



Minimum Order Policy Changes

As Robertson Harness continues to see increased costs for fuel and raw materials which directly impacts our business, we find ourselves in the situation where we must pass along a portion of these costs to you.

In an effort to limit the development of new fees, we have reviewed the current order policy regarding the terms & conditions of sale.

Effective January 31, 2015, Robertson Harness will implement the following price actions and policy changes to our Minimum Order Policy.

- 1) Orders must meet a \$100 product minimum.
- 2) Orders under \$100 in product will receive a \$5 surcharge.
- 3) Specialty and custom ordered items must have a minimum order of ten units.

Our team is committed to reviewing the position of this policy annually for our customers. It may be a temporary measure to defray the cost of increased commodity pricing and shipping efforts. However, we are committed to finding ways for our customers to become more competitive in the markets we jointly serve.