

AAON Inc. Rooftop Freight Rates

Effective September 13, 2021

Note: Dedicated shipments require the "Trailer Load" rate no matter how small the quantity of units shipped

STATE	Units							Curbs			
	Less than a truckload - Flatbed					Trailer Load (to 100" width or less) (each narrow load)	Over-Sized Loads: RN-E, RZ, LZ, LN	RQ, RN A, RN-B, RN-C SB, HW	RN SB D	RN KD	RL KD
	RQ	A Cabinet	B Cabinet	C Cabinet	D Cabinet, RNA Cabinet Horizontal						
AL	458	909	1044	1178	1858	2516	3615				
AZ	539	1077	1212	1716	3076	4420	6957				
AR	337	674	841	976	1110	1356	2259				
CA	740	1482	2053	2424	3770	6130	10354				
CO	458	909	1044	1313	2222	3454	4776				
CT	674	1380	1515	1953	3164	5001	7872				
DC	539	1110	1246	1548	2592	3904	6646				
DE	539	1110	1246	1616	2995	4356	7420				
NW FL	639	1246	1380	1414	2323	3420	5227				
NE FL	674	1313	1447	1583	2766	4484	7549				
FL	674	1380	1515	2154	3063	5452	8748				
GA	458	909	1044	1212	2255	3066	4710				
ID	740	1482	1482	2323	3299	5582	9291				
IL	458	909	1044	1145	1548	2064	3240				
IN	471	943	1077	1178	1751	2292	3549				
IA	458	909	1044	1145	1716	2097	3260				
KS	337	674	808	841	1110	1656	2760				
KY	458	909	1044	1178	1918	2130	3711				
LA	431	876	1009	1145	1447	2195	3291				
ME	841	1649	1784	2356	3501	5968	9774				
MD	539	1110	1246	1616	2995	3613	6291				
MA	841	1649	1784	2154	3231	5388	8968				
MI	458	909	1044	1447	2356	3065	4775				
MN	458	909	1044	1212	2356	3066	4645				
MS	458	909	1044	1178	1616	2065	3613				
MO	337	674	808	976	1246	1614	2662				
MT	740	1482	1683	2154	4039	5744	9614				
NE	458	909	1044	1178	1548	2000	3323				
NV	740	1482	1852	2323	3838	6000	9678				
NH	841	1683	1817	2187	3871	5582	9164				
NJ	674	1380	1515	1716	3164	4356	7420				
NM	539	1145	1246	1414	2356	3711	6582				
NY	768	1548	1683	1918	3433	5244	10350				
NC	674	1380	1515	1548	2894	3600	5744				
ND	841	1683	1817	1616	3097	4130	6710				

Freight Pre-Pay & Add

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	RQ	A Cabinet	B Cabinet	C Cabinet	D Cabinet, RNA Cabinet Horizontal						
OH	606	1212	1313	1583	2356	2808	4581	Freight Pre-Pay & Add			
OK	269	572	639	775	943	1227	1775				
OR	984	1986	2121	2457	4241	6678	11040				
PA	674	1380	1515	1616	2894	3840	6540				
RI	888	1784	1918	2053	3501	5291	8582				
SC	674	1380	1515	1414	2524	3324	5808				
SD	740	1482	1482	1447	2424	3549	5420				
W TN	438	841	1044	1178	1313	1614	2388				
TN	458	909	1044	1178	1751	2678	4034				
NE TX	505	1009	1044	1110	1515	1380	2517				
TX	505	1009	1044	1110	1751	2808	4193				
UT	901	1817	1852	1918	3299	4743	8194				
VT	841	1683	1784	1918	3468	5130	8807				
VA	674	1380	1515	1649	2962	3936	6130				
WA	1009	1986	2121	2457	4308	6646	11730				
WV	674	1380	1515	1649	2424	3291	5130				
WI	572	1110	1246	1313	1953	2549	4194				
WY	740	1447	1583	2087	3097	4452	6969				

Tulsa – WH/WV Series WSHP Freight Rates

General

AAON will use the same Freight Table currently in use for the Rooftop Units, to determine the rate for the WH/WV Series water-source heat pump units at Full Trailer Loads - minus a 15% discount. See Freight Rate Usage for single unit shipments.

Small packaged water-source heat pump units shipped via LTL can be damaged during transit. AAON will be utilizing heavy duty packaging for LTL water-source heat pump shipments to help ensure protection of the unit in transit. Heavy duty packaging is only available for LTL shipments. Option includes a cardboard shell with internal foaming and banded to the pallet. The cost of this packaging is ~\$150 per unit. Proceed at your own risk of freight damage if removing this option from an LTL water-source heat pump shipment!

Freight Rate Usage

For a Full Trailer Load the price will be the same as our Rooftop Freight Rate Full Trailer Load multiplied by .85 (a 15% discount).

LTL - Per Unit Shipment Rates		
# of Units	Horizontal Unit	Vertical Unit
1	\$130	\$160
2-6	\$120	\$150
7-15	\$90	\$120
16-24	\$70	\$100
25+	Full Trailer Load *	

**Contact Shipping with questions or if shipping multiple orders to the same location (shipping1@aaon.com)*

Freight Claims

To minimize freight claims and damages, AAON will be utilizing different methods of Shipping including Flatbed Trailers and Dry Vans. The Dry Vans will be straight shot deliveries with no cross-docking. They could be single or multiple stops depending on the size of the orders.

We will utilize LTL Carriers only when there is no other option available. This is to avoid damages and cross-docking.

If AAON sets up the shipment, and there is damage, AAON will assist in the Freight Claim Process. However, the claim will still be between the Customer and the Truck Line.

All 3rd Party shipments will be solely between the Customer and the Truck Line. AAON will not get involved.

All damages must be reported to AAON. **ALL UNITS MUST BE INSPECTED UPON DELIVERY AND ANY DAMAGE MUST BE NOTATED ON THE BOL WHEN SIGNING FOR THE UNITS. DO NOT REFUSE ANY SHIPMENT WITHOUT FIRST CONTACTING AAON.** From this point, AAON will advise on the decision if the units are to be brought back to AAON.

All units are shrink-wrapped in blue wrap. If a unit shows up with any other color wrap, the unit has been opened and it should be thoroughly checked for damage which necessitated re-wrapping.

Notice

These rates are subject to change at any time.

All other AAON Shipping Policies are in effect unless otherwise stated.

WH/WV Promotions

AAON will pay the shipping for orders placed of 25 or more WH/WV units. The complete order must ship out together.

WSHP Full Trailer Load Capacity

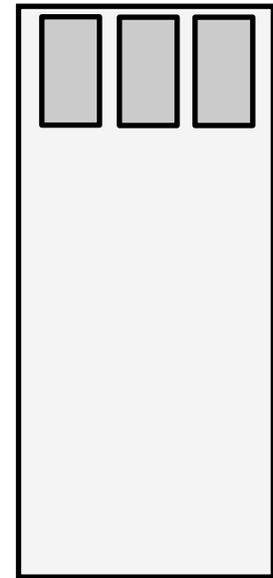
The full trailer load unit quantities are as follows for similar equipment. Contact shipping department about the larger WH/WV F Cabinet (72 & 96) and G Cabinet (120-150) sizes.



Trailer A



Trailer B



Trailer C

NOTE: 53' trailer must be used for illustrations above.

Horizontal cabinets are stackable: WSHP WH Series can be stacked three high.

Trailer A		Trailer B		Trailer C	
Style	Estimated QTY	Style	Estimated QTY	Style	Estimated QTY
WHA Cabinet – Options	102	WHA Cabinet – Standard	192	WHB Cabinet – Standard	117
WHB Cabinet – Options	84			WHC Cabinet – Standard	117
WHC Cabinet – Options	84			WHD Cabinet – Standard	90
WHD Cabinet – Options	72			WHE Cabinet – Standard	90
WHE Cabinet – Options	72			WV - Units	51

	Dimensions with Pallet			
	Standard			Options
	H	L	W	W
WHA	16 ¾	38 ¾	24 ½	36 ½
WHB	23 ⅛	47 ¾	30 ½	42 ½
WHC	23 ⅛	47 ¾	30 ½	42 ½
WHD	27 ⅛	59 ¾	32 ½	44 ½
WHE	27 ⅛	59 ¾	32 ½	49 ½
WV	Cabinet Size Dependent	36	32 ½	32 ½

Longview Freight Rate Instructions

Applies to Coils, CB & CF Series condensing units, LF Series chillers, SA & SB Series units, and F1, M2 & H3/V3 Series air handling units shipping from AAON Coil Products, Inc., Longview, TX 75602

The Program

For Buy/Resell Orders - AAON will add the actual freight charges when the order ships - before invoicing – the freight charges will not show on the order acknowledgement.

For Orders Taken in AAON – Longview's Name (Commission Orders) – AAON will pull the budgeted freight dollar amount from the order/commission, and place it on the order as an "estimated" freight dollar figure – the freight cost will show on the order acknowledgement. When the order ships, AAON will adjust that estimated freight dollar figure to actual charges, and will also adjust the commission so that the total matches the customer's purchase order. If there appears to be an issue with the total P.O. amount (equipment, freight, commissions) AAON will contact you for a revision.

How to Estimate Freight

Flatbed Trailer

First determine whether the load needs a flatbed trailer. If the height of the crated unit is over 100" or if the width of the crated unit is over 92", it must be shipped via flatbed trailer. Also if the total crated length of all units in the shipment is greater than 12ft, it must be shipped via flatbed trailer. H3-A can be stacked on top of an H3-A. H3-B can be stacked on top of an H3-B.

M2 Series and SA Series are always shipped on a flatbed trailer.

CF sizes 26, 31, 40, 50, 60, and 70 are always shipped on a flatbed trailer.

V3-E with electric heat ships on a flatbed trailer, but can ship on LTL if shipping split. The electric heater causes the unit to exceed the 100" height limitation.

V3-C with new electric heat must be ship split to go on LTL.

If the shipment must ship via flatbed trailer, contact KODIS shipping to obtain a shipping quote:

Email: AAON@KODISUSA.com

Phone: (216) 394-0192

eShipping

For shipments that are less than a truckload (LTL), typically any load using less than fifteen feet of a trailer, access eShipping Exchange's website at <https://mytms.eshipmanager.com/login> Log into their shipping manager software with the following login:

Username: aaoncustomer@aaon.com

Password: aaoncoil

Once logged on, you can obtain a quote through the Quick Quote link for only one item and through the Quote tab at the top for multiple items. When using the Quick Quote, the freight class for a unit is 200 and for a coil is 85. The instructions below are for the Quote tab for more than one item.

To obtain a quote through the Quote tab, click Quote at the top of the page and enter the following information:

- 1) Origin Postal Code: this will always be 75602 when shipping from Longview, TX
- 2) Destination Postal Code
- 3) If any Accessorial requests (options below are needed at the destination, for example a lift gate, select the option boxes below the destination postal code. The origin option boxes can be left blank. If any boxes were checked, this information must also be communicated in order entry.
- 4) Product Information Description – Use H3-C or a tag number (this description will not affect the price of the quote)
- 5) QTY – if more than one identical unit, you can enter the number of identical units here
- 6) Package Type – Pallets
- 7) Class – 200 for units, 85 for coils

- 8) Weight and Dimensions: Use the table below to determine the dimensions and weights that must be added to the AAON ECat unit values in order to get the correct weight dimensions for the quote.
- 9) Click Add New Unit to add the next line
- 10) Click on the Get Quote button and it will provide you with several options to choose from depending on the cost or transit time required for the job. If there is a specific carrier or transit time requirement for your job, please specify that when submitting your job.

All quotes received are just budgetary quotes and are subject to change depending on carrier availability, fuel cost, and actual product dimensions and weights at the time of shipment.

Shipment history can also be obtained from the eShipping software. From the home screen you can select the Analyze link. This link will take you to the Shipment History page. Under Filter Shipments, type the DSO number and then enter. This should pull up the shipping details of your shipment if it was shipped through eShipping.

To determine the freight costs for shipping units, you must determine the length, width, height, and weight of the units to be shipped. Crating size and weight must be added to the unit specific values provided in the AAON ECat drawings. Use the table below to determine the shipping values.

Crating Values To Be Added To AAON ECat Unit Values				
	Add to Length (inches)	Add to Width (inches)	Add to Height (inches)	Add to Weight (lbs)
H3 Series				
A/B Cabinet	8	8	8	250
C/D Cabinet	8	8	8	400
E Cabinet	8	8	8	500
V3 Series				
A/B Cabinet	8	8	n/a	250
C/D Cabinet	8	8	n/a	350
E Cabinet	8	8	n/a	450
SB Series	If Shipping Option F21 = 0 (One Piece Unit) – Add the values below to the SB unit. If Shipping Option F21 = A (Two Piece Unit) – Add the values below to each piece of the SB unit.			
003 - 005	8	8	n/a	250
006 - 018	8	8	n/a	350
LF Series	All sizes of LF Series must ship on flatbed unless: Shipping Option F16 = B Crating – Use values below if crating is selected.			
4-7 & 9 ton	8	8	n/a	250
8 & 10-13 ton	8	8	n/a	300
14-17, 22, 24 ton	8	8	n/a	500
21 & 26-55 ton	No crating option – must ship on flatbed Contact KODIS for freight quote. Email: AAON@KODISUSA.com Phone: (216) 394 0192			
CF Series	If Shipping Option F17 = A (Crating) - Add the values below to the CF unit. If Shipping Option F17 = 0 (Standard) – No adjustments to the dimensions are needed unless the equipment is ordered with an external disconnect. In which case, add the depth of the disconnect, including handle, to the width of the equipment.			
2-7 ton	9	12	11	250
9-15 ton	12	11	10	300
16-25 & 30 ton	10	10	10	500
26 & 31-70 ton	No crating – must ship on flatbed Contact KODIS for freight quote. Email: AAON@KODISUSA.com Phone: (216) 394 0192			
M2 Series & SA Series	Contact KODIS for freight quote. Email: AAON@KODISUSA.com Phone: (216) 394 0192			
CB Series	2	2	2	none

The rate estimate, including fuel surcharge, is based on the shipment information provided at the time of the quote. Final shipment charges will be determined at the time of shipment, by actual shipment characteristics, and any additional services provided.

3rd Party Freight Shipments

If you choose to ship equipment via 3rd party freight, select "Third Party" under the Shipping Info. tab of the Order Information screen in AAON ECat. Note that the "Manual Entry" box used for AAON Shipping will change to "3rd Party Freight Fee". This fee is applied to your order for the processing and handling of orders with 3rd party carriers.

For LTL shipments, a flat \$40 fee will be applied and shall be entered into the "3rd Party Freight Fee" box of AAON ECat. For shipments requiring a full truck, a flat fee of \$400 will be applied and shall be entered into the "3rd Party Freight Fee" box of AAON ECat.