

**To:** Daphne Wallace [REDACTED]  
**From:** [REDACTED]  
**Sent:** Fri 11/6/2015 3:48:58 PM  
**Subject:** Re: LOU - LSJ, LLC

good job Daphne!

On Nov 6, 2015, at 8:34 AM, Daphne Wallace [REDACTED] > wrote:

Greetings Rich,  
FedEx is willing to offer a 30% discount on incoming packages and a 20% discount on outgoing packages.

The discount is not retroactive, and they cannot waive using the dimensions to determine the rate.

The Letter of Understanding is attached for review and approval, DW

----- Forwarded message -----

**From:** Evelyn Greaux [REDACTED]  
**Date:** Fri, Nov 6, 2015 at 8:27 AM  
**Subject:** LOU - LSJ, LLC  
**To:** [REDACTED]  
**Cc:** Evelyn Greaux [REDACTED]

Good Morning Ms. Wallace:

Thank you for the opportunity to serve your shipping needs. Please find enclosed the letter of Understanding for your signature.

If you have any questions, please feel free to call me at [REDACTED] or email me at [REDACTED]

Regards,

Evelyn Greaux

Account Executive

FedEx

USVI/BVI/Anguilla

[REDACTED]

[REDACTED]

<LOU - LSJ, LLC.doc>