



June 2, 2018

Due to strong demand for freight carriers and capacity constraints in the trucking industry, GenFlex has seen its freight costs rise to unprecedented rates over the past 12 months. The capacity constraint in the industry is a major issue for all companies sourcing flatbed equipment. The increased demand is being driven by a strong economy while at the same time the industry is experiencing a shrinking number of drivers. Drivers now have more than 100 loads to choose from on a daily basis. Up until this point we have absorbed all freight rate increases, however, we now must pass along a portion of these increased costs.

Effective June 4, 2018 GenFlex will implement an additional \$300 freight surcharge for all truckload customer deliveries in the U.S., which will result in the following:

Flatbed Delivery - \$425/TL

Van Delivery - \$375/TL

We will continue with our policy of not charging for hazardous material shipments. As always, customer pickup options are available.

GenFlex continues to work diligently with our partner carriers to secure capacity for customer orders, including aligning with carriers on committed capacities at market competitive rates, contracting with larger dedicated fleets, consolidating orders where possible, and communicating daily truck needs to our carriers earlier in the order process.

To ensure we can meet your expected delivery date(s), it is helpful to enter sales orders as early as possible, minimize last minute order changes, consider alternate equipment types (such as dry van delivery) and receive the order into a local warehouse ahead of the job start date when possible.

[Click here](#) to view the current GenFlex freight policy (document # GF060118) which supersedes any previous freight policy or guidelines. Please be aware of the minimum order quantities required for prepaid freight for each product line. These must be adhered to; any previous exceptions will not be honored. If you have any questions, please contact your local GenFlex sales representative or Regional Business Manager.

Sincerely,

A handwritten signature in black ink, appearing to read "Anthony Salvatore".

Anthony Salvatore
Vice President of Domestic Sales