August 25, 2016

TO: ABS Global District Sales Managers and Representatives

FROM: Alan Carlon

RE: 2016 Fall Beef Deferred Program

-- The program is only for DIRECT HERD BEEF CUSTOMERS who are not restricted to C.O.D. (i.e. Bad Debts, Previous Bad Debts, slow pay history).

-- The program runs from September 1, 2016 through December 31, 2016.

-- Orders must be at least $600 or more. If an initial order is less than $600, please note on that order that an additional order(s) will be forth coming.

-- Sales of refrigerators and/or supplies do not qualify for this program and will need to be billed on a separate order.

-- Beef rental refrigerator charges will be eligible for the program and can be listed on the same order as the beef semen.

-- Orders can be deferred NO LATER THAN MAY 10, 2017. PLEASE NOTE: *** If payment for the beef deferred balance is not received by May 10, 2017, interest will be imposed on the unpaid balance from the date of purchase at an APR of 15.00%, ***

-- Each order MUST be marked BEEF DEFERRED with the DUE DATE in the “SPECIAL INSTRUCTIONS” section of the ABS Global order form.

-- For phone orders, please let the Customer Service Representative know before the semen ships that the order needs to be placed on the Beef Deferred Program.

Remember, this is a list of some of the important highlights of the program. For specifics, or for information on how to handle special requests, please contact the Credit Department.

Thank you for your help in making this program a success.

AC/vl

bfdefprogrep