

# S. ABRAHAM & SONS,



## Motor Carrier Bid



- For use on contract lanes of truckload and LTL.
  - For use on perishable bidding
  - For use on consolidated shipments

**Thank you for your interest in S. Abraham and Sons and our transportation needs.**

We are streamlining our carrier base and making improvements to our overall transportation management. We will be selecting a core group of carriers to support a two year contract covering the inbound transport needs for all of our distribution centers.

Please be sure to submit written bids and qualification papers by the dates listed for consideration. Since this is a formal bid process, we can not accept verbal bids. You may email a final bid to me at [Choroszj@sasinc.com](mailto:Choroszj@sasinc.com).

If you have any questions or concerns, please do not hesitate to contact me at (616) 453-6358, extension 543. Again, thank you for your interest in bidding on our business, and I look forward to talking with you shortly on your quote.

Jan Choroszucha  
S. Abraham and Sons  
4001 Three Mile Road NW  
Walker, MI 49504  
Fax: 616.453.7217  
Phone: 616.453.6358 ext. 543  
Email: [choroszj@SASINC.COM](mailto:choroszj@SASINC.COM)



## Points of Origin

### Illinois

Addison  
Aurora (R)  
Bedford Park  
Bellwood  
Bolingbrook  
Chicago (R)  
Dekalb (R)  
Franklin Park  
Granite City (R)  
Itasca  
Lyons  
Mantino (R)  
Melrose Park (R)  
Minooka  
Montgomery  
Mounds  
Niles  
Rochelle (R)  
Woodridge  
Wheeling

### Indiana

East Chicago  
Indianapolis (R)  
Lebanon  
Westville (R)

### Kansas

Lawrence  
St. Louis (R)

### Kentucky

Florence (R)  
Louisville  
Owensboro

### Massachusetts

Stoughton

### Michigan

Detroit (R)  
Grand Rapids  
Kentwood  
Plymouth  
Sebawang  
Stanwood  
Tekonsha  
Walker

### Minnesota

Chanhassen (R)  
Hugo  
Newport (R)

### New York

Buffalo (R 53')  
Long Island City

### North Carolina

High Point

(R=Reefer)

### Ohio

Cleveland  
Columbus  
Marion  
Mentor  
Napoleon  
Orrville  
Perrysburg

### Pennsylvania

Fort Loudon  
Mehoopany  
Palmyra (R)  
Pittston  
Warren

### South Carolina

Beech Island  
Spartanburg  
Jackson

### Wisconsin

Chippewa Falls  
Eau Claire  
Elmgrove  
Germantown  
Green Bay  
Janesville  
Milwaukee  
River Falls  
Marshfield

## Carrier Qualifications

Do not forget to include these necessary items in your packet:

- Rate quote
- Geographic coverage
- Union/non-union operations
- % of rail use
- Claim statistics
- # of claims filed
- # of claims denied
- # of claims paid
- Cargo insurance
- Number of years in business
- 10 largest customers
- Local references
- Letter of authorized parties
- DOT safety rating
- Current insurance certificate
- Carrier authority (formerly ICC Letters of Authority)

## 2002 Receiving History

Destination	Number of Deliveries	Number of Cases
Louisville	2,045	259,631
Milwaukee	4,859	732,770
Walker	18,160	5,542,779

Questions? Please call 616.453.6358 extension 543

## Who We Are

S. Abraham and Sons is a cigarette, tobacco, confection, and grocery wholesaler. Our six distribution centers provide goods to convenience stores, gas stations, grocery stores, and mass merchandisers in fourteen Midwest states.

Sleyman Abraham began the business in a storefront in Grand Rapids, Michigan, in 1927. Family owned and operated, we have grown into one of the ten largest convenience distributors in the nation. Over 800 employees strive to keep customer satisfaction at a level above that of our competitors.

We have centralized purchasing in our Walker, MI corporate office and in Lansing, MI for Heartland Distributors. Approximately 55% of our inbound freight is controlled by SAS. We also handle freight for Heartland Distributors and aim to increase that involvement.

We consider our core carriers an extension of our operation. We rely on them to meet our strict service standards. Your drivers will be our eyes and ears on our suppliers' docks. We depend on them to question poor loading practices and discrepancies, and to communicate problems as soon as they arise.

Questions? Please call 616.453.6358 extension 543

## Ready to Bid

Please quote services based on the locations where you are strongest. If you are developing new lanes or have areas you eventually would like to move into, please use the bid packet as a place to explain this.

Below is our current fuel surcharge table. Please be aware of the threshold when a surcharge is anticipated. It is important for your quote to reflect today's market, economics and labor issues. Please do not quote based on an old fuel table or with an expectation of a surcharge on an occasional lane.



We will be utilizing one broker as part of our core carrier program. All other carriers bidding are contracting as an asset based carrier, and may not broker our freight without written approval, prior to movement.

### Our Current Fuel Surcharge Table

Start	End	% on Base Rate	Start	End	% on Base Rate
\$1.780	\$1.849	.50%	\$2.270	\$2.339	4.00%
\$1.850	\$1.919	1.00%	\$2.340	\$2.409	4.50%
\$1.920	\$1.989	1.50%	\$2.410	\$2.479	5.00%
\$1.990	\$2.059	2.00%	\$2.480	\$2.549	5.50%
\$2.060	\$2.129	2.50%	\$2.550	\$2.619	6.00%
\$2.130	\$2.199	3.00%	\$2.620	\$2.689	6.50%
\$2.200	\$2.269	3.50%	\$2.690	\$2.759	7.00%

## Divisions and Distribution Centers

### Corporate Headquarters

4001 Three Mile Road  
Walker, MI 49504  
(616) 453-6358

### Distribution Centers/Divisions

S. Abraham and Sons  
4001 Three Mile Road  
Walker, MI 49504  
(616) 453-6358

Heartland Distributors  
5610 Lamone Drive  
Lansing, MI 48910  
(517) 882-6627

1950 Waldorf NW  
Walker, MI 49504  
(616) 735-0574

995 Dickerson Road  
Gaylord, MI 49735  
(517) 732-2403

7500 N. 81st Street  
Milwaukee, WI 53223  
(414) 365-1727

827 Asmun  
Sault Ste. Marie, MI  
49783  
(906) 632-3389

4676 Jennings Lane  
Louisville, KY 40218

