



**Classic Exhibits**

# FREIGHT SIZE LIMITATIONS



Kevin Carty, Classic Exhibits Inc.

Dear Distributor Partners:

WOW, what a sudden economic turnaround. Based on what we're designing, detailing, and quoting right now, it could be an epic fall season. Thank you! We're sincerely grateful for your trust and business.

As you know, our industry has faced many unique headwinds during this restart: material delays, material cost increases, and shipping uncertainty.

If that weren't enough, **we're now seeing freight size limitations.** This hits our industry especially hard for two reasons.

1. The LTL you schedule with your local freight company is typically brokered through a company like Forward Air
2. Most crates in our industry are 98-103" long based on the materials packed inside

This week, we receive this notification regarding Forward Air.

*"One of the nation's largest wholesale providers of LTL ground expedited services, Forward Air, has announced major changes to their service offering, effective August 1, 2021. The overwhelming majority of our freight providers utilize Forward Air for their point-to-point linehauls for their client's needs. Effective August 1, Forward Air will no longer accept shipments that are not skidded or crated, and they will no longer accept shipments that are over 96" L or 96" H. The rationale and reasons for this industry change are lengthy, but the major driving force is simply the overwhelming amount of freight traversing the United States and the overall lack of capacity from a labor and trucks on the road."*

**What does this all mean?** Well two things:

1. **There will be very large "oversized" charges issued to shipments that are longer or higher than 96 inches.** Meaning higher freight prices.
2. In our opinion, **Dedicated Shipments are the safest** way to plan for these shipments. Plus, it helps to ensure a timely delivery.

**Do dedicated shipments cost more?** Yes. However, we are guessing the cost will be apples-to-apples and perhaps even less once the oversize charges are added.

But planning is key! **If you place an order today that ships the first week of September – and you are brokering the freight yourself – book the freight NOW. Reserve that truck NOW.**

As my friend Chris Griffin continues to say, "This is what recovery looks like." It will get better, but we need to be diligent about planning for and communicating to our client. **Surprises hurt us all.**

Thank you again for your continued trust in the Classic Team. These headwinds should dissipate as we get to the other side of Q3.



Appreciate you all.

Kevin Carty  
Executive Vice President  
Classic Exhibits