTE: Only Thanksgiving Day, Christmas Day, and New Year's Day are planned as non-shipment holidays.
-

Expedited Service

- 51
- a. Carrier agrees to provide expedited service when required. There will be occasions, approximately 6 times a week, when the shipper will request this service. When expedited service is requested under this item, the applicable rate will be increased 25%.
 - b. If carrier fails to meet the required delivery date, as shown on the GBL for this service, the provisions of this item will not apply, and the 25% increase shown in paragraph a. above will not be assessed.
 - c. Carrier agrees that failure to meet required delivery dates will result in removal as primary carrier.
-

Pre-Award Survey

- 52
- The shipper and the Military Traffic Management Command reserve the option to conduct an on-site survey of carrier origin facilities and equipment prior to award of traffic. Pre-award surveys may also entail carrier meetings with the shipper at the shipper's location. The purpose of on-site visits and meetings is to determine if carriers have the facilities, equipment and operational expertise to satisfactorily perform movement requirements. Offerors may not be awarded the traffic if, in the

opinion of the Military Traffic Management Command, pre-award surveys indicate that carriers cannot satisfactorily perform movement requirements.

Notification and Prelodge of Documents Prior to Delivery

- 53 When notification prior to delivery and/or prelodging is required, such shipments will be subject to the following provisions:
- 1) Carrier will, without additional charge, provide telephonic notice of arrival to the terminal in accordance with instructions provided on the bill of lading.
 - 2) On any shipment requiring certain documents to be prelodged prior to delivery, the carrier will deliver such information/documents to the place and within the time frame determined. Such shipments will be subject to an additional charge of \$25.00 per shipment.
-

54

Primary Pickup Points

Primary pickup points are at the main site NSC Oakland, Oakland, CA and at the Alameda Facility, NSC Alameda Annex, Alameda, CA. However, pickup points are defined as any site within a 50 mile radius of NSC Oakland, CA. Requirements to make pickups from points other than the primary points will be infrequent.

55

Withdrawal and/or Removal of Selected Carriers

After the acceptance of negotiated guaranteed traffic award by the carrier the Government will require that selected carriers make every effort to honor award until expiration date of tender.

When a situation requires that selected carrier must be removed or carrier voluntarily decides to withdraw from participation in the awarded traffic movements, the carrier will remain obligated as primary carrier until such time as Headquarters, MTMC assigns alternate carrier responsibility and has established a definite start-up date.

Carriers with a history of accepting guaranteed traffic awards then withdrawing may not be considered in future guaranteed traffic solicitations. Before award, HQ, MTMC will look at past carrier performance, both in terms of service and withdrawal. Past service and withdrawal records will be utilized in making our determination as to whether or not an affirmative determination can be made of the carriers ability to provide responsive, responsible service.

DOD Constant Surveillance Service (DOD CSS) will be provided by the carrier upon request of the shipper, subject to the following definition, requirements and charges.

1. Definition and Requirements.

DOD CSS is a service that provides the following:

a. Continuous responsibility for constant surveillance and custody of shipments in transit. Signature and tally record provides the means for tracking, custody and maintaining the accountability over handling of a shipment at specified stages of transit from origin to destination. Such attendance and constant surveillance shall prevent all inspections (except those performed by governmental enforcement agencies in their line of duty), tampering, pilfering, or sabotage, including, insofar as humanly possible, all manner of unusual circumstances, such as wreck, delay, flood or violent disturbances. For the purposes of CSS, unless otherwise stated herein, a vehicle must be attended at all times by a qualified representative of the carrier. A vehicle is "attended" when the person responsible for the shipment is in the vehicle, awake, not in a sleeper berth or is within 100 feet of the vehicle and has the vehicle within their constant, unobstructed view.

b. A qualified representative is a person employed by the carrier or the terminal involved in handling of DOD shipments and who is designated by the carrier/terminal to attend the conveyance and who is aware of the sensitivity of DOD material moving under DOD CSS, and who is knowledgeable of the safety, security and emergency procedures that must be followed; and who is authorized to move a transportation conveyance and has the means and capability to move the transportation conveyance.

c. In terminal areas, a guard must be specifically dedicated to the shipment or the shipment must be secured in an adequately lighted area that is surrounded by at least a 6 foot chain link fence and is continuously patrolled by an employee of the carrier or terminal who is within 100 feet of the shipment. As an alternative, a shipment may be placed in a security cage. (See Note A)

d. The trailer or conveyance containing the material upon which DOD CSS is requested must always be connected with the power unit (tractor) during shipment except when stopped at a Department of Defense (DOD) activity for loading/unloading; at a carrier terminal for servicing; at a carrier-designated point where the driver maintains continuous surveillance over the shipment while disconnected; at a state or local safe haven location which meets the terminal security standards of paragraph 1 (c); or, in emergencies, at a DOD safe haven or refuge location.

- e. Carrier must be able to trace a shipment in less than 24 hours.
- f. Carrier or his agent will notify the consignee by telephone if shipment cannot reach consignee within 24 hours of the agreed upon arrival time.
- g. Driver ID requirements. Carrier must insure drivers employed to handle sensitive DOD shipments requiring DOD CSS carry a valid driver's license and a medical qualification card, employee record card or similar documents, one of which must contain the driver's photograph. From the documents provided, shippers must be able to verify the driver's affiliation with the origin carrier named on the bill of lading.
- h. Single line-haul preferred.
- i. No trip lease.
- j. The maintenance of a signature and tally record by the carrier is an integral part of DOD CSS. Both the shipper and the carrier shall comply with the requirements of SIGNATURE AND TALLY RECORD SERVICE on all DOD shipments for which DOD CSS is requested and provided.
- k. Driver(s) moving shipments on which DOD CSS is requested will be instructed by carrier on how to obtain DOD safe haven/refuge, state and local law enforcement assistance, evasive driving techniques and actions to take to comply with the requirements listed in paragraphs 1a through 1j above.

2. Annotation:

When DOD CSS is requested by the shipper, the bill of lading shall be annotated:

"DOD Constant Surveillance Service Requested. Signature and Tally Record (DD Form 1907) furnished to carrier."

3. Charges:

In addition to all rates and charges for transportation, shipments for which DOD CSS is provided by carrier at shipper's request will be subject to a charge of \$ _____ per mile, subject to a minimum charge of \$ _____. This charge includes the maintenance of a Signature and Tally Record, and all other provisions/requirements shown in paragraph 1a through 1k above.

4. Mileage:

The applicable mileage will be the mileage as determined from Household Goods Carriers' Bureau Mileage Guide, No. 12, ICC HGB 100 series or reissues thereof.

NOTE A

SECURITY CAGE STANDARDS

- GENERAL:** Security cages will be fabricated from commercial steel grating panels. Walls, doors, floors and ceiling must provide protection equivalent to the steel grating to preclude forced entry. Doors must have DOD approved padlocks (equivalent to American 200 series) and hasp systems and connecting hardware must be welded or otherwise secured to deter unauthorized entry.
- WALLS:** Constructed of structural steel angle and expanded steel grating. Building walls also may be used which provide equivalent security to form side(s). (Examples: Double-course reinforced or filled concrete block.)
- FLOORS:** Made of asphalt or reinforced concrete or wood if reinforced with steel floor plating.
- CEILING:** Same material as wall or floor.
Minimum height - 8 feet.
Frame - metal.
Hinges - Welded hinge pins.
Locks - DOD approved (equivalent to American 200 series) security locks and hasps.
- CONNECTING DEVICES:** Welded, peened or otherwise installed so as to deter unauthorized entry.
- WINDOWS/ OPENINGS:** Expanded steel grating, anchored in metal frame, secured in same manner as door.
- ALTERNATIVE:** As an alternative to a security cage, a CONEX, dromedary, or similar heavy container which is sealed and locked with a DOD approved (equivalent to American 200 series) lock may be used in buildings which are locked, guarded or alarmed. In lieu of locking the containers, they may be placed with doors against each other or against a substantive building wall.

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to end/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

- a. **Lawful Performance: Operating authorities**
The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.
- b. **Charges and allowances**
See Items 23 through 57
- c. **Payment**
Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.
- d. **References**
Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.
- e. **Cancellation of tender**
This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26
- f. **Filing with regulatory bodies**
The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.
- g. **Alterations and volume of traffic**
See Item 28
Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____"

22. Signature(s) of Party(ies) Representing Carrier(s)		
Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

ITEM 23 . (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: CALIFORNIA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 3 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	180312		XXXXXXXXXXXX XXXXXXXXXXXX
500	69917	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	69917	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	36798	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	7360	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

- a. **Lawful Performance: Operating authorities**
The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.
- b. **Charges and allowances**
See Items 23 through 57
- c. **Payment**
Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.
- d. **References**
Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.
- e. **Cancellation of tender**
This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26
- f. **Filing with regulatory bodies**
The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.
- g. **Alterations and volume of traffic**
See Item 28
Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of Lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____"

22. Signature(s) of Party(ies) Representing Carrier(s)		
Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

ITEM 23a (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: FLORIDA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	118608		XXXXXXXXXXXX XXXXXXXXXXXX
500	39880	XXXXXXXXXXXX XXXXXXXXXXXX	
1000	19039	XXXXXXXXXXXX XXXXXXXXXXXX	
2000	6748	XXXXXXXXXXXX XXXXXXXXXXXX	
5000	9485	XXXXXXXXXXXX XXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23b (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: GEORGIA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	86910		XXXXXXXXXXXX XXXXXXXXXXXX
500	30890	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	11485	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	4924	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	3007	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23c (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: N. CAROLINA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	42858		XXXXXXXXXXXX XXXXXXXXXXXX
500	18427		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
1000	8483		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
2000	3116		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
5000	134		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23d (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: S. CAROLINA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	20051		XXXXXXXXXXXX XXXXXXXXXXXX
500	18621	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	9030	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	4052	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	2340	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

**UNIFORM TENDER OF RATES AND/OR
CHARGES FOR TRANSPORTATION SERVICES**

OBM APPROVAL NO:
029-R0257

1A. Issuing Carrier, Bureau, Agency or Conference _____ 2A. Tender No. ICC _____ 2B. Supplement No. _____

1B. Standard Carrier Alpha Code (SCAC) _____ 2C. Cancellations _____ 2D. Supplement Nos. that Contain All Changes _____

3. Tendered to: U.S. Government Other (specify) **DOD** 4. Issue Date **6 Jan 86** 5. Effective Date **3 Feb 86** 6. Expiration Date **2 Feb 87**

7. Movement Application From-To Between 8. Action Code (supplements only) Addition Deletion Change 9. Carrier/Agency No. (if any) _____

10. Freight Classification and Commodity Description

10A. NMFC/UFC Item No. 999912	10B. Description of Articles (use blocks 15 and 17 for transportation services) Freight all kinds including crated Household Goods/Personal Effects, and certain hazardous materials, but excluding Classes A,B&C ammunition and explosives, shipments of classified materials, and weapons and ammunition which are designated sensitive by the U.S. Government
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11A. Origin	(1) SPLIC	(2) Point Name, County, and State
	876430	Naval Supply Center (NSC), Oakland, Alameda, CA
	870000 876442	Contractors Warehouses in the Oakland Area, CA (See Item 31) Alameda Facility, Naval Supply Center (NSC), Alameda Annex, Alameda, CA

11B. Destination	1R0000 250000	All points in the states of: CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT, WV, DC
	220000 260000	
	230000 270000	
	200000 240000	
	210000	

12. Load Application (check appropriate boxes)
 Load Less Load Any Quantity Overflow Not Applicable

13A. Rate or Charge See Item 23	13B. Minimum Weight(s) As shown in rate Item 23	14. Route (Include Carrier Code (SCAC)) See Item 45
--	--	--

15. Protective Services						16. GOVERNING PUBLICATIONS: This tender is self-contained and no other tenders or tariffs apply. Unless a rule herein is stated provisions of the effective National Motor Freight Classification and Bureau of Explosives Tariff No. BOE-6000-C apply. Any services requested and not named will be negotiated by HQ, MTMC and the selected carrier.
(/)	Service	Charge	(/)	Service	Charge	
	AGS			PSS		
X	CSS	See Item 56		RSS		
	DOPS					

17. Accessorial Services	17A. Rate or Charge	17B. Description of Service and Governing Publication
	See Items 36,49,50, 51, and 53	See Items 23 through 57 and MTMC letter dated 6 DEC 85

18. Operating Authority (Note Item 20A.) _____

Person to Contact: _____
Telephone: _____

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

a. *Lawful Performance: Operating authorities*
 The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.

b. *Charges and allowances*
 See Items 23 through 57

c. *Payment*
 Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.

d. *References*
 Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.

e. *Cancellation of tender*
 This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26

f. *Filing with regulatory bodies*
 The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.

g. *Alterations and volume of traffic*
 See Item 28

Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of Lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____"

22. Signature(s) of Party(ies) Representing Carrier(s)

Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

OPTIONAL FORM 280 BACK (3-80)

ITEM 23a (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: CONNECTICUT

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 10 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	10284		XXXXXXXXXXXX XXXXXXXXXXXX
500	1519		XXXXXXXXXXXX XXXXXXXXXXXX
1000	1350		XXXXXXXXXXXX XXXXXXXXXXXX
2000	2532		XXXXXXXXXXXX XXXXXXXXXXXX
5000	21		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23b (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: DELAWARE

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	6611		XXXXXXXXXXXX XXXXXXXXXXXX
500	2096	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	164	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	164	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23c (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MASSACHUSETTS

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 10 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	30589		XXXXXXXXXXXX XXXXXXXXXXXX
500	2543		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
1000	3524		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
2000	1215		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
5000			XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23d (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MARYLAND

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	19659		XXXXXXXXXXXX XXXXXXXXXXXX
500	683	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	3975	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	3444	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	1062	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23e (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MAINE

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 10 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	30392		XXXXXXXXXXXX XXXXXXXXXXXX
500			XXXXXXXXXXXX XXXXXXXXXXXX
1000	4016		XXXXXXXXXXXX XXXXXXXXXXXX
2000	1167		XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23f (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NEW HAMPSHIRE

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 10 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	5124		XXXXXXXXXXXX XXXXXXXXXXXX
500			XXXXXXXXXXXX XXXXXXXXXXXX
1000			XXXXXXXXXXXX XXXXXXXXXXXX
2000			XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23g (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NEW JERSEY

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	15930		XXXXXXXXXXXX XXXXXXXXXXXX
500	9655		XXXXXXXXXXXX XXXXXXXXXXXX
1000	4952		XXXXXXXXXXXX XXXXXXXXXXXX
2000	2290		XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23h (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NEW YORK

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	76755		XXXXXXXXXXXX XXXXXXXXXXXX
500	15191		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
1000	4123		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
2000	4877		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
5000			XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23i (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: PENNSYLVANIA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	128809		XXXXXXXXXXXXX XXXXXXXXXXXXX
500	23174	XXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXX	
1000	14480	XXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXX	
2000	13511	XXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXX	
5000	5067	XXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23j (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: RHODE ISLAND

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 10 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	5136		XXXXXXXXXXXX XXXXXXXXXXXX
500	1399	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	313	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23k (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: VIRGINIA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	112786		XXXXXXXXXXXX XXXXXXXXXXXX
500	45856	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	36258	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	8148	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	6015	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 231 (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: VERMONT

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 10 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	982		XXXXXXXXXXXX XXXXXXXXXXXX
500		XXXXXXXXXXXX XXXXXXXXXXXX	
1000		XXXXXXXXXXXX XXXXXXXXXXXX	
2000		XXXXXXXXXXXX XXXXXXXXXXXX	
5000		XXXXXXXXXXXX XXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23m (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: WEST VIRGINIA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	659		XXXXXXXXXXXX XXXXXXXXXXXX
500		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23n (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: WASHINGTON DC

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	659		XXXXXXXXXXXX XXXXXXXXXXXX
500		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

- a. Lawful Performance: Operating authorities
The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.
- b. Charges and allowances
See Items 23 through 57
- c. Payment
Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.
- d. References
Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.
- e. Cancellation of tender
This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26
- f. Filing with regulatory bodies
The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.
- g. Alternations and volume of traffic
See Item 28
Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of Lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____"

22. Signature(s) of Party(ies) Representing Carrier(s)

Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

ITEM 23a (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: OREGON

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	38813		XXXXXXXXXXXX XXXXXXXXXXXX
500	4411		XXXXXXXXXXXX XXXXXXXXXXXX
1000			XXXXXXXXXXXX XXXXXXXXXXXX
2000	882		XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23b (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: WASHINGTON

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	1073316		XXXXXXXXXXXX XXXXXXXXXXXX
500	213601	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	197583	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	136165	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	114801	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

a. *Lawful Performance: Operating authorities*
 The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.

b. *Charges and allowances*
 See Items 23 through 57

c. *Payment*
 Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.

d. *Referencas*
 Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.

e. *Cancellation of tender*
 This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26

f. *Filing with regulatory bodies*
 The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.

g. *Alterations and volume of traffic*
 See Item 28

Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____."

22. Signature(s) of Party(ies) Representing Carrier(s)

Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

ITEM 23a. (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: ARIZONA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	182127		XXXXXXXXXXXX XXXXXXXXXXXX
500	49341	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	35584	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	24953	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	7777	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23b (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NEW MEXICO

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 5 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	85500		XXXXXXXXXXXX XXXXXXXXXXXX
500	26826	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	13946	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	6401	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	1067	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23c (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: OKLAHOMA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	24002		XXXXXXXXXXXX XXXXXXXXXXXX
500	8260		XXXXXXXXXXXX XXXXXXXXXXXX
1000	3898		XXXXXXXXXXXX XXXXXXXXXXXX
2000	1658		XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23d (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: TEXAS

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	216699		XXXXXXXXXXXX XXXXXXXXXXXX
500	33307		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
1000	24803		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
2000	6621		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
5000	3768		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones; (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

a. Lawful Performance: Operating authorities

The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.

b. Charges and allowances

See Items 23 through 57

c. Payment

Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.

d. References

Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.

e. Cancellation of tender

This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or part of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26

f. Filing with regulatory bodies

The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.

g. Alterations and volume of traffic

See Item 28

Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of Lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____"

22. Signature(s) of Party(ies) Representing Carrier(s)		
Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

OPTIONAL FORM 280 BACK (3-80)

ITEM 23a (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: COLORADO

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 5 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	73526		XXXXXXXXXXXX XXXXXXXXXXXX
500	24397	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	10548	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	5471	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	1692	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23b (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: IDAHO

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	45620		XXXXXXXXXXXX XXXXXXXXXXXX
500	10642	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	1770	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	885	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	885	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23c (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: KANSAS

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	9023		XXXXXXXXXXXX XXXXXXXXXXXX
500	1144		XXXXXXXXXXXX XXXXXXXXXXXX
1000	1794		XXXXXXXXXXXX XXXXXXXXXXXX
2000	1794		XXXXXXXXXXXX XXXXXXXXXXXX
5000	134		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23d (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MONTANA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 5 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	37035		XXXXXXXXXXXX XXXXXXXXXXXX
500	7128	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	3728	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	4229	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	1243	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23e (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NORTH DAKOTA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	13853		XXXXXXXXXXXX XXXXXXXXXXXX
500	3832		XXXXXXXXXXXX XXXXXXXXXXXX
1000			XXXXXXXXXXXX XXXXXXXXXXXX
2000			XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23f (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NEBRASKA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	9779		XXXXXXXXXXXX XXXXXXXXXXXX
500	180	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	5812	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23g (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: NEVADA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	120336		XXXXXXXXXXXX XXXXXXXXXXXX
500	21643		XXXXXXXXXXXX XXXXXXXXXXXX
1000	13515		XXXXXXXXXXXX XXXXXXXXXXXX
2000	9153		XXXXXXXXXXXX XXXXXXXXXXXX
5000	8447		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23h (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: SOUTH DAKOTA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	11351		XXXXXXXXXXXX XXXXXXXXXXXX
500	426	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	114	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	85	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23i (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: UTAH

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 4 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	165978		XXXXXXXXXXXX XXXXXXXXXXXX
500	44330	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	24330	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	21897	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	7299	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23j (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: WYOMING

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 5 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	3946		XXXXXXXXXXXX XXXXXXXXXXXX
500	380	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	211	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	169	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

19. COMBINATION RATES (Check appropriate box)

- The rates and charges in this tender may be used as factors in the construction of any combination through rates, charges or other provisions.
- The rates and charges in this tender may be used as factors to make combination rates and charges to and/or from other points of origin and destination, provided that such other points are not more than thirty (30) highway miles distant from the pertinent point of origin or destination named in this tender. The distance shall be measured from (1) the nearest boundary, in the case of designated commercial zones. (2) the nearest corporate limit, in the case of incorporated communities not in commercial zones; or (3) the nearest post office within other points of origin or destination.
- The rates and charges in this tender may not be used in construction of combination rates or charges.

20. GENERAL TERMS AND CONDITIONS

- a. **Lawful Performance: Operating authorities**
The carrier(s) represent(s) to the United States that the services provided in this tender will be performed in accordance with applicable Federal, state and municipal laws and regulations and the carrier(s) hold(s) the required operating authority to transport the commodity from, to, or between the places specified in the authorized certificates, permits or temporary operating authorities.
- b. **Charges and allowances**
See Items 23 through 57
- c. **Payment**
Except for shipments covered by item 21(3) or 21(4) below, the carrier shall bill the United States on Standard Form 1113, Public Voucher for Transportation Charges, appropriately supported. Carriers shall send bills to the "Charges to be billed to" address shown on the face of Standard Form 1103, U.S. Government Bill of Lading.
- d. **References**
Where reference is made in this tender to an item, tender, tariff or classification, the reference shall be construed to include the supplements, amendments or reissues of that item, tender, tariff or classification, unless otherwise specified in this tender.
- e. **Cancellation of tender**
This tender may be canceled by the carrier(s) on written notice of not less than thirty (30) calendar days, except for shipments made from the original point of origin (or port of importation, where appropriate) before the effective date of the notice and except for any accrued rights and liabilities of either party to the tender. Cancellations or amendments may be made upon shorter notice by mutual agreement between the Government and the carrier(s) concerned. See Item 26
- f. **Filing with regulatory bodies**
The carrier(s) certifies (certify) that, where required, the necessary copies of this tender shall be filed concurrently with the Interstate Commerce Commission as stated in Section 10721(b)(2) of the Interstate Commerce Act, or with other regulatory bodies, as appropriate.
- g. **Alterations and volume of traffic**
See Item 28
Receipt and acceptance of this tender by the Government shall not be considered as a guarantee to the carrier of a particular volume of traffic described in this tender.

21. CARRIER(S) OFFER AND INSTRUCTIONS

I am (we are) authorized to and offer on a continuing basis to the United States Government (subsequently called the Government), based on Section 10721 of the Interstate Commerce Act or other appropriate authority, the transportation services described in this tender, subject to the terms and conditions stated in this tender. The property to which rates apply must be shipped by or for the Government (1) on Government bills of Lading; (2) on commercial bills of lading endorsed to show that such bills of lading are to be exchanged for Government bills of lading at destination or converted to Government bills of lading after delivery to the consignee; (3) on commercial bills of lading showing that the Government is either the consignor or the consignee and endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are assignable to, and are to be reimbursed by the Government"; (4) on commercial bills of lading endorsed with the following legend: "Transportation under this tender is for the _____ (Name the specific agency, such as U.S. Department of Defense), and the actual total transportation charges paid to the carrier(s) by the consignor or consignee are to be reimbursed by the Government, according to cost-reimbursable contract no. _____. This may be confirmed by contacting the agency at _____"

22. Signature(s) of Party(ies) Representing Carrier(s)		
Issuing Carrier, Bureau, Agency or Conference	Participating Carrier	Participating Carrier
By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)	By (Signature and Title of Authorized Officer or Agent)
Address	Address	Address

OPTIONAL FORM 280 BACK (3-80)

ITEM 23a (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: ALABAMA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	30408		XXXXXXXXXXXX XXXXXXXXXXXX
500	5291	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	10897	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	882	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23b (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: ARKANSAS

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	3981		XXXXXXXXXXXX XXXXXXXXXXXX
500	1199	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	49	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	1199	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23c (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: IOWA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	5025		XXXXXXXXXXXX XXXXXXXXXXXX
500			XXXXXXXXXXXX XXXXXXXXXXXX
1000	891		XXXXXXXXXXXX XXXXXXXXXXXX
2000	445		XXXXXXXXXXXX XXXXXXXXXXXX
5000			XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23d (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: ILLINOIS

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	90652		XXXXXXXXXXXX XXXXXXXXXXXX
500	16089	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	10468	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	2857	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	4052	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23e (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: INDIANA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	57473		XXXXXXXXXXXX XXXXXXXXXXXX
500	11117		XXXXXXXXXXXX XXXXXXXXXXXX
1000	3747		XXXXXXXXXXXX XXXXXXXXXXXX
2000	3036		XXXXXXXXXXXX XXXXXXXXXXXX
5000	1822		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23f (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: KENTUCKY

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	39376		XXXXXXXXXXXX XXXXXXXXXXXX
500	6000		XXXXXXXXXXXX XXXXXXXXXXXX
1000	868		XXXXXXXXXXXX XXXXXXXXXXXX
2000			XXXXXXXXXXXX XXXXXXXXXXXX
5000	4329		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23g (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: LOUISIANA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	57956		XXXXXXXXXXXX XXXXXXXXXXXX
500	8550		XXXXXXXXXXXX XXXXXXXXXXXX
1000	5396		XXXXXXXXXXXX XXXXXXXXXXXX
2000	5014		XXXXXXXXXXXX XXXXXXXXXXXX
5000	627		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23h (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MICHIGAN

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	12901		XXXXXXXXXXXX XXXXXXXXXXXX
500	9618		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
1000	2433		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
2000	1329		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
5000	1329		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23i (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MINNESOTA

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	29147		XXXXXXXXXXXX XXXXXXXXXXXX
500	3918		XXXXXXXXXXXX XXXXXXXXXXXX
1000	3918		XXXXXXXXXXXX XXXXXXXXXXXX
2000	3918		XXXXXXXXXXXX XXXXXXXXXXXX
5000	2351		XXXXXXXXXXXX XXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23j (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MISSOURI

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	69226		XXXXXXXXXXXX XXXXXXXXXXXX
500	14841	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	10793	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	25634	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	14841	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23k (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: MISSISSIPPI

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 7 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	90009		XXXXXXXXXXXX XXXXXXXXXXXX
500	12413		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
1000	8136		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
2000	9299		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX
5000	5812		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 231 (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: OHIO

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
	51852		XXXXXXXXXXXX XXXXXXXXXXXX
500	3447	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
1000	10418	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
2000	2770	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	
5000	451	XXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23a (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: TENNESSEE

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 8 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	24132		XXXXXXXXXXXX XXXXXXXXXXXX
500	6212	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	4896	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000	1699	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000	1699	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

ITEM 23n (SUBJECT TO NOTES ONE THROUGH THREE BELOW)

FROM: SEE ITEM 11A

TO: ALL POINTS IN THE STATE OF: WISCONSIN

DDT: DESIRED TRANSIT TIME ON SHIPMENTS TO ABOVE STATE IS: 9 DAYS

MINIMUM WEIGHT FOR EACH CATEGORY (IN POUNDS)	ESTIMATED TOTAL WEIGHT PER CATEGORY	MINIMUM CHARGE IN DOLLARS AND CENTS PER SHIPMENT	RATE IN CENTS PER ONE HUNDRED POUNDS
MINIMUM CHARGE	4403		XXXXXXXXXXXX XXXXXXXXXXXX
500	512	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
1000	205	XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
2000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	
5000		XXXXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXXXXXXX	

NOTE 1: RATES ARE TO BE STATED IN CENTS PER ONE HUNDRED POUNDS. CAUTION. DO NOT USE DECIMALS. EXCEPTION: RATES FOR THE MINIMUM CHARGE CARE TO BE STATED IN DOLLARS AND CENTS PER SHIPMENT.

NOTE 2: RATES OFFERED MUST BE IN NORMAL REGRESSION. I.E., LOWER RATES FOR HIGHER MINIMUM WEIGHTS. THE MINIMUM CHARGE CANNOT BE HIGHER THAN THE RATE FOR 500 POUNDS MINIMUM TIMES 5.

NOTE 3: RATES SHOWN ABOVE AND IN THE ITEMS ACCOMPANYING THIS TENDER ARE FIRM AND CANNOT BE INCREASED FOR THE PERIOD SHOWN BETWEEN ITEMS 5 AND 6, RESPECTIVELY, OF THIS TENDER.

PART 3

57 List of Major Destinations and Estimated Tonnages

Carriers are cautioned that shipments may be destined to points in CONUS other than those named below and to which the carrier will be expected to provide responsive service, in accordance with the terms of this solicitation.

FREIGHT ALL KINDS

<u>Alabama</u>		<u>Arizona</u>	
Anniston	2052	Davis Monthan AFB	82840
Bynum	11498	Fort Huachuca	11366
Fort Rucker	1146	Luke AFB	40340
		Williams AFB	13952
		Yuma	86218
<u>Arkansas</u>		<u>Colorado</u>	
Little Rock	1632	Fort Carson	45930
		Colorado Springs	8224
		Peterson Field	12018
<u>Florida</u>		<u>Georgia</u>	
Eglin AFB	10774	Fort Benning	11636
Key West	13696	Fort Stewart	17496
Orlando	7154	Robins AFB	42916
<u>Idaho</u>		<u>Illinois</u>	
Mountain Home AFB	33940	Chicago	19024
Boise (Gowan Field)	6926	Glenview	30570
		Great Lakes	4254
<u>Indiana</u>			
Crane	59342		
Grissom AFB	1380		
<u>Kansas</u>		<u>Kentucky</u>	
Fort Riley	1388	Fort Campbell	3408
McConnell AFB	1804	Fort Knox	6206
		Louisville	12096
<u>Louisiana</u>		<u>Maine</u>	
New Orleans	62676	Kittery	27782

Maryland

Fort Meade 5866

Minnesota

St. Paul 17130

Mississippi

Bay St. Louis 81432
 Gulfport 7450
 Keesler AFB 1158
 Pascagoula 26192

Montana

Great Falls 38316

Nevada

Fallon 10050
 Las Vegas 14552
 Mercury 14640
 Nellis AFB 116800

New Mexico

Cannon AFB 22242
 Holloman AFB 45904
 Kirtland AFB 13606
 White Sands 9666

North Carolina

Fort Bragg 6634
 Seymour Johnson AFB 2680

Ohio

Columbus 19300
 Wright-Patterson AFB 3250

Oregon

Astoria 6090
 Clackamas 36976
 Coos Bay 1040

Massachusetts

Fort Devens 8864
 Hanscom AFB 5500

Missouri

Kansas City 122062
 St. Louis 2248
 Richards-Gebaur AFB 1000

Nebraska

Omaha 1540

New Jersey

Bayonne 5840
 McGuire AFB 2588

New York

Calverton 6470
 Fort Drum 9304
 Syracuse 9396

North Dakota

Minot AFB 1818

Oklahoma

Fort Sill 6400
 Tinker AFB 6946

Pennsylvania

Mechanicsburg 20036
 New Cumberland 66370
 Philadelphia 22592
 Tobyhanna Army Depot 6088

South Carolina

Myrtle Beach 4234

South Dakota

Ellsworth AFB 1542

Texas

Corpus Christi 8264
Dallas 16864
Fort Bliss 30104
Fort Hood 17290
Houston 13956
Kingsville 32126
San Antonio 27966

*Washington

Auburn 10726
Bangor 77176
Fairchild AFB 10014
Fort Lewis 119906
Hadlock 11098
Keyport 41758
McChord AFB 116828
Oak Harbor 58874
Seattle 964278
Tacoma 19778
Whidbey Island 171408

Tennessee

Memphis 28312

Utah

Hill AFB 123940
Ogden 65370
Tooele 30218

Wyoming

F. E. Warren AFB 1600
Guernsey 1100

* ~~excludes shipments to Bremerton and Puget Sound, WA~~

Tonnages to States - Destinations not Developed:

*California	0
Connecticut	2107
Delaware	3280
Iowa	6361
Michigan	1036
New Hampshire	1098
Rhode Island	3911
Vermont	982
Virginia	12887
Washington, D. C.	659
West Virginia	659
Wisconsin	5120

* Freight All Kinds for the state of California is under a separate program.

Crated Household Goods/Personal Effects

Alabama

Fort McClellan 6529
Fort Rucker 14168
Maxwell AFB 8964
Redstone Arsenal 3120

Arizona

Davis Monthan AFB 1806
Fort Huachuca 12533
Luke AFB 5599
MCAS Yuma 3295
Williams AFB 17320

Arkansas

Blytheville 550
Fort Chaffee 3014
Little Rock 1232

Colorado

Fort Carson 5579
Lowry AFB 13391
Peterson AFB 7960
USAF Academy 4098

Connecticut

NSB New London 13598

Delaware

Dover AFB 5755

Florida

Cape Canaveral Outport 9460
Eglin AFB 10860
Homestead AFB 5243
MacDill AFB 13049
NAC Orlando 7753
NAS Key West 2799
NSC Jacksonville 10250
Panama City 528
Pensacola 26115
Tyndall AFB 1991

California

Beale AFB 8878
Castle AFB 3207
Camp Pendleton 57118
Edwards AFB 1436
Fort Ord 30567
MCAGCC 29 Palms 5370
MCAS El Toro 7966
McClellan AFB 11242
MCLB Barstow 945
NAF El Centro 792
NAS Lemoore 21057
Norton AFB 32090
NPS Monterey 15036
NSC Long Beach 31079
NSC Oakland 336
NSC San Diego 111781
NWC China Lake 803
Port Hueneme 26044
Sharp Army Depot 459
Sierra Army Depot 297
Travis AFB 358
Vandenburg AFB 1122

Georgia

Fort Benning 5023
Fort Gordon 4301
Fort McPherson 8542
Fort Stewart 1262
MCLB Albany 11310
Moody AFB 1045
NAS Marietta 4125
NSC School Athens 1903
Robins AFB 3443

Idaho

Mountain Home AFB	14302
NAV Admin Unit	1239

Indiana

Fort Ben Harrison	4800
Grissom AFB	11259
NWSC Crane	413

Kentucky

Fort Campbell	5225
Fort Knox	4924
Lexington-Blue Grass	18714

Louisiana

Barksdale AFB	517
England AFB	2013
Fort Polk	3781
Gulf Outport	2046
NAS New Orleans	6510

Maryland

Aberdeen Proving Ground	3135
Fort Meade	9000
NAS Patuxent	6608
Naval Academy Annapolis	2492

Michigan

Sawyer AFB	2125
Selfridge ANG	24448

Mississippi

Columbus AFB	3031
Keesler AFB	4496
NAS Meridian	1909

Montana

Malmstrom AFB	11942
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Illinois

Chanute AFB	4230
Fort Sheridan	8393
Granite City	19760
NAC Great Lakes	30463
Rock Island Arsenal	518
Scott AFB	6906

Kansas

Fort Leavenworth	6628
Fort Riley	3449
McConnell AFB	473

Maine

Loring AFB	1920
NAS Brunswick	4473

Massachusetts

Fort Devens	3443
Hanscom AFB	5682
NAS South Weymouth	4455

Minnesota

Fort Snelling	26123
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Missouri

Fort Leonard Wood	419
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Nebraska

Offutt AFB	13517
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Nevada

Nellis AFB	1546
Reno	2607

New Jersey

Fort Dix	4311
Fort Monmouth	6391
McGuire AFB	3262
MOT Bayonne	2569
NAS Lakehurst	3883

New York

Fort Hamilton	17503
Griffiss AFB	16836
Hancock Field	505
NAV Scotia	7479
Plattsburgh AFB	3124
Seneca Army Depot	1764
914 TAG Niagara Falls	4851
US Military Academy	2670

North Dakota

Grand Forks AFB	11494
Minot AFB	3245

Oklahoma

Altus AFB	110
Fort Sill	10281
McAlester AAP	707
Tinker AFB	3878
Vance AFB	2475

Rhode Island

NETC Newport	2937
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New Hampshire

Pease AFB	4026
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New Mexico

Kirtland AFB	25663
White Sands MSRG	1397

North Carolina

Fort Bragg	15137
MCAS Cherry Point	11854
Seymour Johnson	8059
USMC Camp LeJeune	24589

Ohio

Wright Patterson AFB	24139
Naval Finance Center Cleveland	22249

Pennsylvania

Carlisle Barracks	561
Indiantown Gap	462
NASUACT Phila	8536
NSD Mechanicsburg	1533
Tobyhanna Army Depot	1194
USASE Oakdale	3871

South Carolina

Charleston AFB	8504
Fort Jackson	1680
MCAS Beaufort	17183
Myrtle Beach	1507
NSC Charleston	12025
Shaw AFB	4356

South Dakota

Ellsworth AFB 9136

Texas

Bergstrom AFB 1417
 Carswell AFB 2426
 Dyess AFB 2448
 Ellington AFB 5305
 Fort Bliss 3120
 Fort Hood 8781
 Goodfellow 7086
 JPPSO San Antonio 21882
 Laughlin AFB 5682
 NAS Corpus Christi 29270
 NAS Dallas 3781
 Reese AFB 3420
 Sheppard AFB 2162

Washington

Fairchild AFB 13223
 McChord AFB 42744
 NAS Whidbey Island 12544
 NSC Bremerton 30874
 Pacific NW Outport 1683
 Fort Lewis 32554

Tennessee

NAS Memphis 10326

Utah

Hill AFB 20538

Virginia

Cheatham Annex 191
 CPPSO Langley 6707
 CPPSO Norfolk 56478
 Fort Lee 8521
 MAC Terminal Norfolk 12040
 MATCO Norfolk 22727
 JPPSO Cameron Station 89513

Wyoming

F.E. Warren AFB 484

No Tonnage Shown for the Following States:

Iowa
Oregon
Vermont
Washington, D. C.
West Virginia
Wisconsin

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