



National Motor Freight Traffic Association
2200 Mill Road, Alexandria, VA 22314

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National Motor Freight Traffic Association
www.nmfta.org

Classification Matters

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for participants in the *National Motor Freight Classification*

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NMFTA Offers NMFC Classification Data Files

NMFTA is offering the data files comprising the NMFC NMF 100-AF. The Classification Data files are provided on CD-Rom in ASCII text format so it can be easily imported to a variety of databases.

An annual subscription to the Rules and Packaging Data (rules, packaging provisions and participant list) is available to:

- NMFC participants for \$3000, including updates
- NMFC non-participants for \$5000, including updates

An annual Subscription to the Commodity Data (index, articles, headings and participants) is available to:

- NMFC participants for \$3500 per year, including updates
- NMFC non-participants for \$5500 including updates

Both products are available together to:

- NMFC participants for \$4500, including updates
- NMFC non-participants for \$6500, including updates

For contracts for all files, exceeding one year, NMFTA is pleased to offer a discounted price of \$3,900 for the first year and a 10% discount off the list price thereafter.

We are pleased to announce the availability of the NMFC data files, which deliver in electronic format, the same information included in the NMF 100 – AF. This is the first year NMFTA is licensing this data directly; previously we produced the information and sold it through a reseller. We are excited that we can offer this important data to the industry at lower prices.

— William Pugh
Executive Director of NMFTA

For more information on the NMFC go to www.nmfta.org or call 1-866-411-NMFC (6632).

NEWS FROM THE FRONT

BY WILLIAM W. PUGH, EXECUTIVE DIRECTOR



As many of you know, for the last 13 years the National Law Center for Inter-American Free Trade (NABOL Committee) has been in the process of developing a standardized bill of lading covering the transport of goods between the United States, Mexico and

Canada. This proposed bill of lading has now reached the National Classification Docket, scheduled for review at our upcoming NCC Meeting, April 30-May 2, 2006. You may see a copy of the proposed new Standard by going to www.nmfta.org and printing out the NCC Docket 2006-2. The proposal is listed as Subject 19.

A particularly difficult challenge in developing a standard has been posed by the different liability laws that apply in each of the three countries. This proposal would apply the national law of the country where the shipment originates.

We encourage all of our members to review this important document and advise us of any concerns you may have. If and when the standard is adopted, it will be published in the National Motor Freight Classification (NMFC).

Regarding international trade, NMFTA has long been responsible for assigning Standard Carrier Alpha Codes (SCAC) and producing the directory listing all of the carriers and their unique codes. Any company carrying goods from Canada to the US needs a SCAC in order to produce Pre-Arrival Processing System (PAPS) bar code labels required by US Customs officers at the border. In response to many requests from our customers, we have now created "one-stop shopping" whereby carriers can purchase their bar code labels online directly from NMFTA, rather than having to locate a specialty printer. This allows for the purchase or renewal of SCAC codes and the ordering of PAPS labels in one easy step. And because of the volume of labels NMFTA expects to provide, we can offer VERY attractive pricing, as well as quick turnaround. To order PAPS Bar Code labels go to the new NMFTA store at <https://secure.nmfta.org/store2/>.

We are also very excited about the pending release of our brand new classification product ClassIT™. ClassIT is a Web-based software and database product with dynamic search capabilities that will allow organizations to access all the information found in the NMFC. It includes carrier listings, a help function, user-defined synonym feature, rules, a density calculator and much, much more. This new product will increase the productivity of all of your pricing professionals. Our ClassIT project managers, William Mascaro and Erin Drouillard, presented a sneak preview of the product to the National Classification Committee members at our February Meeting and the reaction was overwhelmingly positive. At this point, we anticipate a June 2006 release date. We are very excited about bringing the delivery of Classification information into the 21st century.

OUR NEWEST NCC MEMBERS

Argyle D. Fisher, II., Safety Director,
Hartley Trucking Company, Inc., Ravenswood, WV

Jerome (Jerry) J. Hebert, Director of Traffic Services,
Roadrunner Dawes Freight Systems, Inc., Cudahy, WI

James (Jim) A. Kardong, Director of Pricing,
Bullet Freight Systems, Inc., Anaheim, CA

David C. Scott, International Operations Manager,
Meyers Transport, Ltd., Peterborough, ON Canada

Dennis W. Stave, Vice President of Sales,
MTS Freight, Helena, MT

April Young, Office Manager,
Key Trucking, Inc., Seattle, WA

Classification Training Seminars

Without a working knowledge of how to use the National Motor Freight Classification (NMFC), you may not get the full benefit of this powerful tool. NMFTA offers a variety of training options, such as our one-day seminar, to help you get the most from the NMFC.

Our one-day seminar features:

- Hands-on training by an experienced Classification Specialist utilizing the current NMFC
- Extensive instruction on identifying and understanding product classifications in the NMFC
- An overview of the classification process, including information on how to change a product's classification
- A general overview of the rules, packaging requirements and the Uniform Straight Bill of Lading

Do you want to save both time and money?

A working knowledge of the National Motor Freight Classification can provide you with the skills necessary to save your company time and money and avoid the need for corrected freight bills. At this seminar you will learn how to effectively use the NMFC! The NMFC is a recognized standard of the trucking industry. It is utilized by every major LTL carrier and provides both carriers and shippers with a starting point for pricing negotiations.

Verify the classification of your products quickly and accurately.

Shippers, learn to quickly and accurately use the NMFC to determine your product's shipping description and class. Even if your shipping is done under contract or on freight-all-kinds (FAK) rates, this seminar can help you verify that the basis for the freight charges you pay is accurate.

Understand the classification and packaging of products being shipped.

At our seminar you will learn how to quickly and accurately locate commodity descriptions, determine the applicable packaging requirements and where to get assistance when you need help with a classification question or problem.

Everyone who attends gets a subscription to the current National Motor Freight Classification and receives the convenient reference guide, Classification Basics.

2006 NMFC TRAINING SCHEDULE

March 13	Atlanta, GA
March 15	Newark, NJ
April 10	Chicago, IL
April 12	Ontario, CA
May 19	Seattle, WA
May 22	Dallas, TX
June 19	Chicago, IL
June 21	Pittsburgh, PA
September 15	Memphis, TN
September 18	Chicago, IL
October 16	Sacramento, CA
October 18	Ontario, CA
October 23	Dallas, TX
October 25	Charlotte, NC

Seminars are limited to 20 people so register early! See reverse side for registration information.

NMFC Training Seminar Registration Form

Name(s) _____
 Title(s) _____
 Company _____
 Address _____
 City _____
 State _____ Zip Code _____
 Phone _____ Fax _____ Email _____
 Seminar Date and Location _____

REGISTRATION FEE: \$300.00 per person**

Includes, per registrant, a subscription to the current National Motor Freight Classification, the reference guide Classification Basics, and lunch. Please Note – Purchase of the National Motor Freight Classification does not constitute NMFC participation.

**NMFC Motor Carrier Participant discounted fee \$250.00 per person.

** A 10% discount applies when three (3) or more persons from the same company register for one or more seminars.

PAYMENT INFORMATION: (Payment must accompany registration.)

Check (payable to NMFTA) VISA MasterCard American Express Discover

Card Number _____ Expiration Date _____

Name Printed on Card _____

Signature of Authorized Card User _____

Address (where bill is received) _____

City _____ State _____ Zip Code _____

RETURN REGISTRATION FORM TO: National Motor Freight Traffic Association

2200 Mill Road
 Alexandria, VA 22314
 Fax: 703-683-1094

Seminars are generally held at airport locations with specific information available approximately 30 days in advance. Seminars begin at 8:30 a.m. and conclude at approximately 3:30 p.m., with a one-hour break for lunch. The registration fee includes access to the seminar, a subscription to the latest version of the NMFC, a handy reference guidebook on how to use the NMFC, and lunch. Transportation and hotel accommodations are not included.

days before the seminar are not refundable. Substitutions of registrants may be made at any time. The National Motor Freight Traffic Association, Inc., reserves the right to unilaterally change any information contained herein. Seminars may be cancelled due to insufficient enrollment. Should NMFTA cancel a seminar, the paid registration fee will be refunded.

For information on other NMFTA educational services, including individualized training tailored to your company's specific needs, please contact NMFTA at 703-838-1810 or nmfta@nmfta.org.