



March 1, 2019

To: SIHL Inc. Customers  
From: SIHL Inc. Sales and Customer Service

Subj: **FLAT RATE SHIPPING**

It has been four years since our last communication about shipping costs. During those years, we chose not to react to every freight cost increase by simply passing them along to our customers, but instead used them to develop the following competitive Flat Rate Plan.

On March 1, 2019 we will implement our new Flat Rate Plan.

LTL		Per Pallet	Ground (small package)	Per Piece
<b>Zone 1</b>		\$ 175.00	<b>Zone 1</b>	\$ 20.00
<b>Zone 2</b>		\$ 225.00	<b>Zone 2</b>	\$ 27.00
<b>Zone 3</b>		\$ 265.00	<b>Zone 3</b>	\$ 29.00
<b>Zone 4</b>		\$ 305.00	<b>Zone 4</b>	\$ 39.00
<b>Zone 5</b>		\$ 325.00	<b>Zone 5</b>	\$ 48.00
Eastern / mid Canada		\$ 350.00	Eastern / mid Canada	\$ 48.00
Western Canada		\$ 425.00	Western Canada	\$ 57.00

**Zone 1** CT, ME, MA, NH, RI, VT

**Zone 2** NJ, DE, IN, KY, MD, NY, NC, OH, PA, SC, VA, WV

**Zone 3** MI, AL, FL, GA, IL, IA, KS, MN, MO, TN, WI

**Zone 4** ND, AZ, AR, CA, CO, LA, MS, NE, OK, SD, TX

**Zone 5** WA, ID, MT, NV, NM, OR, UT, WY

For your convenience, we've restated our Freight Terms and Conditions on Page 2, and these should answer many of your questions. If not, please call your Area Sales Manager, or Customer Service, and we'll do our best to clarify any open points.

**FREIGHT TERMS AND CONDITIONS**

**SIHL INC.**

**3/1/19**

1. Orders qualifying for free shipping with our choice of carrier, anywhere\*\* in the lower 48 states include
  - a. \$2,500 or more for entirely Sihl Brand products
  - b. \$5,000 or more for non Sihl Brand or mixed orders
  - c. Non Qualifying orders ship "Freight Prepaid and Add".\*\* Location must be accessible by normal semi-truck/trailer without undue risk or special handling
2. Shipping mode determined by Sihl Inc. based on piece-count and article weight.
  - a. Piece count seven (7) or more per order, or with weight in excess of 125 lbs, order ships LTL, commercial carrier of Sihl's choice.
  - b. Piece count six (6) or less per order, and less than 125 lbs total weight, ships UPS Ground unless Customer requests LTL via commercial carrier.
  - c. Articles with unit weight in excess of 44 lbs (20 kg) are discouraged from UPS shipment due to risk of freight damage.
3. Surcharges may apply for the following circumstances.
  - a. Ship-to address not able to receive goods from semi-trailer ... fee determined case-by-case
  - b. Lift-gate required ... plus \$75 surcharge added to Flat Rate
  - c. Customer request for "overpack" or other special transit packaging.
  - d. Residential delivery triggering surcharge to Sihl, passed to Customer in separate invoice.
  - e. Delivery "refused" for other than visible freight damage, and triggering surcharge to Sihl, passed to Customer in separate invoice.
  - f. Ship-to address in Alaska, Hawaii, Mexico or other location outside the lower 48 states, if order qualifies for free freight, it ships to a transit point within the continental USA. If Freight Pre-Paid and Add, actual freight expense will be determined and communicated to customer prior to shipment.
4. Freight priority determined by Sihl Inc. Expedited freight at Customer Request paid by Customer.
  - a. Orders ship "normal" priority, or ground, with delivery times proportional to distance from ship point.
  - b. If Customer requests expedited shipment, whether LTL or small package, freight and expedited handling expense will be determined and communicated to Customer prior to shipment.
  - c. Customer shall confirm acceptance by fax or e-mail prior to shipment.
5. Customer may choose own carrier according to the following terms:
  - a. Customer shall inform Sihl when order is placed.
  - b. Order confirmation will note Customer request.
  - c. Carrier will invoice Customer directly.
  - d. Customer or Customer's carrier responsible to co-ordinate pickup with warehouse.
  - e. If order qualifies to ship "free", goods ship via Sihl's choice of carrier.
6. Customer may authorize Sihl to use his own small package account number.
  - a. Sihl will send authorization form to Customer.
  - b. Customer completes form, signs, and returns to Sihl where it will be kept on file.
  - c. Once set up, all small package shipments for Customer will use Customer's own account number.
  - d. If using own account, Customer assumes responsibility for freight damage claims.
  - e. Sihl cannot accept third party (customer of Customer) account numbers.