



# S T A C K F A C T S

**May 2, 2003**  
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**RE: Pricing Guidelines – Bid Guidelines**

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Pacer Stacktrain is currently processing a large volume of pricing requests coming in as a Bid or Request for Proposal (RFP). The industry has become inundated with companies that claim to save customers money by constructing an elaborate bid environment. Above and beyond this type of solicitation, many companies are electing to run their own bid campaigns. As a result of the increased workload and relatively low return on many of these opportunities, Pacer Stacktrain would like to reiterate our Bid Guidelines AND inform our customer base that some of the decisions regarding participating in these opportunities will be based on complete and timely information being submitted up front.

With the above in mind, Pacer Stacktrain would like to reinforce that the most satisfactory overall Pacer Stacktrain commercial package can be achieved in the context of a letter of agreement OR individually negotiated terms and conditions with selected contract holders and the beneficial owner. In either of these cases, the contract holder has been selected on the value they bring to the beneficial owner, opening the path for a smooth commercial negotiation of the linehaul and other customer friendly services Pacer Stacktrain provides.

In the case of a bid, Pacer Stacktrain's general philosophy is to protect the incumbent contract holder(s) provided Pacer Stacktrain is a primary carrier in the lane(s) being bid. Pacer Stacktrain will review bid packages and may or may not participate based on the opportunities that the individual bid may present. Should Pacer Stacktrain choose to participate, rates will be offered with the following guidelines and stipulations in mind:

- 1) The presenting contract holder has provided the following information:
  - A) The full bid (RFP) package as presented to the contract holder, which should clearly indicate:
    - 1) The date the offer was extended to the contract holder.
    - 2) The date the package is due back to the beneficial owner (or bid outlet company).
    - 3) Actual origins and destinations of the business being offered.
    - 4) The date by which the beneficial owner will provide award information.
    - 5) The commodity(ies) being shipped by lane if different.
    - 6) Volume available by Origin/Destination lane pair.
    - 7) Period of time for which the rates are being requested.
    - 8) Container size needed.
    - 9) A contact name at the Beneficial Owner to resolve any questions.
- 2) EACH and EVERY presenting contract holder must also provide the following information:

- A) A spreadsheet detailing actual origin and destination INCLUDING preferred PACER STACKTRAIN ramp pairings for each actual origin and destination.
- B) The above spreadsheet should also include, by lane, the requested container size(s) as well as the available volume.
- C) The above spreadsheet should include commodity by lane pair IF different.
- D) A primary and secondary contact for further information (if needed) with the contract holder.

3) Pacer Stacktrain will make every effort to respond to bids (RFPs) in which they are going to participate within three business days of the due date to the Bid (RFP) solicitor, PROVIDED the information in 1) and 2) above was provided in a timely manner (at least 10 business days before the due date).

4) Unless otherwise noted in the specific bid response, rates will only be published upon a clearly written letter by the bid solicitor specifying the lanes and volume awarded and to which Contract Holder(s), provided such a letter is written within 60 days of the due date of the bid (RFP).

5) Unless otherwise noted in the specific bid response, rates will be considered subject to any Surcharges (including fuel and peak season) that Pacer Stacktrain has in effect on the date of shipment(s).

6) Unless otherwise noted in the specific bid response or agreed to in writing, Pacer Stacktrain reserves the right to withdraw or renegotiate any bid (RFP) that has not been awarded within 60 days of the bid (RFP) due date.

7) Pacer Stacktrain reserves the right to limit the number of contract holders who will be offered pricing. Incumbency in specific lanes may be considered. Completion and timeliness of items 1) and 2) above may become factors in this decision.

Thank you for your time and attention required to understand and adhere to these guidelines. Our overriding goal is to make the Pacer Stacktrain pricing team more productive so they will be able to respond in a timely and effective manner to all your pricing needs.

If you have any questions regarding this information please contact your Pacer Stacktrain Business Development or Pricing Representative.