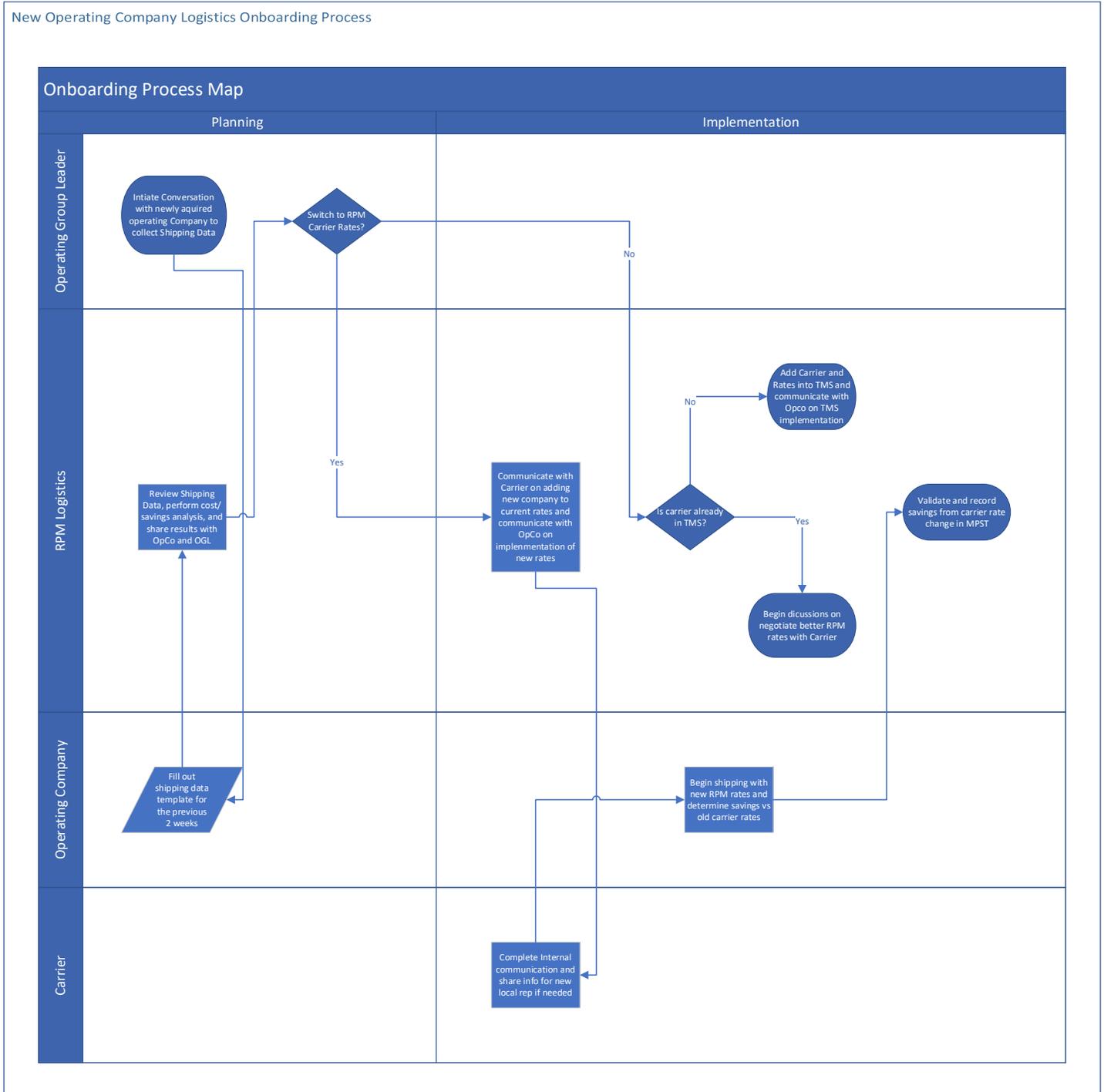


New Operating Company Logistics Onboarding Process

This policy covers how to align new acquisitions with RPM Logistics for onboarding purposes.

General Process Flow:



Information Required:

In order to make an accurate comparison of shipping rates, new acquisitions must provide at least 2 weeks of actual shipping data. Must be enough data to include multiple shipments from all carriers the acquisition company plans to continue using. Operating Group Leader will be responsible for requesting shipping data.

Data must include:

- Ship Date
- Shipping Origin (City, State, Zip)
- Shipping Destination (City, State, Zip)
- Shipping mode (LTL, TL, etc.)
- Freight Class
- Any Accessorials required for each shipment
- Weight
- Number of Pallets
- Cost

The template below should be used to collect data:

Ship Date	Shipping Origin			Shipping Destination			Mode	Class	Accessorials	Weight (Lbs)	Skids	Carrier	Cost (\$)
	City	State/Province	Postal Code	City	State/Province	Postal Code							

Comparing Rates:

MercuryGate's Rate Shop tool will be used as the comparison tool. RPM Data Lead will be responsible for using shipping data to compare rates and perform cost/savings analysis.

In the rate shoppe, the shipping data will be used to fill out the following fields highlighted in yellow:

The fields needing to be entered are Origin (At least Zip Code is needed), Destination, Mode, and Weight. Equipment Type and Freight Class are optional but allow for more accurate rate if provided. Use multiple data points in different shipping lanes from each carrier.

Once submitted, the inquiry will return RPM's current carriers and costs for the shipment examples provided.

Compare the acquisition's specific carrier rates vs the same carrier with RPM rates if applicable as well as versus the 5 lowest RPM rates across all carriers.

Based on rate comparison, RPM logistics will either help new acquisition switch to RPM rates/carriers and activate their usage in the TMS or will work towards adding new carriers/rates into TMS for the new company.