RATE QUOTE

Overview
Use the Rate Quote tool on LTL.xpo.com to:

- Create a new rate quote.
- Review your previous rate quotes.

Start a New Rate Quote
1. Go to LTL.xpo.com and click GET RATE QUOTE.

2. Enter your Username and Password.

Note: If you do not log in, you may continue with a non-registered quote by clicking Continue As Guest; however, the quote will not include customer-specific rates or pre-filled information. The rest of this document contains information and screenshots based on examples of logged in accounts.
3. Select the account for which you want the quote.
   
   *Note:* Use the **PREFERRED** and **RECENTLY USED** tabs to help you find your accounts more quickly. On the **PREFERRED** tab, you can manage which accounts are shown by clicking the [Manage preferred accounts](#) link.

   ![Rate Quote](#)

   To create a new Rate Quote or to View a previous quote, select an account from the lists below:

<table>
<thead>
<tr>
<th>ALL</th>
<th>PREFERRED</th>
<th>RECENTLY USED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manage preferred accounts</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

4. Once you’ve selected an account, click **CREATE**.

   ![Rate Quote](#)

   To create a new Rate Quote or to View a previous quote, select an account from the lists below:

<table>
<thead>
<tr>
<th>ALL</th>
<th>PREFERRED</th>
<th>RECENTLY USED</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROAD SYSTEMS INC 2001 BENTON ST SEARCY, AR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ROAD SYSTEMS INC</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

5. Complete the following details:
   
   a. If the account you selected is Pickup/Delivery, select the role of your account in the shipment (**Shipper** or **Consignee**).
   
   b. If the account is the **Shipper**, select the **Country** of the consignee. If the account is the **Consignee**, select the **Country** of the shipper. If the account is Bill-To, choose the **From Country** and the **To Country**.
   
   c. Select the [Postal Code](#) or [City/State](#).
   
   *Note:* If you select United States or Canada, you will be asked for a Postal Code. If you select Mexico, you will need to select a City/State.

   ![Tip](#)

   *Tip:* If you do not know the Postal Code, you can click the Search icon.

   ![Tip](#)

   *Tip:* Turning on [Dimensions](#) allows you to provide more details for the shipment. Entering [Dimensions](#) will improve the accuracy of the rate quote, especially for large and heavy shipments.

   d. Enter or select a date for **Shipping**.
   
   e. Select [Prepaid](#) or [Collect](#) for **Payment Terms**.
   
   f. For each commodity, enter the **Class** and **Weight** and click the box if it contains **Hazmat**.
RATE QUOTE, CONTINUED

Note: Dimensions is automatically turned on and required for shipments to and from Mexico, Alaska, Hawaii, and Puerto Rico.

6. You can include some optional details, including:
   a. Pallets—entering the number of pallets is optional; however, if your pricing agreement has a pallet provision, be sure to include it if this is needed for your rate quote
   b. Additional Service Options—select the Additional Service Options needed for the shipment quote
      
      Note: This list of Additional Service Options changes based on your selections in the sections above. For instance, if you selected a destination in Mexico for the ship to or from, you would see Border Crossing under Miscellaneous.
   c. Comments.
      
      Note: These comments are for your reference only. These are not notes for XPO Logistics drivers or other XPO Logistics employees.

7. Click Get Rate Quote.

   Note: Some rate quotes may require manual review after being submitted. An example is shipping hazmat from Mexico.
RATE QUOTE, CONTINUED

Review your Rate Quote

1. Click **DOWNLOAD** to create a .pdf of the information on this page.
2. Click on items in **blue** on the Rate Quote page to see additional details.
3. **Pricing Breakdown** provides an itemized listing of charges for the rate quote.

Next Steps

Once you have reviewed the rate quote, you can create a new quote or select a quote to proceed with creating a shipment.

1. If you want to create a new quote, click **Back to Accounts**.
2. If you want to select a quote to use for a shipment, choose one of two options:
   a. CREATE BILL OF LADING
   b. SCHEDULE PICKUP
RATE QUOTE, CONTINUED

View Previous Quotes

1. From the Rate Quote Accounts page, select an account and click **HISTORY**.

2. Select the previous quote you would like to view.
### Rate Quote Instructions

**RATE QUOTE, CONTINUED**

3. Both the Standard and Guaranteed (G!) Service quotes will be shown. Click on the tabs to switch between the two.

<table>
<thead>
<tr>
<th>Pricing Breakdown</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Standard</strong></td>
<td><strong>Guaranteed (G!) Service</strong></td>
</tr>
<tr>
<td>Quote Created</td>
<td>Estimated Delivery</td>
</tr>
<tr>
<td>Aug 28, 2018</td>
<td>Aug 29, 2018</td>
</tr>
<tr>
<td>Origin</td>
<td>Destination</td>
</tr>
<tr>
<td>72143 AR (US)</td>
<td>67501 KS (US)</td>
</tr>
<tr>
<td>Class</td>
<td>Units</td>
</tr>
<tr>
<td>55.0</td>
<td>1</td>
</tr>
<tr>
<td>SubTotals:</td>
<td></td>
</tr>
<tr>
<td>XPO 75% discount</td>
<td></td>
</tr>
<tr>
<td>FUEL SURCHARGE 23.20%</td>
<td></td>
</tr>
<tr>
<td><strong>Total Net Charge:</strong></td>
<td></td>
</tr>
</tbody>
</table>

*Linear foot charges may apply if this shipment exceeds half the width and 14ft or more of the trailer.*

Reminder: Single Shipments less than 500 lbs may be subject to a special service charge.

- CREATE BILL OF LADING
- SCHEDULE PICKUP