



# SHIPPING vs. MATERIAL HANDLING

# International Fuel Ethanol Workshop & Expo 2024

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## What is Shipping



Shipping is the process of a carrier picking up items from your office, or any place of origin, and transporting it to the dock of either the advance warehouse or event facility. Shipping

is separate from Freight Handling. Exhibitors may use any carrier they want, including the official show carrier, ABF Freight.

<https://arcb.com/abf-freight>

## What is Material Handling



Material Handling is the process of receiving a shipment from your carrier and managing on site handling of the shipment through the event cycle. It is a standard event procedure with associated costs based on shipment weight.

Valley is the sole provider of Material Handling Services. Exhibitors or their hired EAC/carriers may not deliver freight to exhibit spaces delivered by common carrier/ground services or operate any type of mechanical or powered equipment. Material handling is a billable service.

### Material Handling Process:

- The unloading of freight from your carrier once it arrives at the receiving dock.
- The transporting freight from dock to your booth space.
- The removing of empty shipping containers (boxes, crates and pallets) from your booth.
- The temporary storage of your empty shipping containers during the duration of the show.
- The return of empty shipping containers to your booth at the close of event.
- The transfer of your freight back to the loading dock once your chosen carrier has arrived.
- The loading of your freight into your carrier's vehicle for return shipping.

### One easy way to keep charges low?

Whether you ship to the advance warehouse or directly to show site, it is in your best interest to consolidate your shipment as much as possible. Each shipment that arrives separately is assessed the minimum charge.

Consolidate shipments when total weight is less than 200 lbs. **It can save you money!** For example:

#### 3 Separate Shipments

60 lbs. charged @ 200 lbs. Minimum \$ 419.20  
 52 lbs. charged @ 200 lbs. Minimum \$ 419.20  
 65 lbs. charged @ 200 lbs. Minimum \$ 419.20= \$ **1,257.60**

#### 1 Consolidated Shipment

3 pieces (1 shipment)  
 177 lbs. charged @ 200 lbs. Minimum = \$ **419.20**

**Added benefit** - your shipments are less likely to get misplaced if they are packaged together with larger items.