

Howard's Tractor & Combine

NEW FREIGHT POLICY

THIS POLICY IS EFFECTIVE 4/1/08

The engine parts industry has seen significant increases in freight costs over this past year. Howards has continued to keep their free freight policy as low as possible. However, due to increased shipping and transportation costs, we must also adjust our freight policy *effective April 1, 2008*.

This freight policy only applies to customers who are on Howard's dealer pricing. All open account orders are shipped prepaid with freight charged on the invoice.

TO RECEIVE FREE FREIGHT, THESE GUIDELINES MUST BE MET:

- * The invoice must exceed \$800 in U.S. currency, not including freight or core charges, *AND* must be shipped to a single location. Howard's and HTC orders may be combined, *if order placed at same time*, to qualify for free freight.
- * Open accounts must be current and in good standing to qualify under the free freight policy.
- * Customers qualifying for special programs are not eligible for the freight discount program.
- * COD customers will receive free freight if the \$800 is met but will be charged the COD fee.
- * In special circumstances, some items may not qualify for the freight discount program. Your sales pro will indicate this prior to completing your order.
- * No freight discounts apply to specified truck shipments, next day, second day or third day air shipments.
- * Payment must be received or postmarked by the 10th of the month following your purchase. All freight charges are indicated on the invoice and should be subtracted from your payment if paid by the 10th of the month that payment is due. We will discount the freight amount from your account balance when the check is applied to your account.

REMINDER-Freight cannot be deducted on any invoice under \$800.