



Johnston Boiler Company
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MARKETING & SALES BULLETIN

Sales Release: #147

Date: February 17, 2015

Subject: Customer Arranged Shipments

Dear Sales Representatives:

Johnston Boiler works hard to insure that shipment of our equipment is properly permitted, protected, and reasonably priced. Part of this effort involves coordination with manufacturing as well as freight carriers to insure that shipments are synchronized with production timelines.

We often we receive requests for customer arranged shipment; allowing this introduces challenges in several areas:

- In general, with customer arranged shipments, proper coordination between manufacturing and arrival of the freight carrier is lost causing production delays
- On larger boilers, problems with permitting occur causing unnecessary delays
- Frequently the wrong size or type of truck arrives requiring the shipment to be rescheduled for pick-up, this often causes the freight forwarder to revise their price upwards as well

For these, as well as other reasons, Johnston Boiler Company requests that you authorize us to coordinate all domestic shipments involving dedicated trucking. If however outside sourcing of shipments are required we are establishing the following cost add to cover our expenses as it relates to customer arranged shipping.

For Customer Arranged Shipments
Net cost add per boiler: \$1,200.00 Net

Note: Price covers the additional labor involved in rigging the equipment onto the truck, and the added labor in our shipping department to coordinate with outside transporters

Best Regards;

Thomas L. Parker
National Sales Manager
Johnston Boiler Company