

**THE BON♦TON STORES, INC.**

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BON-TON BERGNER'S BOSTON STORE CARSON PIRIE SCOTT ELDER-BEERMAN HERBERGER'S YOUNKERS

**CARRIER QUALIFICATION  
CRITERIA  
(TRUCKLOAD)**

Updated: June 12, 2009

# THE BON ♦ TON STORES

## *Qualification Criteria for Truckload Carriers*

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- **INSURANCE AND SAFETY**

- ◆ Satisfactory DOT rating
- ◆ Minimum cargo insurance \$250,000
- ◆ Minimum general liability insurance of \$1,000,000
- ◆ Smartway certification preferred (though not required)

- **EQUIPMENT / DRIVERS**

- ◆ Minimum 150 Tractors
- ◆ Minimum 350 Trailers (85% or better must be 53 ft. trailers)
- ◆ Satellite tracking
- ◆ Majority of freight must move via owned tractors, trailers and driver employees
- ◆ If utilizing owner operators they must be capable of dropping trailers
- ◆ Commit to moving freight for Bon-Ton solely on 53-foot trailers

- **CONTRACTS AND FINANCES**

- ◆ Profitable
- ◆ Agree to Standard Contract
- ◆ Current experience in hauling for retailers (e.g., Macy's, J.C. Penney's, Bed, Bath and Beyond, etc.)
- ◆ PC Miler v.21.1 (practical route)
- ◆ All rates (including point to point rates) must be in a RPM (rate per mile) format
- ◆ Agree to our fuel surcharge structure
- ◆ Rates need to be for active lanes with equipment capacity (no paper rates)

- **TECHNOLOGY**

- ◆ EDI Capabilities – 214 EDI Document – minimum
- ◆ Prefer additional capabilities and experience with EDI 210
- ◆ Capable of receiving load tenders via e-mail
- ◆ Must update DLx Carrier with Shipment Statuses
- ◆ Successful testing and implementation of EDI must be completed with 10 days of first load accepted

- **OPERATIONS**

- ◆ Commit to and maintain a 85%+ Minimum Load Acceptance
- ◆ Load acceptance must equal or exceed 85% for the first 30 days

- ◆ No unauthorized diversion to rail or brokerage
  - ◆ Require drop trailers at Fairborn, Whitehall and Rockford
  - ◆ Commitment to pick-up and delivery at minimum of 95%
  - ◆ Accepted loads must be picked up on scheduled day
  - ◆ May not retract from accepted loads on or after scheduled pick-up date
  - ◆ Willingness to accept multi-stop loads (one to three stops)
  - ◆ Timely communication of pick-up and delivery problems
- **CLAIMS AND OS & D**
    - ◆ OS & D notification via e-mail
    - ◆ Timely Investigation and resolution of claims
- **DOCUMENTS REQUIRED**
    - ◆ Insurance certificate naming The Bon-Ton Stores as an insured certificate holder
    - ◆ Copy of all operating authorities and permits
    - ◆ Copy of U.S. D.O.T. Federal Motor Carrier Safety Administration Safety Rating
    - ◆ W-9 form
    - ◆ Completed Carrier Profile