



862 ALBANY SHAKER RD. - LATHAM, NY 12110
 TEL. (518) 785-1234 - FAX (518) 785-1447
 www.excelsiorfreightsystems.com

ALB
SPECIAL PICK-UP & DELIVERY RATES*
EFFECTIVE JUNE 01, 2010

SPECIAL SURCHARGES

(In addition to Minimum or 100 wt. pricing as shown below)

| ZONES | Mon-Fri (0800-1700) | Mon-Fri (1701-0759) Sat (0000-1659) | Holiday/Sun/After Hrs/ Sat after 1700 |
|--------|------------------------|--|--|
| ZONE A | \$49.00 | \$69.00 | \$85.00 |
| ZONE B | \$58.00 | \$78.00 | \$95.00 |
| ZONE C | \$79.00 | \$99.00 | \$139.00 |
| ZONE D | \$88.00 | \$151.00 | \$191.00 |
| ZONE E | \$139.00 | \$163.00 | \$225.00 |
| ZONE F | \$296.00 | \$375.00 | \$477.00 |

Regular Rates

| ZONES | MIN | 100 | 1000 | 2000 | 5000 |
|--------|---------|---------|---------|---------|--------|
| ZONE A | \$16.31 | \$7.58 | \$6.05 | \$5.28 | \$4.00 |
| ZONE B | \$17.15 | \$7.81 | \$6.27 | \$5.50 | \$4.33 |
| ZONE C | \$25.65 | \$10.71 | \$8.83 | \$8.06 | \$6.33 |
| ZONE D | \$27.76 | \$10.99 | \$8.88 | \$8.33 | \$6.83 |
| ZONE E | \$32.76 | \$14.38 | \$10.72 | \$10.05 | \$8.16 |
| ZONE F | \$54.63 | \$18.27 | \$13.10 | \$11.88 | \$8.44 |

All deliveries are subject to accessorial charges as per attached.

* We **DO NOT** provide regular pick-up and delivery service. We handle only **SPECIAL** pick-ups and deliveries.



RULES & REGULATIONS

DEFINITION OF TERMS

The term "***SPECIAL PICK-UP SERVICE***" or "***SPECIAL DELIVERY SERVICE***" as used in this tariff refers to pick-up or delivery of a shipment by a vehicle specially dispatched or specially rerouted by a forwarder at the specific request of a shipper or consignee and such service is performed prior to the time that a pick-up or delivery would be made in the course of the next regularly scheduled cartage trip.

- A.) ***SPECIAL PICK-UP AND DELIVERY SERVICE*** is provided at the applicable charge per shipment named in this section of the tariff.
- B.) One charge for ***SPECIAL PICK-UP OR DELIVERY SERVICE*** will apply to the transportation of one or more shipment(s), when the service is provided for one consignee, at one address, at one time.

PICK-UP & DELIVERY SERVICE

- 1.) Pick-up and delivery service will not be provided when, because of conditions beyond our control, it is impractical to operate vehicles to and from any address not directly accessible to vehicles.
- 2.) Special pick-up or delivery service will be provided only upon advance arrangement.
- 3.) Loading and unloading incidental to pick-up and delivery service will ordinarily be performed by one man. Pick-up and delivery service will not be provided for pieces which cannot be handled by one man unless advance arrangements have been made including where necessary, the furnishing of additional men and equipment at the risk of the shipper or consignee.

DECLARED VALUE / LIMITS OF LIABILITY

Unless a higher value is declared with Excelsior Freight Systems, at a rate of .60 per \$100.00 declared value, Excelsior's liability will be limited to \$50.00 or .50 per lb for any loss or damage. A declared value on Forwarders HAWB does not provide coverage when in our possession unless special written request is made, at the rates above. Any shipment having a value in excess of \$10,000 will not be provided pick-up and delivery service unless prior authorization is obtained through Excelsior Freight Systems management.



ACCESSORIAL CHARGES

The following charges, when applicable, are in addition to all other charges.

1. Drop & Recovery Fees: \$10.00 or \$.02/lb (+ \$10.00 OTC, + \$25 FedEx Small Pack)
2. Airline / MAWB preparation – \$5.00 per BOL
3. Attempted Recovery (Airport, FedEx, Forward Air, Etc.) - \$25.00 / \$50.00 after hrs.
4. Attempted Pick Up or Delivery – Full Tariff
5. C.O.D or F.C.C.O.D-Flat Fee \$15.00
6. Dimensional Weight: dim factor of 194 applies to all shipments
7. Dock Transfer-\$ 7.50 minimum or .02 per lb
8. Inside deliveries-\$10.00 minimum or .035 per lb
9. Liftgate - \$50.00
10. Packing – Call for quotes
11. Pallet Jack - \$25.00 Flat Rate
12. Private Residences – see #19
13. Re-delivery - Full Tariff
14. Second Man(Helper) - \$50.00 min, \$35.00 per hour terminal to terminal
15. Storage - \$10.00 per pallet per day (Starts on 1st day)
16. Trash Disposal (Debris Removal) - \$15.00 min or .05 per lb (Delivered Wt.)
17. Unpacking - \$15.00 min or .05 per lb (Delivered Wt.)
18. Waiting time (08:00 – 17:00 M-F / After Hours and Weekends)
Up to 26' Straight Truck: \$55.00 / \$70.00 per hr or fraction thereof after 15mins
Tractor Trailers: \$75.00 / \$95.00 per hr or fraction thereof after 15 mins
19. Any pick-up or delivery to malls, colleges, schools, hospitals, construction sites, hotels, convention centers or private residences shall constitute an additional surcharge of \$25.00 min or .03 per lb.
20. Oversize – any piece over 275" Long, or 88" High will require a Tractor Trailer, and a spot quote will apply.
21. Blanket wrap – 15% Surcharge on total charges.

RATE REVISIONS AND FUEL SURCHARGE

RATES ARE SUBJECT TO CHANGE WITHOUT NOTICE.

FUEL SURCHARGES MAY APPLY. CHECK OUR WEBSITE FOR CURRENT FUEL SURCHARGE.



ALBANY POINTS & ZONE LIST

** For rates on points listed as a zone "*", see page 11*

| POINTS | ZONE | POINTS | ZONE |
|--------------------|------|------------------|------|
| ALBANY | A | CARLISLE | E |
| ALCOVE | D | CARMAN | B |
| ALTAMONT | C | CASTLE POINT | F |
| AMENIA | E | CASTLETON | E |
| AMSTERDAM | C | CATSKILL | D |
| ANCRAM | E | CEDAR HALL | D |
| ANCRAMDALE | E | CEMENTON | E |
| ANNADALE-ON-HUDSON | E | CENTER BERLIN | C |
| ARGYLE | E | CENTER BRUNSWICK | C |
| ARLINGTON | F | CENTRAL BRIDGE | E |
| ASHLAND | E | CENTER FALLS | E |
| ASHOKAN | E | CHARLTON | C |
| ATHENS | D | CHATHAM | D |
| AVERILL PARK | C | CHAZY | * |
| BALLSTON LAKE | C | CHERRY PLAINS | D |
| BALLSTON SPA | C | CHESTERTOWN | F |
| BEARSVILLE | E | CHILSON | F |
| BERLIN | D | CHURCHTOWN | E |
| BERNE | C | CLARK MILLS | F |
| BOLTON LANDING | E | CLARKSVILLE | C |
| BRAINARD | C | CLAVERACK | E |
| BROADALBIN | D | CLEVERDALE | F |
| BURNT HILLS | C | CLIFTON PARK | C |
| BURTONSVILLE | D | CLIMAX | E |
| BUSKIRK | E | CLINTON MILLS | * |
| CAIRO | E | COBLESKILL | E |
| CAMBRIDGE | E | COEYMANS HOLLOW | C |
| CANAJOHARIE | E | COHOES | B |



ALBANY POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|------------------------|-------------|-------------------------|-------------|
| COHOES | B | EAST GALWAY | E |
| COLONIE | A | EAST GREENBUSH | B |
| COLUMBIAVILLE | E | EAST KINGSTON | E |
| COMSTOCK | F | EAST NASSAU | D |
| COPAKE | E | EASTON | E |
| COOPERSTOWN | F | ELIZABETHTOWN | F |
| CORINTH | E | ELKA PARK | E |
| COSSAYUNA | E | ELNORA | C |
| COXSACKIE | D | ELSMERE | B |
| CRARYVILLE | E | ESPERANCE | D |
| CRESCENT | B | ESSEX | * |
| CROPSEYVILLE | C | FEURA BUSH | C |
| DAY | E | FLEISCHMANN'S | F |
| DEFREESTVILLE | B | FONDA | D |
| DELANSON | D | FORT ANN | E |
| DELMAR | B | FORT EDWARD | D |
| DIAMOND POINT | E | FORT TICONDEROGA | F |
| DOLGEVILLE | E | FORT PLAINS | E |
| DOVER PLAINS | E | FREEHOLD | E |
| DUANSEBURGH | D | FULLERS | C |
| DUNHAMS HOLLOW | C | FULTONVILLE | D |
| DURHAM | E | GALLUPVILLE | D |
| EAGLE BRIDGE | D | GALWAY | D |
| EAGLE MILLS | C | GANSEVOORT | D |
| EARLTON | E | GERMANTOWN | E |
| EAST BERNE | D | GHENT | E |
| EAST CHATHAM | E | GLEN | D |
| EAST COBLESKILL | E | GLEN LAKE | D |
| EAST DURHAM | E | GLASS LAKE | E |



ALBANY POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|---------------------------|-------------|------------------------|-------------|
| GLENHAM | E | HOWES CAVES | E |
| GLENMONT | B | HUDSON | E |
| GLENS FALLS | D | HUDSON FALLS | E |
| GLENVILLE | B | HUNTER | E |
| GLOVERSVILLE | D | HURLEY | E |
| GRAFTON | C | HYDE PARK | F |
| GRANGERVILLE | E | JOHNSONVILLE | D |
| GRANVILLE | E | JOHNSTOWN | D |
| GREEN ISLAND | B | KARNER | A |
| GREENWICH | E | KEENE | F |
| GREENVILLE | D | KEESEVILLE | F |
| GUILDERLAND | B | KINDERHOOK | D |
| GUILDERLAND CENTER | B | KINGSTON | E |
| HADLEY | E | KNOX | D |
| HAGAMAN | D | LAGRANGEVILLE | F |
| HAGUE | F | LAKE GEORGE | E |
| HALFMOON | B | LAKE KATRINE | E |
| HANACROIX | C | LAKE LUZERNE | E |
| HARTFORD | E | LAKE PLACID | F |
| HARTMAN | D | LANSINGBURGH | B |
| HIGH FALLS | E | LATHAM | A |
| HIGHLAND | E | LEBANON | D |
| HILLSDALE | E | LEBANON SPRINGS | D |
| HOAGS CORNERS | D | LEEDS | E |
| HOBART | E | LITTLE FALLS | F |
| HOOSICK | D | LOUDENVILLE | A |
| HOOSICK FALLS | D | MALDEN | E |
| HOPEWELL JUNCTION | F | MALDEN BRIDGE | D |



ALBANY POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|-------------------------|-------------|-------------------------|-------------|
| MALDEN-ON-HUDSON | E | NORTH CHATHAM | D |
| MALTA | C | NORTH CREEK | F |
| MAPLECREST | E | NORTH GREENBUSH | B |
| MARGARETVILLE | F | NORTH HOOSICK | D |
| MAYBROOK | F | NORTH SALEM | D |
| MAYFIELD | E | NORTHVILLE | E |
| MCKOWNVILLE | A | OAK HILL | E |
| MECHANICVILLE | C | OLD CHATHAM | D |
| MENANDS | A | OLIVEBRIDGE | F |
| MIDDLEFALLS | E | PALANTINE BRIDGE | E |
| MIDDLE GRANVILLE | E | PATTERSONVILLE | C |
| MIDDLE GROVE | D | PAWLING | F |
| MIDDLETOWN | F | PHILMONT | E |
| MILTON | E | PHOENICIA | E |
| MORRISONVILLE | * | PILOT KNOB | E |
| MOUNT MARION | E | PINE PLAINS | F |
| MOUNT MCGREGOR | E | PITTSTOWN | D |
| MOUNT TREMPER | F | POESTENKILL | B |
| NASSAU | D | PORT EWING | E |
| NELLISTON | E | POTTERHILL | D |
| NEWBURGH | F | POUGHKEEPSIE | F |
| NEW BALLTIMORE | C | QUAKER STREET | D |
| NEW LEBANON | C | QUEENSBURY | D |
| NEW PALTZ | F | RAYMERTOWN | C |
| NEW SALEM | C | RAVENA | C |
| NEW WINDSOR | F | RED HOOK | E |
| NEWTONVILLE | A | RENSSELAER | B |
| NISKAYUNA | A | | |



ALBANY POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|---------------------------|-------------|--------------------------|-------------|
| RENSSELAERVILLE | D | SHARON SPRINGS | E |
| REXFORD | C | SHOKAN | E |
| RHINEBECK | E | SLINGERLANDS | B |
| RHINECLIFF | E | SLOANSVILLE | E |
| RICHMONDVILLE | E | SOUTH ARGYLE | E |
| ROCK CITY FALLS | D | SOUTH BERNE | E |
| ROME | F | SOUTH BETHLEHEM | B |
| ROTTERDAM | B | SOUTH CAIRO | D |
| ROTTERDAM JUNCTION | B | SOUTH GLENS FALLS | D |
| ROUND LAKE | C | SNYDERS LAKE | D |
| ROUND TOP | E | SPECULATOR | F |
| ROUSES POINT | * | STAATSBURG | E |
| SANT JOHNSVILLE | E | STEPHENTOWN | D |
| SALEM | D | STILLWATER | C |
| SAND LAKE | C | STONE RIDGE | E |
| SARATOGA SPRINGS | C | STUYVESANT | E |
| SARATOGA LAKE | C | SURPRISE | D |
| SAUGERTIES | E | TANNERSVILLE | E |
| SCHAGHTICOKE | D | TICONDEROGA | F |
| SCHENECTADY | A | TILLSON | F |
| SCHODACK CENTER | C | TIVOLI | E |
| SCHODACK LANDING | C | TROY | A |
| SCHOHARIE | D | ULSTER PARK | F |
| SCHROON LAKE | F | USHERS | C |
| SCHUYLerville | E | UTICA | F |
| SCOTIA | B | VAILS GATE | F |
| SELKIRK | C | VALATIE | E |



ALBANY POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|---------------|-------------|---------------|-------------|
|---------------|-------------|---------------|-------------|

| | | | |
|-------------------------|----------|-------------------------|----------|
| VALLEY FALLS | E | WEST CHARLTON | C |
| VERDOY | A | WEST CHAZY | * |
| VICTORY MILLS | E | WEST HURLEY | * |
| VISCHERS FERRY | C | WEST LEBANON | D |
| VOORHEESVILLE | C | WEST MILTON | C |
| WALLKILL | F | WESTERLO | C |
| WAPPINGERS FALLS | F | WEST GLENS FALLS | D |
| WARRENSBURGH | E | WHITE CREEK | E |
| WASSAIC | F | WHITE HALL | E |
| WATERFORD | B | WILTON | E |
| WELLS | F | WINDHAM | E |
| WEST ALBANY | A | WOODSTOCK | E |
| WEST BERNE | D | WYNANTSKILL | B |



VERMONT POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|--------------------------|-------------|-------------------------|-------------|
| ARLINGTON | E | MT. SNOW | E |
| BENNINGTON | D | NORTH BENNINGTON | D |
| BRATTLEBORO | F | POWNAI | E |
| LONDONBERRY | E | RUTLAND | F |
| MANCHESTER | E | SHAFTSBURY | E |
| MANCHESTER CENTER | E | W. DOVER | E |

MASS. POINTS & ZONE LIST

| POINTS | ZONE | POINTS | ZONE |
|-------------------------|-------------|---------------------|-------------|
| ADAMS | E | LANESBORO | D |
| DALTON | D | LEE | E |
| GREAT BARRINGTON | E | LENOX | E |
| PITTSFIELD | D | SPRINGFIELD | F |
| NORTH ADAMS | E | WILLIAMSTOWN | D |



**POINTS OUTSIDE OF ZONE TARIFF
(INCLUDES POINTS LISTED AS "*" IN ZONE TARIFF)**

| POINTS | RATE | | POINTS | RATE | |
|----------------|------|---------|------------------|------|---------|
| | VAN | TRUCK** | | VAN | TRUCK** |
| BINGHAMTON | 350 | 438 | NEWARK, NJ | 438 | 525 |
| BOSTON | 466 | 554 | NEW YORK CITY | 466 | 554 |
| BUFFALO | 700 | 788 | PHILADELPHIA, PA | 583 | 671 |
| BURLINGTON, VT | 408 | 496 | PLATTSBURGH | 350 | 440 |
| CHAMPLAIN | 438 | 525 | ONEONA | 205 | 263 |
| CHAZY | 438 | 525 | ROCHESTER | 525 | 613 |
| CLINTON MILLS | 466 | 554 | ROUSES POINT | 419 | 498 |
| ESSEX | 350 | 440 | SARANAC | 350 | 440 |
| HARTFORD, CT | 329 | 408 | SYRACUSE | 350 | 440 |
| JFK AIRPORT | 466 | 554 | WEST CHAZY | 438 | 525 |
| MALONE | 496 | 583 | WEST HURLEY | 205 | 263 |
| MORRISONVILLE | 350 | 440 | | | |

** Truck – refers to a Straight Truck up to 24'

** Above rates are to and from our terminal. Additional charge for PU & Del.

| | |
|--------------------------------|------------------------|
| After Hours Surcharge: | |
| M – F after 17:00 & Saturdays: | Add 25% to above rates |
| Sundays & Holidays: | Add 50% to above rates |

HOT SHOTS
RATE PER MILE FOR ALL POINTS OVER 200 MILES FROM ALB

| VEHICLE TYPE | RATE PER MILE (M – F, 8 – 17:00) | RATE PER MILE (M – F, 17:01 – 07:59) (Sat, 00:00 – 16:59) | RATE PER MILE (Sun, Holiday) (Sat, 17:00 +) |
|---|--|--|--|
| CAR | 1.75 | 2.01 | 2.23 |
| VAN | 1.96 | 2.17 | 2.39 |
| STRAIGHT TRUCK | 2.60 | 2.81 | 3.02 |
| TRAILER | CALL FOR SPOT QUOTE | | |
| (Mileage is based on PC Miler Practical Miles from our terminal, to pick up, to destination) | | | |