
DATE: December 9, 2021
RECIPIENTS: All Groupe Lacasse U.S. Sales Representatives and Valued Customers
FROM: Marketing-Product Team
SUBJECT: **Groupe Lacasse - CHANGES TO THE TRANSPORTATION POLICY**

Please be informed of the following changes to the **TRANSPORTATION POLICY** as currently shown in all our current Groupe Lacasse price books.

These changes are now necessary as all carriers have reviewed their costs for order “drops”. Truck drivers are crucial to shipping and delivering customer orders. They transport goods between ports, warehouses, rail yards, distribution centers, retailers and carry more than 70 percent of cargo traveling throughout the country. But right now, the country may be short of as many as 80,000 drivers, according to the American Trucking Association, a trade body for the industry. Tremendously high demand is causing capacity in trucking to tighten-up and driving rates up. Many carriers are being much more selective for certain destinations.

Consequently, and in order to maintain the highest level of service, we must make effective immediately the following modifications to our transportation policy:

CHANGES - GROUPE LACASSE TRANSPORTATION POLICY

- On all **orders less than \$3,000 net** (regardless of brand and/or of shipping point), we will add a **\$200 “small order fee”**. Consolidation of product collection per order to reach the \$3,000 net value is acceptable; as long as all products are shipped at the same destination/receiving location (ship to), the fee will not apply regardless of shipping dates and points of origins. In all cases, an individual order must have a minimum net value of \$1,000 in order to ship on the requested date. Otherwise, the order will ship with the next available order for the same destination once the minimum \$1,000 net value is met.
- Please take note of the following exclusion to the “small order fee”:
Shipments by UPS or FEDEX of **accessories or parts that have a net value under \$100 net** are subject to a **\$25 small order fee** (instead of \$200) regardless of the shipping zones.

Please note that these changes will be visible in the updated Groupe Lacasse price books / JANUARY 17, 2022 issues.

We sincerely appreciate your business, and will continue to work tirelessly on your behalf to provide you with superior customer services, and of course the highest quality furniture products in the industry.

The Groupe Lacasse Product-Marketing Team