

## UNDERSTANDING CUBE

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### **At the end of the day all transportation companies need to sell based on the space used and weight of your shipment**

Whether you're shipping an intermodal container from Toronto to Calgary or 10 skids by road from Montreal to Vancouver, your shipment is moving in a "box" of some kind that has both a weight and size restriction. To simplify things, if you are shipping a commodity like steel, we give you a preferred rate per pound to compensate you for taking less space in the "box" than other normal freight. Normal freight in this case, is based on 15 pounds per cubic foot... an industry standard. The density of the freight (the pounds per cubic foot) is a critical part of coming up with the rate you pay for your shipment.

### **We price your freight in a fair and precise manner to all points in Canada**

The opposite end of the spectrum occurs when you ship something like pillows. In this example, if we had a trailer load of pillows we would use up all the space in the trailer and still be nowhere near the weight restriction. For that reason your shipment becomes "subject to cube". If it takes twice the space as normal freight, you need to be charged twice the rate per pound such that you are charged appropriately for the excess space that your shipment takes. This calculation determines your dimensional weight and that is how you are charged. Again it is an industry standard.

### **We aim for 100% utilization of our LTL consolidations to give you competitive pricing**

At Fastfrate, in order to give our customers the best value, we plan our loads to maximize the pay load of each container or trailer to achieve the best overall cost per pound/per mile. By mixing the different kinds of commodities in a consolidated load of LTL freight, we offset dense cargo with lighter freight. Our customers' rates are equalized by the space and weight of the shipment in question. It is a fair and scientific way to price your freight of all kinds.

If you have further questions please ask your Fastfrate representative for further information.