

G U A R A N T E E D  
F R E I G H T P R O G R A M  
L I S T P R I C E S E F F E C T I V E  
F E B R U A R Y 1 2 0 2 4

GUARANTEED  
FREIGHT  
PROGRAM



2 0 2 4



## Shipping

This program offers the opportunity to provide a fixed freight cost at the time of order placement, a service that has typically proven to be very difficult to control. HBF has achieved this by negotiating preferential rates with various regional and national freight carriers.

### ALL YOU HAVE TO DO IS:

1. Determine the zone to which HBF products are to be shipped.
2. Use the table below to calculate your fixed freight cost as a percentage of the product list price.
  - For Seating: please calculate using the lowest published/base list price.
  - For Tables: please include upcharges for finishes such as solid surface or glass.
3. Please indicate on your purchase order "Guaranteed Freight Program".

### HBF WILL:

1. Select the carrier to be used.
  2. Include your pre-calculated fixed freight rate as a part of your invoice.
- Note: Invoicing for freight on this program will appear on the initial invoice for the order if the order is split-shipped. All subsequent invoicing for the order will be for product only.

### REMEMBER:

1. A minimum charge of \$100 Net per shipment will apply for all seating and occasional table orders.
2. A minimum charge of \$150 per shipment will apply for all conference and casegood products.
3. All merchandise will be shipped cartoned.
4. Charges will be for "NORMAL DELIVERY TO THE DOCK" only.
5. Product is shipped FOB Manufacturing, freight prepaid and added to your HBF invoice.
6. Title of goods changes when merchandise leaves HBF's dock. Any subsequent damage and all freight claims are the responsibility of the purchaser

## Zones

### Zone 1 - 3.0%

Delaware  
 District of Columbia Maryland  
 North Carolina  
 South Carolina  
 Virginia

### Zone 2 - 4.0%

Alabama  
 Connecticut  
 Florida  
 Georgia  
 Illinois  
 Indiana  
 Kentucky  
 Maine  
 Massachusetts  
 Michigan  
 Mississippi  
 New Hampshire  
 New Jersey  
 New York  
 Ohio

Pennsylvania  
 Rhode Island  
 Tennessee  
 Vermont  
 West Virginia  
 Wisconsin

### Zone 3 - 5.0%

Arkansas  
 Iowa  
 Kansas  
 Louisiana  
 Minnesota  
 Missouri  
 Nebraska  
 North Dakota  
 Oklahoma  
 South Dakota  
 Texas

### Zone 4 - 6.0%

Arizona  
 Colorado  
 Idaho  
 Montana  
 New Mexico  
 Utah  
 Wyoming

### Zone 5 - 7.0%

California  
 Nevada  
 Oregon  
 Washington

