

# 47.104-1 Government rate tender procedures.

(a) [49 U.S.C. 10721](#) and [1 3712](#) rates are published in *Government rate tenders* and apply to *shipments* moving for the account of the Government on-

(1) Commercial bills of lading endorsed to show that total transportation charges are assignable to, and will be reimbursed by, the Government (see the clause at [52.247-1](#), *Commercial Bill of Lading* Notations); and

(2) Government bills of lading.

(b) Agencies *may* negotiate with *carriers* for additional or revised [49 U.S.C. 10721](#) and [1 3712](#) rates in appropriate situations. Only personnel authorized in agency procedures *may* carry out these negotiations. The following are examples of situations in which negotiations for additional or revised [49 U.S.C. 10721](#) and [1 3712](#) rates *may* be appropriate:

(1) Volume movements are expected.

(2) *Shipments* will be made on a recurring basis between designated places, and substantial savings in transportation costs appear possible even though a volume movement is not involved.

(3) Transit arrangements are feasible and advantageous to the Government.

**Parent topic:** [47.104 Government rate tenders under sections 10721 and 13712 of the Interstate Commerce Act \(49 U.S.C. 10721 and 13712\).](#)