



5000 KANSAS AVE

General Merchandise
KANSAS CITY, KS

Health & Beauty
66106

Specialty Foods

To: VM Vendor
From: Anna Mancini
Date: 4/19/2016
Re: Preferred LTL Carrier

We are pleased to announce a new Preferred LTL Carrier Program, effective immediately. This program is designed to streamline all "nonperishable" LTL shipments consigned to all of our Distribution Centers. This decision is expected to maximize productivity for both of our organizations while maintaining better in-stock positions for our customers and their expanding store base. The benefits of this program will result in competitive freight pricing, improved service, decreased transit time and reduced scheduling conflicts. Additionally it will require less time tracing shipments, decrease damages, improved turn around time on product returns and eliminate unloading detention and rescheduling charges you may have experienced in the past. Our facilities remain "driver unload" facilities, unloading charges will apply. LTL shipments are classified as any shipment weighing 20,000lbs or less and or a cube factor of less than 1,500.

We have selected Old Dominion Freight Lines (OD) as our "Preferred" carrier and are committed to a swift transition of all inbound LTL shipments to them. We are confident that with the support of our supplier partners significant improvement and efficiencies will be achieved.

A representative from OD will be contacting you to discuss rates, service and set up your account if one does not already exist. They are committed to assisting in shortening lead times and effectively managing our shipments to the benefit of all parties involved. Representatives are available to answer questions regarding pick-up, transit and delivery service. Shipments will remain pre-paid.

Jeff Schneider Jeff.Schneider@ODFL.com or at 515 265 3115
Carol Berg Carol.Berg@ODFL.com or at 800 800 7770

We appreciate your participation and support of our new inbound routing program. Please forward this letter to your logistics manager for immediate implementation. If you have any questions or concerns about our Preferred LTL Carrier Program, please contact our Executive Director, Corporate Traffic, Joy Koch at jkoch@awginc.com or 913 288 1464 for further explanation.

Thank you for your cooperation,

Anna Mancini
VP Merchandising