

## ROCK-TRED's Winter Shipping Policy

During the winter season we will schedule outbound shipments so that ROCK-TRED products do not sit in any unheated truck/distribution terminals over weekends or holidays. Since most terminals are unheated allowing products to sit in them over a weekend increases the likelihood of the material freezing. We try to prevent our products from freezing during transit using the following strategies.

- 1) We do not ship product out on Thursday to destinations farther than one transit day and we do not ship any product out on Friday unless it can be delivered on Saturday. We know how many days a shipment should take to get to any destination in the US or Canada from our Waukegan, IL plant. Most western states such as California, Arizona, New Mexico, Washington and Utah are three day points so those shipments can only leave on a Monday or Tuesday. Central states from Montana to Colorado, southern states from Texas to Florida and eastern states from New England to Georgia are almost all two day points and can leave on a Monday, Tuesday or Wednesday. States that border Illinois and those states with large sections within a few hundred miles of Waukegan such as Iowa, Minnesota and Ohio are one day ship points and can leave Monday through Thursday. For more details on transit times visit <https://www.fedexfreight.fedex.com/servicemaps.jsp> and enter ROCK-TRED's 60085 zip code as the shipment's origin.
- 2) ROCK-TRED will automatically request "freeze protection" for all shipments leaving our plant for a cold weather destination where the temperatures are below freezing. This will result in a minor FED EX surcharge per shipment, but decreases the likelihood of product freezing in transit. Freeze protection is normally not added to shipments heading to southern and warmer states.
- 3) ROCK-TRED will not override FED EX's decisions to not pick up freezable product without express consent of our customer. When temperatures drop into the low 20's or teens, FED EX will issue a restriction on picking up freezable products to limit their own liability. If a shipment is due to ship on a day that a shipping freezable goods restriction has been ordered ROCK-TRED will contact our customer and give them the option to not ship or to proceed with the shipment, but only if the customer agrees to assume liability should the material freeze.
- 4) ROCK-TRED typically will not use cost saving shippers like FED EX Economy or Road Runner in the winter unless shipments are going south. Most cost saving shippers have longer transit times than FED EX Priority which also can lead to product freezing in transit.
- 5) As a last resort, there is an option to ship on heated trucks. This option has been explored many times and with many different carriers. The cost has always been excessive and so historically has not been a cost effective alternative, but is available on an as needed basis. Please contact ROCK-TRED if a quote for this service is needed.

Please keep in mind that RUSH orders are more difficult to accommodate during the winter. Always allow extra lead time on orders placed during the winter months.