

Freight Rates: Shipping Weeks October 1, 2012 – September 23, 2013 (W40–W39)

70% of Ecke Unrooted cuttings are delivered by temperature controlled truck. Why not experience what others already know about the advantages of Ecke trucking?



Ecke trucking benefits you by:

- Reducing your freight cost
- DELIVERY ON SUNDAY, MONDAY OR TUESDAY MORNING
- Real-time, web-based truck tracking
- Weekly email notifications on the status of the truck
- Proven reliable delivery, constant temperature = best quality
- Minimum delays for cold weather and no more losses to freeze or heat losses.

Conditions:

- Participation in the Ecke Truck Program requires the customer provide 24-hour access to deliver the product to the customer's dock and coolers
- Truck program dates are from weeks 50–10
- Fuel surcharge is included
- Cuttings must be planted within 24 hours after receipt of shipment.

Call an Ecke Customer Service Representative at (760) 944-4038 for delivery outside of the Unrooted trucking zone and for more details about participation in the trucking program.

REFRIGERATED TRUCK PROGRAM

Unrooted Cuttings

1 tray = 100 cuttings WK50–WK10

■ **AL, CT, GA, IA, IL, IN, MD, MI, MO, NC, NJ, NY, OH, PA, TN, TX and WV**

- **\$2.30** per Unrooted tray
- 540 trays (approx. 22 boxes) per customer minimum load
- 24 Unrooted trays (average) = 1 box
- 5,400 trays (approx. 225 boxes) to schedule a truck

■ **Within Florida State**

- **\$2.30** per Unrooted tray
- 480 trays (approx. 20 boxes) per customer minimum load
- 24 Unrooted trays (average) = 1 box
- 1,000 trays (approx. 42 boxes) to schedule a truck

■ **West Coast: California**

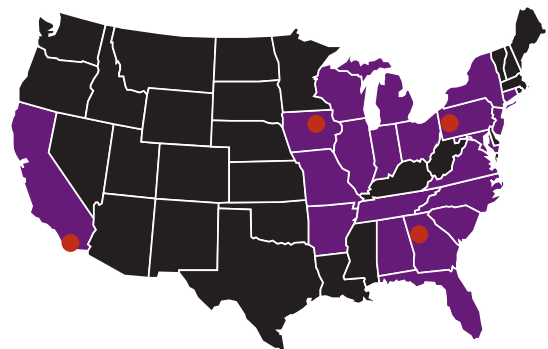
- **\$2.30** per Unrooted tray
- 540 trays (approx. 22 boxes) per customer minimum load
- 24 Unrooted trays (average) = 1 box
- 5,400 trays (approx. 225 boxes) to schedule a truck

ES78 Cuttings

1 tray = 78 cuttings WK50–WK10

■ **AL, AR, CA, CT, FL, GA, IA, IL, IN, MD, MI, MO, NC, NJ, NY, OH, PA, SC, TN, VA and WI**

- **\$7.80** per ES78 tray (included in landed ES78 price)
- 120 trays (approx. 10 boxes) per customer minimum load
- 1404 trays (approx. 117 boxes) to schedule a truck
- Orders may also be picked up at one of our cross dock facilities (●): Ecke Connellsville (PA), Ecke McDonough (GA), Plantpeddler (IA) or First Step (SoCal); or shipped by FedEx/UPS at an additional charge



Rooted Cuttings

1 tray = 100 cuttings

WK50–W10

From FIRST STEP GREENHOUSES, TEMECULA, CA location to: CA



Cutting Type	Delivery Service	Per Tray
Rooted	Growers' climate-controlled truck	\$3.00

- \$75 minimum charge
- Rooted: 3 trays per box

Cutting Type	Delivery Service	Per Tray
Rooted	On Trac (not climate controlled)	\$ 7.00
Rooted-72	On Trac (not climate controlled)	\$12.00

- \$21 minimum charge (Rooted); \$30 minimum charge (Rooted-72)
- Rooted and Rooted-72: 3 trays per box
- Not available in all zip codes

PARCEL EXPRESS (UPS/FEDEX) RATES

Unrooted, Rooted & ES78 Cuttings

1 tray = 100 cuttings (78 for ES78)

WK40–WK39

Continental U.S. Destinations

From Mexico & U.S.

Cutting Types	Trays	Min.	Next Day Morning	Next Day Afternoon	2nd Day Delivery
Unrooted	1+	\$45.00	\$2.30	\$2.30	N/A
ES78	1+	\$222.00	\$18.50	N/A	N/A
Rooted	1+	\$42.00	\$20.00	\$18.00	\$14.00
Rooted-72	1+	\$42.00	\$20.00	\$18.00	\$14.00

Canada Destinations

From Mexico & U.S.

Cutting Types	Trays	Min.	Next Day Morning
Unrooted	1+	\$48.00	\$2.50
ES78	1+	\$225.00	\$18.75
Rooted	1+	\$50.00	\$20.00

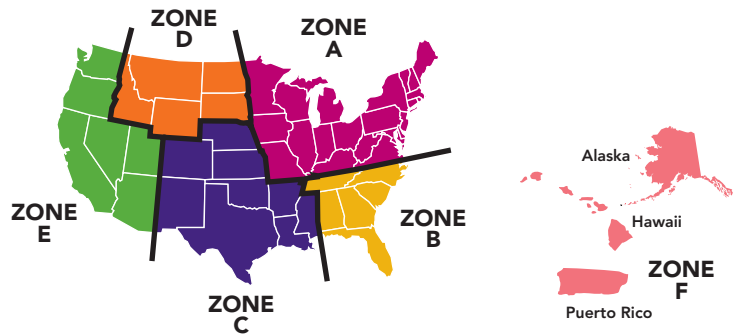
- Rates do not apply for shipments to Hawaii, Alaska or Puerto Rico.
- The customer is responsible to pay for the duties and taxes for Canadian shipments
- Fuel surcharge is included
- 24 Unrooted (average) trays = 1 box
12 ES78 trays = 1 box
3 Rooted trays = 1 box
- Cuttings must be planted within 24 hours after receipt
- Track your order online at:
<http://www.ecke.com/EckeTraffic/login.aspx>

AIR FREIGHT RATES

Rooted Only

1 tray = 100 cuttings*

WK40–WK39



Zone	Legend	Cutting Types	Cost Per Tray	Minimum
Zone A		Rooted	\$14.00	\$120.00
Zone B		Rooted	\$14.00	\$120.00
Zone C		Rooted	\$14.00	\$120.00
Zone D		Rooted	\$14.00	\$120.00
Zone E		Rooted	\$14.00	\$120.00
Zone F		Rooted	\$24.00	\$190.00

- For air freight rates to Canada, please contact Ecke Customer Service at (760) 753-1134
- We advise our customers not to ship Unrooted cuttings by air. If this option is chosen anyway, a quote must be obtained by calling Ecke Customer Service. Ecke is not responsible for flight delays or box heating in the airline warehouse. There is no delivery service from the airport to the customer. It is the customer's responsibility to coordinate with the airline for shipment pickup.
- Air freight claims must be made by notifying Ecke Customer Service within 48 hours after receiving the product. In addition, written intent to claim to the airline must be filed within eight (8) days after receiving the product.
- Fuel surcharge is included
- For International shipments to Europe, Asia and Africa, please ask for a quote to: traffic@eckeranch.com.

*Rooted Gazanias are sold in trays of 72 cuttings.