

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
F E B R U A R Y 1 2 0 2 4

GUARANTEED
FREIGHT
PROGRAM
CANADA



2 0 2 4



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 product list price.
 - For Seating: please calculate using the lowest published/base list price.
 - For Tables: please include upcharges for finishes such as solid surface or glass.
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 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

Zones

Zone C1 - 8.0%

- New Brunswick
- Newfoundland
- Nova Scotia
- Prince Edward Island

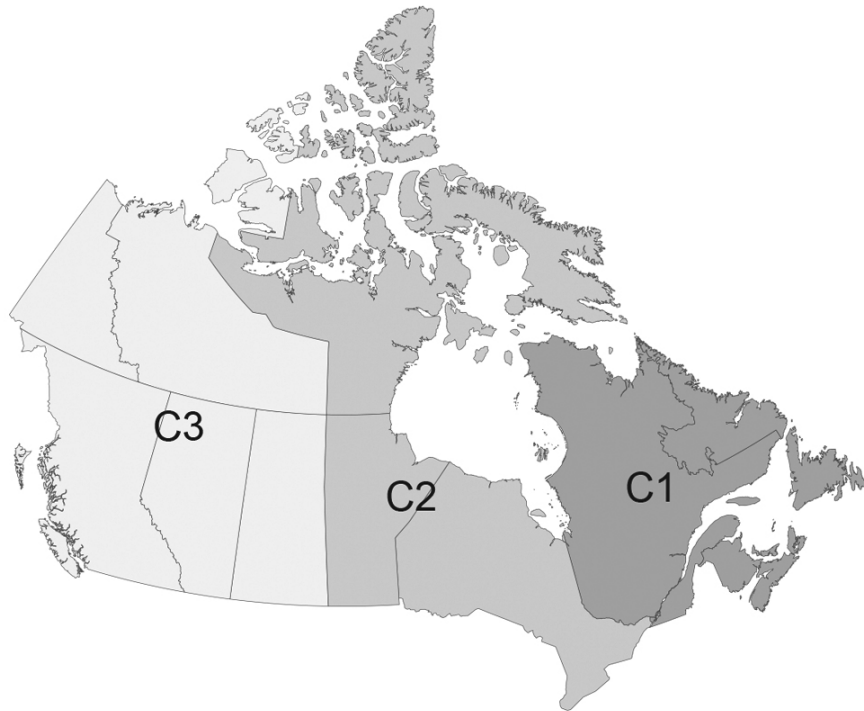
Zone C2 - 7.0%

- Manitoba
- Nunavut
- Ontario
- Quebec

Zone C3 - 10.0%

- Alberta
- British Columbia
- Northwest Territories
- Saskatchewan
- Yukon

*Toronto - 4.0%



All Canadian shipments will require a Broker to process delivery through Customs. Additional fees will apply.

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.