

G U A R A N T E E D  
F R E I G H T P R O G R A M  
L I S T P R I C E S E F F E C T I V E  
A U G U S T 2 9 , 2 0 2 1

G U A R A N T E E D  
F R E I G H T  
P R O G R A M  
C A N A D A



7% commodity and  
freight surcharge  
in effect as of  
November 15, 2021

2 0 2 1



### Shipping

This program offers the opportunity to provide a fixed freight cost at the time of order placement, a service that has typically proven to be very difficult to control. HBF has achieved this by negotiating preferential rates with various regional and national freight carriers.

#### ALL YOU HAVE TO DO IS:

1. Determine the zone to which HBF products are to be shipped.
2. Use the table below to calculate your fixed freight cost as a percentage of the lowest published list price of your order, including charges for table surfaces if selecting a finish with an upcharge, like a solid surface.
3. Please indicate on your purchase order "Guaranteed Freight Program."

#### HBF WILL:

1. Select the carrier to be used.
2. Include your pre-calculated fixed freight rate as a part of your invoice.

**Note: Invoicing for freight on this program will appear on the initial invoice for the order if the order is split-shipped. All subsequent invoicing for the order will be for product only.**

#### REMEMBER:

1. A minimum charge of \$100 Net per shipment will apply for all seating and occasional table orders.
2. A minimum charge of \$150 Net per shipment will apply for all conference and casegood products.
3. All merchandise will be shipped cartoned.
4. Charges will be for "NORMAL DELIVERY TO THE DOCK" only.
5. Product is shipped FOB Manufacturing, freight prepaid and added to your HBF invoice.
6. Title of goods changes when merchandise leaves HBF's dock. Any subsequent damage and all freight claims are the responsibility of the purchaser.
7. If Broker Services are provided by HBF, there will be a \$100 net charge added to the freight cost.
8. Taxes will be applied to product. Freight is exempt from taxes.

## ZONES

### Zone C1 - 8.0% LOWEST LIST PRICE

New Brunswick  
Newfoundland  
Nova Scotia  
Prince Edward Island

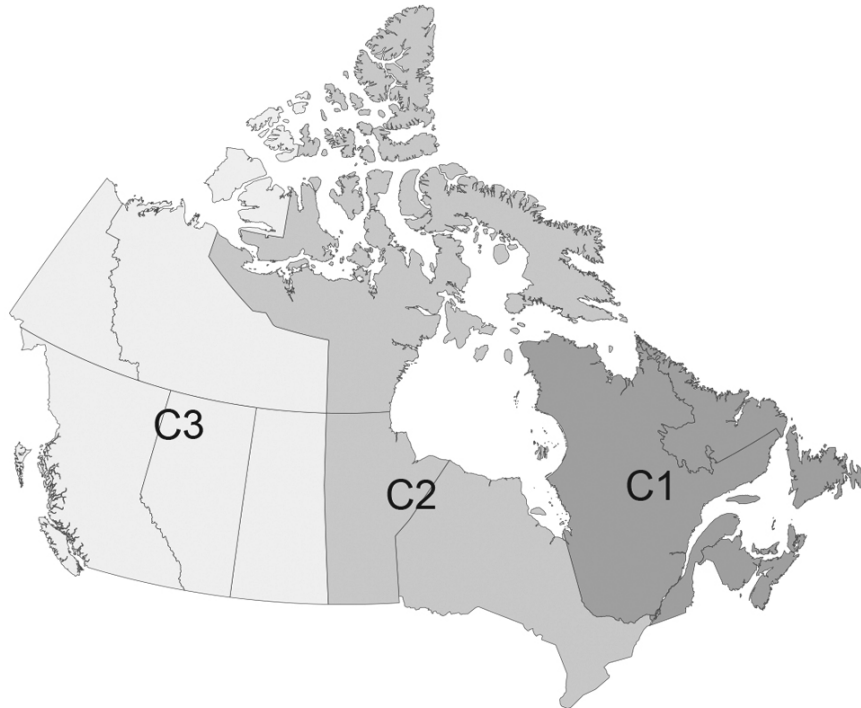
### Zone C2 - 7.0% LOWEST LIST PRICE

Manitoba  
Nunavut  
Ontario  
Quebec

### Zone C3 - 10.0% LOWEST LIST PRICE

Alberta  
British Columbia  
Northwest Territories  
Saskatchewan  
Yukon

### \*Toronto - 4.0% LOWEST LIST PRICE



HBF will hold the currency exchange rate between USD and CAD at \$1.34 for 2021. HBF reserves the right to update the exchange quarterly, or if there are substantial changes before the quarterly update current exchange rates can be used.