March 24, 2015

Subject: Customer pick-up order weight vs. Customer Gross Vehicle Weight (GVW)

In an effort to prevent the overloading of customer vehicles while expediting the loading of customer pick-up orders, ADM Alliance Nutrition is implementing the following policy as a standard practice. These **guidelines** will allow a customer to load without a known empty weight. To maximize a load, scale in of vehicle(s) is required.

- Vehicles **less than ½ ton** will be loaded with **500 lb**
- **½-ton pickups** will be loaded with **1000 lb + pallet weight**
- **¾-ton pickups** will be loaded with **2000 lb + pallet weight**
- **1-ton pickups** will be loaded with **3000 lb + pallet weight**
- **1-ton dually pickups** will be loaded with **4000 lb + pallet weight**

The maximum allowable payload is calculated off of the GVW of the vehicle and/or trailer. If a truck and trailer are being used for pick-up, the combination will need to be scaled in as outlined above, so that the payload can be calculated. **If a customer wishes to add additional payload, they can scale in the vehicle and the maximum payload allowed will be calculated by the following formula.** It is as follows:

Weights can be verified at the time of weigh-in at the plant based on the following formulas:

1. Weigh truck empty with all passengers and driver included
2. Get GVW off the data plate on truck
3. GVW minus empty weight noted above = Payload

No customer should leave without product by using the guidelines above. The maximum weight (payload) will be determined by the GVW.

If you or your customers have any questions or concerns, please contact your plant, your sales manager or your customer sales coordinator; East: 1-800-727-6306, or West: 800-217-2007.

Thank you,

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