



## Fact Sheet

### Motor Freight Shipments

#### WE MANUFACTURE AND SHIP OVER 35 MILLION BOOKS PER YEAR!

We have excellent relationships with many national motor freight companies, both short haul and long haul carriers.

We look for the most efficient and economical way to move your books to their final destination in a timely manner.

When possible we consolidate freight for multiple customers in order to reduce costs and get the shipment to its destination faster.

Consolidating the freight for multiple customers reduces the cost to each individual customer  
Publishers often use the same distribution facility which allows us to consolidate shipments and save time and money

We receive discounts on freight from many of the freight companies we utilize and **pass on the entire discount** to our customers.

Our carriers utilize Czarlite base rates.

We offer online tracking of shipments.

We can often hold your shipment a few days after completion in order to consolidate with other shipments to fill a truck (FTL) and, as a result, your books will arrive sooner and for less money than if they were shipped alone (LTL) immediately upon completion.

#### AVERAGE DELIVERY TIMES

Average time to the East Coast — 1-2 days for full truckload (FTL) and for less than truckload (LTL)

Average time to the West Coast — 3-4 days for FTL, 3-5 days for LTL

#### IMPORTANT MOTOR FREIGHT TERMINOLOGY

**Bill of lading:** contract between the shipper and the carrier for the transportation of goods.

**Consolidate:** ship multiple titles for one or more customers together in a truck to geographically similar destinations

**Drop ship:** shipments to various locations but not the bulk shipment

**Free on board (F.O.B.):** indicates the place where the responsibility for expense and risk for goods is passed from seller to buyer. For example, FOB Ann Arbor means that the buyer is responsible for freight charges and that ownership of the goods passes to the buyer after the shipment is loaded.

**FTL:** full truckload, most economical and fastest way to ship your bulk shipment

**LTL:** less than truckload

**Pro number:** 9-digit identification number assigned to each LTL shipment