



RELIABLE  
PERFORMANCE —  
WHEN YOU NEED IT.



SPOT QUOTE

GET FLEXIBILITY AND CONSISTENCY  
WITH SPOT QUOTE FROM  
CON-WAY FREIGHT

**Con-way**  
FREIGHT

Never Settle for Less.



## Shipping 5,000 pounds or more? Find shipping options fast with Spot Quote from Con-way Freight.

When the pressure is on, Con-way Freight can help you meet your customers' needs with flexible large volume shipping options that are just a click away. Use our online Spot Quote tool to get access to North America's largest single LTL network with more than 400 operating locations. And our reliable network is ready whenever you are to provide faster transit times and the dependability only Con-way Freight delivers.

Visit [www.con-way.com/freight/spotquote](http://www.con-way.com/freight/spotquote) now.

### → HERE'S HOW IT WORKS

Spot Quote requests can be made with our easy-to-use online tool. Follow the steps below when making your request online.

Register to enjoy the many advantages and time-saving benefits of customer-specific rating!

Step 1: Role and Payment Terms

Payment Terms:  Prepaid  Collect Discount Level:

Step 2: Pickup Information

Origin Postal Code:  (lookup) Effective Shipment Date: 07/25/2008

Special Services - Pickup:  Inside  LIFT Gate Service  Exhibition  Container Station

Step 3: Delivery Information

Destination Postal Code:  (lookup)

Special Services - Delivery:  Destination Notify  Inside  LIFT Gate Service  Holiday/Wknd  Residential  Mine/Govt  Exhibition  Construction/Util  Container Station

Step 4: Commodity Information

Commodity Class	Weight (Lbs)	HazMat	Excessive Length	Special Services
100		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Single Shipment (only shipment)
100		<input type="checkbox"/>	<input type="checkbox"/>	
100		<input type="checkbox"/>	<input type="checkbox"/>	
100		<input type="checkbox"/>	<input type="checkbox"/>	

Get Rates Clear

Get started by visiting [www.con-way.com/freight/spotquote](http://www.con-way.com/freight/spotquote). Online, you can register as a user to take advantage of time-saving pre-populated forms and other customer-specific options.

Request a Spot Quote page is now displayed onscreen. Complete the fields on the form and click "Get a Spot Quote." Receipt of your request will be confirmed by e-mail in minutes.

Customer-Specific Rate Quote

Step 1: Role and Payment Terms

ABC COMPANY My Role:  Shipper  Consignee  
Acct Postal Code: 72143 Payment Terms:  Prepaid  Collect

Step 2: Pickup Information

Origin Postal Code: 72143 (Acct Postal Code) Effective Shipment Date: 07/25/2008

Special Services - Pickup:  Inside  LIFT Gate Service  Exhibition  Container Station

Step 3: Delivery Information

Destination Postal Code:  (lookup)

Special Services - Delivery:  Destination Notify  Inside  LIFT Gate Service  Holiday/Wknd  Residential  Mine/Govt  Exhibition  Construction/Util  Container Station

Step 4: Commodity Information

Commodity Class	Weight (Lbs)	HazMat	Excessive Length	Special Services
100		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Single Shipment (only shipment)
100		<input type="checkbox"/>	<input type="checkbox"/>	
100		<input type="checkbox"/>	<input type="checkbox"/>	
100		<input type="checkbox"/>	<input type="checkbox"/>	

Get Rates Clear

Next, enter your shipment information in the provided fields, then click on the "Get Rates" button. Shipments over 5,000 pounds will launch a text box stating that your shipment qualifies for a Spot Quote. Click "OK."

Spot Quote for High Volume Shipments

Customer Specific Rate Quote for ABC Company  
Shipper Acct. Code: ABC1234 (Account# 123456789)

Step 1: Review Rate Quote

Commodity Class	Weight (Lbs)	HazMat	Excessive Length	Special Services	Charge
100	5,000	<input type="checkbox"/>	<input type="checkbox"/>		6,666.50
100	5,000	<input type="checkbox"/>	<input type="checkbox"/>		6,666.50
Your Con-way Freight 40.0% discount saves you					-2,995.43
Special Services and Added Charges					1,409.52
Special Services and Added Charge Sub-Total					1,409.52
Rate Quote as of 7/25/2008 12:08 PM ET					16,079.98

Rate Quote confirmation number: 993425963785656 3 days transit time

Step 2: Next Steps

Schedule a Pickup Request:  Guarantee this shipment to be on-time in 3 days for an additional \$723.21, a total of \$6,892.80

Submit a BOL (optional Pickup Request):  See recalculated quote:

Rate another shipment:  Schedule a Pickup Request with Guarantee:

Rate a different location:  Submit a BOL (optional Pickup Request) with Guarantee:

After clicking OK, the screen will display standard LTL rates for your shipments. You can see your lowest rate by clicking "Spot Quote for High Volume Shipments" under Step 2 of this screen.

Request a Spot Quote page is now displayed onscreen. Complete the fields on the form and click "Get a Spot Quote." Receipt of your request will be confirmed by e-mail in minutes.

Request a Spot Quote

Con-way Freight offers special negotiated pricing for shipments 5,000 lbs or greater based on trailer capacity in specific lanes. The quotes are based on capacity at the time of the quote and will be honored for a limited time period (generally 2 business days).

We hope you take advantage of this opportunity to reduce your shipment costs! Please complete the following form and we will contact you within the hour. (8:00am - 5:00pm local time, Monday - Friday)

Shipper: ABC Company Name: John Smith  
State: USA Postal Code: 12345 State: ME Postal Code: 04101

Class	Weight (Lbs)	Units to Handle	Type of Handling Unit	Dimensions (Inches)	Stackable?	Commodity Description
100	5000	Not selected		Length Width Height	<input type="radio"/> Yes <input checked="" type="radio"/> No	

Contact Information

Your Contact Name: John Smith  
Company Name: ABC Company  
E-mail: JohnSmith@abccompany.com  
Phone: US/Canada (503) 450-680 Ext:   
FAX (optional): US/Canada ( )   
Competitive/Market Charges (optional):   
Comments:

That's it! Once you've gone to [www.con-way.com/freight/spotquote](http://www.con-way.com/freight/spotquote) and submitted your request, a Con-way Freight representative will contact you.



For fast, reliable rate quotes every time check out Spot Quote from Con-way Freight.

Call your local service center or visit [www.con-way.com/freight/spotquote](http://www.con-way.com/freight/spotquote) to get started today.



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[www.con-way.com](http://www.con-way.com)