



March 13, 2019

Dear Valued Customer:

As a wholesale distributor we understand the need to keep costs down while operating as efficiently as possible to provide you with the most competitive pricing and programs in the industry. Our goal is to constantly strive to maximize the value of our services, and from time to time it is necessary to adjust our service rates to accomplish this goal.

Effective April 1, 2019 the prepaid freight minimum order will be \$750. We are proud of the fact that our freight minimum has only experienced one change during the past 20 years, but driver shortages, increased capacity demands on LTL carriers, and the rise of e-commerce have led to tumultuous times within the trucking industry. We are confident that you will find our current rate competitive in today's market. In fact, our new minimum is lower than our current average order size to independent dealers.

We appreciate your understanding and thank you for your continued business.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Jolly", written in a cursive style.