



Dear Valued Customer,

As a result of an escalation in transportation costs, Dealers Choice will add the freight surcharge rate for all direct-from-manufacturer truckload shipments to the invoice, effective April 1, 2018. Additionally, Dealers Choice will add a \$25 stop charge for each delivery originating from a Dealers Choice warehouse. The stop charge is added to the largest order at the time of invoicing, regardless of the number of orders scheduled on that day.

Dealers Choice will continue to monitor transportation costs and adjust the freight surcharge and stop charge as necessary. Should you have any questions concerning this announcement, please contact your local territory manager or your Dealers Choice branch.

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

Sincerely,

A handwritten signature in blue ink that reads "Todd Skaggs". The signature is written in a cursive style with a large initial "T" and "S".

Todd Skaggs
National Vice President
Dealers Choice