The following NVOCC Negotiated Rate Arrangement (NRA) SAMPLE is exported from DPI’s NRA Management System (NRAMS). Notes are provided in blue text boxes.

All NRA offers must be received by the named NRA Shipper. NRAMS offers all NRAs via automated emails. Below is a portion of an NRA OFFER sent via email from NRAMS.

**NRA # 999991-002-0109-000 OFFER**

To: MARY’S FURNITURE, INC.

Attn: Mary Chan

We are pleased to offer the following NVOCC Negotiated Rate Arrangement (NRA).

Booking of cargo after receiving the terms of this NRA constitutes acceptance of the rates and terms of this NRA. You may also accept this NRA in writing by completing the steps below:

1. **REPLY ALL** to this original email message.
2. Add the word "ACCEPT" to the **SUBJECT LINE** or to the first line of your **REPLY ALL** message.

A confirmation email will be sent to you promptly. If this NRA Offer is not accepted by 25Sep2018, then the offer is deemed to be withdrawn. This NRA Offer cannot be automatically accepted if this message is forwarded or modified in any way.

Please reference the following NRA number on all documents for the shipment(s) moved under this NRA:

NRA Number : 999991-002-0109-000
NRA Reference : SAMPLE-NRA
All NRAMS users have the option to add a PDF attachment to NRAMS emails showing key NRA data on a readable and portable document, with a custom company logo.

**NRA No.999991-002-0109-000**

**Effective:** 18Sep2018  
**Expiration:** 18Oct2018  
**Reference:** FURNITURE 20100040

**SAMPLE NVOCC ORGANIZATION RECORD**

<table>
<thead>
<tr>
<th>Carrier Rep.:</th>
<th>John Smith</th>
</tr>
</thead>
<tbody>
<tr>
<td>Email:</td>
<td><a href="mailto:john.smith@company.com">john.smith@company.com</a></td>
</tr>
<tr>
<td>Phone:</td>
<td>510-999-9999</td>
</tr>
<tr>
<td>FMC-OTI No.:</td>
<td>123456RF</td>
</tr>
</tbody>
</table>

**Shipper:** MARY’S FURNITURE, INC.  
**Contact:** Mary Chan  
**Email:** mary@furniture-inc.com

<table>
<thead>
<tr>
<th>Commodity</th>
<th>FURNITURE, N.O.S.</th>
</tr>
</thead>
</table>

**Route 1**

<table>
<thead>
<tr>
<th>Ocean Port(s) of Loading (Origin VIA)</th>
<th>SHANGHAI, CHINA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ocean Port(s)</td>
<td>SUZhou, CHINA</td>
</tr>
</tbody>
</table>

**Bill of Lading Destination**  
**Ocean Port(s) or Winschage (Destination VIA)**  
**LOS ANGELES, CA, USA, 90091-230**

The contents of the NRA offer email provide all details of the NRA as shown in the following pages. We have marked key text with colored shading as noted below:

**Gray shading** for details that are pre-filled on the form by NRAMS.

**Red highlights** for details to enter in each NRA offer.

**Blue highlights for optional info** – not FMC required but recommended by DPI. NRAMS provides lots of help to guide users in these areas.

**Yellow highlight** for wording that provides for automatic acceptance upon booking. NRA Shipper signature is not required. The wording in bold capital letters is required by FMC when an NRA is offered and accepted on this basis.
NRA Number                : 999991-002-0109-000
NRA Reference             : FURNITURE-20180918

Offering Expire Date      : 25Sep2018
Effective Date            : 18Sep2018
Expire Date               : 18Oct2018

The option for multiple shipment NRAs is provided.

NRA Type                  : Multiple Shipment NRA

NRAMS provides for quick entry of multiple commodities, origins, destinations, container sizes and rates.

Commodity                 : FURNITURE, N.O.S.

Route 1.

Bill of Lading Origin(s)  : SUZHOU, CHINA
Port(s) of Loading (Origin Via) : SHANGHAI, CHINA

Bill of Lading Destination : LOS ANGELES, CA, USA
Port(s) of Discharge (Destination Via) :

Origin Service            : CY
Destination Service       : CY

Cargo Quantity            : 1.000 UNIT
Minimum                   : 2.000
Maximum                   :

Rate                      : 1500.00 USD
Rate Basis : Per Container / Dry / 20 - 20 Foot 8'6''
Hazard Code :
Notes :

Rate : 2000.00 USD
Rate Basis : Per Container / Dry / 40 - 40 Foot 8'6''
Hazard Code :
Notes :

NVOCC
---------------------------------------------------------------------
Representative Name : John Smith
Email address : JOHN-SMITH@SMITH-CARRIERS.com
NVOCC Name : SMITH CARRIERS, INC.
Representative Title : Sales Manager
NVOCC Address : 1000 BROADWAY SUITE 100 OAKLAND CA
NVOCC Postal Code : 94607
NVOCC Voice : 510-999-9999
NVOCC Fax : 510-999-9999

NRA Shipper
---------------------------------------------------------------------
Representative Name : Mary Chan
Email Address : MARY@FURNITURE-INC.COM
Shipper Name : MARY'S FURNITURE, INC.

Governing Tariff Information
---------------------------------------------------------------------
Organization No. : 999991
Tariff No. : 999991-002

The listing of Applicable Rules/Surcharges below is just an example; this listing is based on actual NVOCC tariff rules; it is linked to your tariff rules and is automatically updated when tariff rules are updated.

Applicable Rules / Surcharges :
10-020   AMS SURCHARGE (CDDC)
10-030   BUNKER ADJUSTMENT FACTOR (BAF)
10-031   LOW-SULFUR FUEL SURCHARGE (LSF)
10-121   PEAK SEASON SURCHARGE (PSS) FOR 2018
23-040   DESTINATION CHARGES (USA)
Special Conditions or Comments

Subject to Special Documentation Fee: USD 250 per BL

Subject to GRI, if incurred, of the underlying ocean carrier on a pass-through basis.

Basic conditions are included by default in all NRAs created on NRAMS. They work together with the NRA Rule 35 provided in tariffs published by DPI and comply with FMC requirements. Basic conditions are customizable by the NRAMS user.

Basic Conditions

1. Service provided pursuant to this NRA is subject to Carrier's governing rules tariff, which is accessible at www.dpiusa.com in compliance with FMC Regulations as provided in 46 CFR 532.7.

2. This NRA is assigned a unique NRA number which is shown above.

3. Except as otherwise provided in this NRA, all rates agreed in this NRA are subject to surcharges and assessorials as published in Carrier's governing tariff rules. The surcharges and assessorials that will be applied to each NRA are those that are in effect as of the date the first shipment under each NRA is received by Carrier, and such surcharges and assessorials shall remain fixed at that level for the period the NRA is in effect, except when NRAs note third-party surcharges which will apply on a pass-through basis.

4. The NRA shipper and Carrier agree that the shipper's identity, the rates, charges, terms and conditions offered and/or agreed in an NRA shall be kept confidential from any other shipper or carrier. Any breach of this confidentiality agreement may give rise to a cause of action for actual damages proven to result from such breach of confidentiality.

5. This Negotiated Rate Arrangement (NRA) is made and concluded between the NVOCC named herein, hereinafter referred to as "NVOCC", and the NRA Shipper named herein, whereby the parties mutually agree as set forth in this NRA. The parties have executed this NRA through their responsible representatives duly authorized as of the dates noted in this NRA. By executing this NRA, the shipper's representative as named herein hereby certifies he/she is duly authorized by the NRA Shipper to authorize NRA Shipper's agreement to this NRA.

With NRAMS there are two options for acceptance by the NRA Shipper: the NRA offer may be accepted by email, or it may be accepted automatically upon booking by the NRA Shipper. The text below allows the option for automatic acceptance upon booking. This text is included in all NRAs created by NRAMS.

THE SHIPPER’S BOOKING OF CARGO AFTER RECEIVING THE TERMS OF THIS NRA OR NRA AMENDMENT CONSTITUTES ACCEPTANCE OF THE RATES AND TERMS OF THIS NRA OR NRA AMENDMENT

---- NRA CONTENT END ----
Acceptance of NRAs using NRAMS

The choice of which acceptance option to use is determined by the NVOCC; when NRAs are accepted by booking there is a simple link to click in NRAMS after the NRA Shipper has received the NRA Offer.

The NVOCC may add a booking reference number, or attach a booking document, or attach another document showing the NRA Shipper’s acceptance of the NRA.

Alternatively, the NRA Shipper may simply REPLY ALL to the NRA Offer email with written acceptance, and NRAMS will collect and update the status of the NRA automatically.

NRA Management using NRAMS

NRAMS creates NRA offers via a menu-driven process, saves each NRA to a database that links to the NVOCC tariff, and provides useful NRA management tools.

NRA Index