

# We get it.

### Structural simplification.

We have listened to your feedback and understood your suggestions. That is why we have developed a new pricing model for our special product Cool/td-Active. Now you can book any cool container offered by Lufthansa Cargo on a daily basis – we call it our "Pay per day" concept.

### Total transparency.

In the future, you will only have to pay for the actual number of days you need. The previous four-day minimum lease period is no longer a mandatory requirement. This means a wide range of immediate benefits for you: more transparency, a simple pricing method and only one additional fee in case of contract changes. In most cases, your cargo will now fly for less.



Dropping the minimum lease period also eliminates the demurrage fee and many other fees that made our pricing system complex. This makes our price structure simpler, more flexible and more transparent. In addition, you will now benefit from a 48-hour grace period during which no additional fees for contract changes will be charged – no matter what the cause: be it customs, health authorities, or anything else.

# Customer-focused pricing.

When Lufthansa Cargo introduced the current pricing model, we set an industry standard. Now we are redefining it. Try it for yourself and benefit from our innovative approach.

For further information, please get in touch with your local contact partner or our Competence Center Temperature Control at cool.sales@dlh.de.







### **Until today**

# Plat rental fee (min. 4 days) Different fees depending on container type Additional day Cancellation fee Express order Order change fee Delivery fee

## Starting today

Rental fee (day fee)

Flat fee for contractual deviation

Flat fee for cancellation



Pricing example 1:				
	Previous pricing structure	New pricing structure	Difference	
Envirotainer e1				
Unicooler RAP				
Opticooler RAP				

<b>Pricing</b>	example	2:
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	Previous pricing structure	New pricing structure	Difference
Envirotainer e1			
Unicooler RAP			
Opticooler RAP			

# Pricing example 3:

	Previous pricing structure	New pricing structure	Difference
Envirotainer e1			
Unicooler RAP			
Opticooler RAP			

This pricing structure is similar for other container types.

