



The first name in vehicle
safety systems

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Dear Vendor,

In an effort to clarify our buying terms of sale, effective immediately all shipments should be made on the following basis unless otherwise specified on purchase order:

FOB Origin port – for ocean freight collect

FCA Origin airport – for air freight collect

Since Grote is paying for and will control our shipping cost, from these named points please contact the nominated forwarder.

For Ocean shipments:

Ocean shipments must be looked 10 days to 2 weeks in advance and 3 weeks in advance before Chinese New Year.

Over 227 kilos; (500 pounds), actual or dimensional – UPS –SCS Account # 006382840

For Air shipments:

Contact buyer for instructions and quote.

Guidelines:

Under 68 kilos; (150 pounds) (actual or dimensional) – UPS Parcel – Account # 440307

For shipments over 68 kilos; (150 pounds) but less than 227 kilos; (500 pounds), contact Grote Logistics Department for instructions and quote. UPS SCS – Account # 006382840

Within 48 hours of shipping product, please scan and email or fax a copy of all commercial documents including House or Ocean bill of lading or Airway bill to the buyer and logistics department.

Any deviation from these instructions after January 1, 2008 will result in charge backs to your company. Please confirm receipt and note of understanding by return email. We would like to coordinate a conference call with you to discuss in detail if there are questions.

Thanks in advance for your cooperation.

Debbie Sherman

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