

July 12, 2016

Dear Carrier,

C.H. Robinson values the strong relationships we have with every contract carrier and we aim to provide services that help accelerate your growth. This is why we offer several payment options to help you get paid faster and keep your trucks moving. One of which is [C.H. Robinson's QuickPay Program](#). With QuickPay, you get paid eighteen (18) days faster than our normal contractual terms.

C.H. Robinson is making changes to the QuickPay discount rates. These changes are designed to bring a level of consistency necessary to support the QuickPay program going forward; continue to provide attractive discount rates, which continue to reflect the lower end of the early payment discount rate products market; and better align with and allow additional benefits to be available to contract carriers through our [Carrier Advantage™ Program](#).

These changes to QuickPay discount rates will take effect on August 1, 2016, and will apply to all payments made on or after that date to contract carriers enrolled in the QuickPay program. As set forth in the [QuickPay Terms and Conditions](#), the standard QuickPay discount rate is set at 2.00%. Lower QuickPay discount rates will be available to carriers who achieve Key or Core Tier carrier status as part of the Carrier Advantage Program. Your rate will be adjusted on 8/1/16 and will correspond to your Carrier Advantage Program tier status as of that date.

Carrier Advantage Tier Status	QuickPay Discount Rate
Key Carrier	1.50%
Core Carrier	1.75%
Base Carrier	2.00%

While the baseline discount rate of 2.00% is a reasonable rate, in-line with other early payment discount rate products available to carriers in the marketplace,

even lower, more attractive QuickPay discount rates may be achieved by meeting the Carrier Advantage Tier requirements associated with achieving a Carrier Advantage Key or Core Tier carrier status.

Talk with your carrier representative today to learn how we can help you achieve your goals. We thank you for your continued business and look forward to serving you in the future.