

Consolidated Logistics & Customs
Brokerage Solution to serve:

Aprilaire®

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June 1st, 2022

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Private and confidential

Aprilaire
PO Box 1467
Madison, Wisconsin
53701

Subject: Logistics and Customs Brokerage Solution

We are very pleased to present our proposal to Aprilaire, for a complete turnkey solution to execute cross-border consolidations to Canada, and Canadian Customs Brokerage.

Frontier Supply Chain Solutions Inc. (Frontier) is a North American supply chain company. We are able to create solutions and introduce programs that will benefit our client's needs because we take the time to understand their business. Our priority is to:

- Implement a seamless consolidation program for Canada, for all B2B and B2C shipments
- Decrease transit times and establish more consistent delivery times
- Improve LTL and Small parcel rates through consolidation
- Offer professional Customs Brokerage services, with a heavy focus on trade consulting
- Streamline service by offering a one-client one-team approach, for all cross-border Canadian needs
- Build a turn-key solution that will benefit Poynette and Romeoville harmoniously

As Frontier engages new partnerships, we will work for continuous improvement. This is to ensure Aprilaire is always up-to-date on the most effective programs available.

Choosing a new provider is an important decision. You must assess your needs and select a business that will continuously communicate with you, provide valuable insights, and best understand your business needs today and in the future. We believe we are that provider.

Please do not hesitate to contact me at (204) 784-4800 Ext. 127 if you have any questions. On behalf of Frontier, we look forward to working with you.

Sincerely,

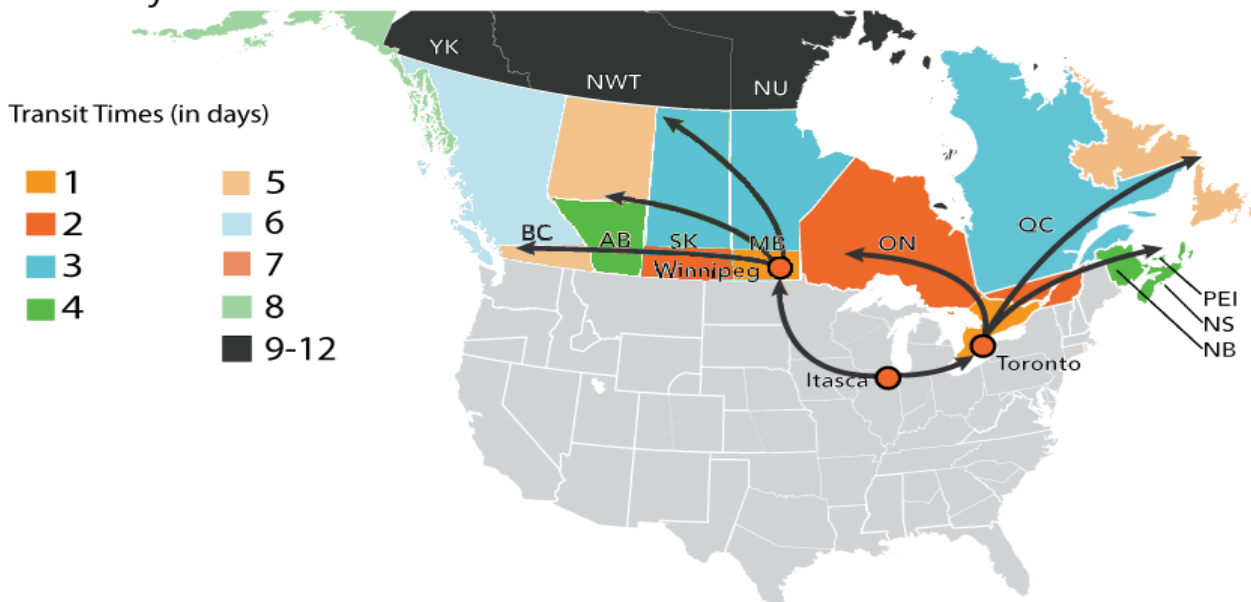
Chris Borecky
Business Development Manager
Frontier Supply Chain Solutions Inc.

Canadian Consolidation Program

Consolidate in Itasca, IL (Ex-Poynette, Ex Romeoville)



Delivery times via Itasca



- Frontier has multiple trucks leaving our Itasca facility nightly, and will dedicate space to provide overnight service for Aprilaire, into Eastern and Western Canada
- Aprilaire has a dataset that Frontier has analyzed and provided rates for in Appendix 1
- Looking solely at LTL volume, Frontier believes a daily consolidation would be ideal, although combining small parcel shipments to the consolidation would exponentially decrease per-shipment costs
- Aprilaire could also implement a M/W/F schedule to further reduce rates
- Shipments from Poynette and Romeoville will be consolidated into one shipment, taking advantage of the cumulative weight going to Canada
- Our solution allows Aprilaire to take advantage of trucks already moving to Itasca, to drop-ship pre-labelled skids and boxes for Canada
- Each consolidation for Eastern and Western Canada are on one BOL/PARS Number, this means one customs clearance fee for all shipments going to either region
- Frontier is a license Canadian and can completely streamline the program by implementing this service
- Customs paperwork is generated in parallel with shipping documents for a very seamless operation
- Based on volume, Frontier estimates a 75%+ reduction in customs brokerage fees alone

Other Technology & Tracking Tools

Applied Programming Interface (API) capabilities will allow Aprilaire to process all Mail, Parcel, and LTL shipments using servers automatically loading order data from your ERP, creating carrier compliant labels and producing end of day reports with one click.

FrontSHIP is Frontier’s standalone shipping system for order and label creation. We provide the computer, weigh scale and printer to give your warehouse an easy option for processing Canadian shipments. Create and manage orders by integrating any ODBC compliant data source such as ERP and internal applications. Or file manual/automated file-based import. Produce and transmit customs paperwork in parallel with the order and label creation. Frontier controls more of the development, versus an API method

WebSHIP is Frontier proprietary web-based tracking system that allows users to rate, track, and create orders/label. WebSHIP can be accessed by any device and is easy to use. Regardless of what system is used to generate labels and submit orders, WebSHIP is the interface that is used for tracking. All tracking can be done by simply logging in and going to the “tracking” feature. Proof of deliveries are available in WebSHIP once the shipment has been delivered

FRONTIER **webSHIP**

Redekop Rates Orders Tracking Logout

Search for the probill that you would like to track.

Search Criteria

Pickup Date(dd/mm/yyyy):

From 12/12/2016 To 11/01/2017

Filter by Date Range

Probill Number:

Reference Number: **Track by Purchase Order #**

Bill of Lading:

Invoices:

Shipper:


Consignee:


Pro Bill #	Status	Shipper	Pickup Location	Pickup Date	Consignee	Delivery Location	Quantity	Weight(lb)	ETA	Delivery Date
PFS0724417	DELIVERED	FRONTIER USA	Itasca, IL	03-Jan-2017	Redekop	Saskatoon, SK	8	4924	06-Jan-2017	06-Jan-2017
PFS0724409	DELIVERED	THE NELSON COMPANY	Fairfield, IA	22-Dec-2016	FRONTIER USA	Itasca, IL	8	4924	27-Dec-2016	27-Dec-2016
PFS0722456	DELIVERED	FRONTIER USA	Itasca, IL	22-Dec-2016	Redekop	Saskatoon, SK	2	828	28-Dec-2016	30-Dec-2016
PFS0720972	DELIVERED	FRONTIER USA	Itasca, IL	20-Dec-2016	Redekop	Saskatoon, SK	6	2312	23-Dec-2016	22-Dec-2016
PFS0719441	DELIVERED	WCCO BELTING INC	Wahpeton, ND	15-Dec-2016	FRONTIER USA	Itasca, IL	2	828	20-Dec-2016	20-Dec-2016
PFS0719437	DELIVERED	FISHER BARTON SPECIALTY PRODUCTS	Watertown, WI	14-Dec-2016	FRONTIER USA	Itasca, IL	6	2312	20-Dec-2016	20-Dec-2016
PFS0719102	DELIVERED	FRONTIER USA	Itasca, IL	15-Dec-2016	Redekop	Saskatoon, SK	4	785	19-Dec-2016	20-Dec-2016
PFS0717911	DELIVERED	BREMEN CASTINGS INC.	Bremen, IN	13-Dec-2016	FRONTIER USA	Itasca, IL	4	785	14-Dec-2016	14-Dec-2016


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Canadian customers can also track shipments by simply going to Frontier’s home page & clicking “Track Now”

 WEBship

 Warehouse Management System

 U.S. Web Tracker

 Freight Forwarding Web Tracker

 PARS Tracker

Canadian Customs Brokerage

As a Canadian customs broker, Frontier is able to centralize not only shipping solutions, but we are able to provide a truly “turn-key” solution for Aprilaire. Our “one team-one provider” solution will cover all of Aprilaire’s logistics and customs needs in Canada. By allowing Frontier to implement our pre-arrival review system (PARS) as your carrier and customs broker, we will reduce any risk of delays at the border.

Frontier also understands the importance of leveraging new technology to improve our customers experience. Frontier recently made an investment in a new Canadian brokerage software system (Visual Importer) which allows customers real time shipment updates, on demand reporting, CBSA ARL data, shipment document retrieval/imaging, and key performance indicator tracking, among other things.

One-Team Service Approach

Any and all services provided by Frontier will be serviced by one team that consist of 4-6 full time employees and after hour support. Upon implementing your account, Frontier will create standard operating procedures to outline processes and service expectations. Your assigned team will understand your business and agreed to processes, before starting any services for Aprilaire. Each client is assigned an integrated service rep (ISR) who backed up by the account manager.

Additional Services

- **Trade Consulting**
 - Duty Drawback, tariff code classification, database management, etc.
- **Return Solutions/Reverse Logistics**
 - Frontier has warehouses in Vaughan (Toronto), Winnipeg, and Vancouver
- **International Freight Forwarding**

Appendix 1 - Pricing & Fee Schedule

Canadian Customs

The below Canadian customs fee is a consolidated entry fee:

- **\$50 CAD per consolidated entry + (CCI line fees apply if data file not received via EDI)**
 - **\$0.25 per CCI Line (first 10 lines are free)**
 - **Lines fees are eliminated if EDI transmission of paperwork can be setup**

Small Parcel Rates: Ex Itasca, IL

Origin	Lbs	1	2	3	4	5	6	7	8	9	10	11+
Itasca, IL	ON - GTA	6.26	6.51	6.76	7.01	7.26	7.51	7.76	8.01	8.26	8.51	0.25
Itasca, IL	ON - South	6.55	6.83	7.11	7.39	7.67	7.95	8.23	8.51	8.79	9.07	0.28
Itasca, IL	ON - Central	9.45	9.79	10.13	10.47	10.81	11.15	11.49	11.83	12.17	12.51	0.34
Itasca, IL	ON - East	11.76	12.20	12.64	13.08	13.52	13.96	14.40	14.84	15.28	15.72	0.44
Itasca, IL	ON - North	14.88	15.33	15.78	16.23	16.68	17.13	17.58	18.03	18.48	18.93	0.45
Itasca, IL	QC - Montreal	6.90	7.25	7.60	7.95	8.30	8.65	9.00	9.35	9.70	10.05	0.35
Itasca, IL	QC - Province	11.76	12.20	12.64	13.08	13.52	13.96	14.40	14.84	15.28	15.72	0.44
Itasca, IL	Maritimes	15.38	15.79	16.20	16.61	17.02	17.43	17.84	18.25	18.66	19.07	0.41
Itasca, IL	NL - Province	19.53	20.02	20.51	21.00	21.49	21.98	22.47	22.96	23.45	23.94	0.49
Itasca, IL	MB - Winnipeg	9.28	9.44	9.60	9.76	9.92	10.08	10.24	10.40	10.56	10.72	0.16
Itasca, IL	MB - Province	15.16	15.35	15.54	15.73	15.92	16.11	16.30	16.49	16.68	16.87	0.19
Itasca, IL	SK - Regina	10.60	10.85	11.10	11.35	11.60	11.85	12.10	12.35	12.60	12.85	0.25
Itasca, IL	SK - Province	12.70	12.98	13.26	13.54	13.82	14.10	14.38	14.66	14.94	15.22	0.28
Itasca, IL	AB - Calgary	11.21	11.56	11.91	12.26	12.61	12.96	13.31	13.66	14.01	14.36	0.35
Itasca, IL	AB - Edmonton	11.21	11.56	11.91	12.26	12.61	12.96	13.31	13.66	14.01	14.36	0.35
Itasca, IL	AB - Province	14.49	14.92	15.35	15.78	16.21	16.64	17.07	17.50	17.93	18.36	0.43
Itasca, IL	BC - Vancouver	11.24	11.65	12.06	12.47	12.88	13.29	13.70	14.11	14.52	14.93	0.41
Itasca, IL	BC - Province	17.93	18.39	18.85	19.31	19.77	20.23	20.69	21.15	21.61	22.07	0.46

LTL Rates: Ex Itasca, IL

Origin	Destination	Prov	M/C	L5C	M5C	1M	2M	5M	10M
Itasca, IL	Winnipeg	MB	105.00	23.29	21.68	20.05	18.61	17.46	15.81
Itasca, IL	Regina	SK	105.00	27.04	22.36	20.54	18.94	18.43	18.10
Itasca, IL	Saskatoon	SK	105.81	28.24	23.17	21.22	19.73	19.01	18.64
Itasca, IL	Edmonton	AB	111.65	32.47	27.04	24.54	22.37	21.31	20.79
Itasca, IL	Calgary	AB	111.65	32.47	27.04	24.54	22.37	21.31	20.79
Itasca, IL	Vancouver	BC	136.61	41.77	32.96	27.20	24.62	23.87	23.57
Itasca, IL	Toronto	ON	105.00	24.38	24.05	19.03	17.73	16.82	16.13
Itasca, IL	Ottawa	ON	112.15	34.36	29.53	25.50	23.12	20.54	19.32
Itasca, IL	Montreal	QC	105.00	30.05	26.82	23.15	21.46	20.07	18.69
Itasca, IL	Quebec	QC	109.36	32.24	28.68	24.60	22.68	21.08	19.73
Itasca, IL	Halifax	NS	121.48	37.35	33.84	29.73	27.69	25.77	23.94
Itasca, IL	Moncton	NB	113.52	34.18	30.81	26.83	24.88	23.14	21.54
Itasca, IL	St Johns	NL	177.92	59.17	54.47	48.95	46.20	42.57	39.15

Small Parcel Rates: Ex Romeoville, IL

Origin	Lbs	1	2	3	4	5	6	7	8	9	10	11+
Romeoville, IL	ON - GTA	6.44	6.87	7.30	7.73	8.16	8.59	9.02	9.45	9.88	10.31	0.43
Romeoville, IL	ON - South	6.73	7.18	7.63	8.08	8.53	8.98	9.43	9.88	10.33	10.78	0.45
Romeoville, IL	ON - Central	9.63	10.14	10.65	11.16	11.67	12.18	12.69	13.20	13.71	14.22	0.51
Romeoville, IL	ON - East	11.94	12.55	13.16	13.77	14.38	14.99	15.60	16.21	16.82	17.43	0.61
Romeoville, IL	ON - North	15.05	15.68	16.31	16.94	17.57	18.20	18.83	19.46	20.09	20.72	0.63
Romeoville, IL	QC - Montreal	7.08	7.61	8.14	8.67	9.20	9.73	10.26	10.79	11.32	11.85	0.53
Romeoville, IL	QC - Province	11.94	12.55	13.16	13.77	14.38	14.99	15.60	16.21	16.82	17.43	0.61
Romeoville, IL	Maritimes	15.55	16.14	16.73	17.32	17.91	18.50	19.09	19.68	20.27	20.86	0.59
Romeoville, IL	NL - Province	19.70	20.36	21.02	21.68	22.34	23.00	23.66	24.32	24.98	25.64	0.66
Romeoville, IL	MB - Winnipeg	9.45	9.79	10.13	10.47	10.81	11.15	11.49	11.83	12.17	12.51	0.34
Romeoville, IL	MB - Province	15.34	15.70	16.06	16.42	16.78	17.14	17.50	17.86	18.22	18.58	0.36
Romeoville, IL	SK - Regina	10.78	11.21	11.64	12.07	12.50	12.93	13.36	13.79	14.22	14.65	0.43
Romeoville, IL	SK - Province	12.88	13.33	13.78	14.23	14.68	15.13	15.58	16.03	16.48	16.93	0.45
Romeoville, IL	AB - Calgary	11.39	11.92	12.45	12.98	13.51	14.04	14.57	15.10	15.63	16.16	0.53
Romeoville, IL	AB - Edmonton	11.39	11.92	12.45	12.98	13.51	14.04	14.57	15.10	15.63	16.16	0.53
Romeoville, IL	AB - Province	14.66	15.26	15.86	16.46	17.06	17.66	18.26	18.86	19.46	20.06	0.60
Romeoville, IL	BC - Vancouver	11.41	12.00	12.59	13.18	13.77	14.36	14.95	15.54	16.13	16.72	0.59
Romeoville, IL	BC - Province	18.10	18.74	19.38	20.02	20.66	21.30	21.94	22.58	23.22	23.86	0.64

LTL Rates: Ex Romeoville, IL

Origin	Destination	Prov	M/C	L5C	M5C	1M	2M	5M	10M
Romeoville, IL	Winnipeg	MB	105.00	40.67	39.05	37.43	35.99	34.83	33.18
Romeoville, IL	Regina	SK	105.00	44.42	39.74	37.91	36.31	35.80	35.48
Romeoville, IL	Saskatoon	SK	105.00	45.61	40.55	38.60	37.10	36.38	36.01
Romeoville, IL	Edmonton	AB	105.00	49.85	44.42	41.91	39.75	38.69	38.16
Romeoville, IL	Calgary	AB	105.00	49.85	44.42	41.91	39.75	38.69	38.16
Romeoville, IL	Vancouver	BC	105.00	59.14	50.33	44.58	41.99	41.24	40.94
Romeoville, IL	Toronto	ON	105.00	41.76	41.43	36.41	35.11	34.19	33.51
Romeoville, IL	Ottawa	ON	105.00	51.73	46.91	42.87	40.50	37.91	36.69
Romeoville, IL	Montreal	QC	105.00	47.42	44.20	40.52	38.83	37.44	36.07
Romeoville, IL	Quebec	QC	105.00	49.61	46.06	41.98	40.05	38.45	37.10
Romeoville, IL	Halifax	NS	105.00	54.72	51.21	47.11	45.06	43.15	41.31
Romeoville, IL	Moncton	NB	105.00	51.55	48.18	44.21	42.25	40.51	38.91
Romeoville, IL	St Johns	NL	127.92	76.54	71.85	66.33	63.58	59.94	56.52

Small Parcel Rates: Ex Poynette, WI

Origin	Lbs	1	2	3	4	5	6	7	8	9	10	11+
Poynette, WI	ON - GTA	6.36	6.71	7.06	7.41	7.76	8.11	8.46	8.81	9.16	9.51	0.35
Poynette, WI	ON - South	6.65	7.03	7.41	7.79	8.17	8.55	8.93	9.31	9.69	10.07	0.38
Poynette, WI	ON - Central	9.55	9.99	10.43	10.87	11.31	11.75	12.19	12.63	13.07	13.51	0.44
Poynette, WI	ON - East	11.86	12.40	12.94	13.48	14.02	14.56	15.10	15.64	16.18	16.72	0.54
Poynette, WI	ON - North	14.98	15.53	16.08	16.63	17.18	17.73	18.28	18.83	19.38	19.93	0.55
Poynette, WI	QC - Montreal	7.00	7.45	7.90	8.35	8.80	9.25	9.70	10.15	10.60	11.05	0.45
Poynette, WI	QC - Province	11.86	12.40	12.94	13.48	14.02	14.56	15.10	15.64	16.18	16.72	0.54
Poynette, WI	Maritimes	15.48	15.99	16.50	17.01	17.52	18.03	18.54	19.05	19.56	20.07	0.51
Poynette, WI	NL - Province	19.63	20.22	20.81	21.40	21.99	22.58	23.17	23.76	24.35	24.94	0.59
Poynette, WI	MB - Winnipeg	9.38	9.64	9.90	10.16	10.42	10.68	10.94	11.20	11.46	11.72	0.26
Poynette, WI	MB - Province	15.26	15.55	15.84	16.13	16.42	16.71	17.00	17.29	17.58	17.87	0.29
Poynette, WI	SK - Regina	10.70	11.05	11.40	11.75	12.10	12.45	12.80	13.15	13.50	13.85	0.35
Poynette, WI	SK - Province	12.80	13.18	13.56	13.94	14.32	14.70	15.08	15.46	15.84	16.22	0.38
Poynette, WI	AB - Calgary	11.31	11.76	12.21	12.66	13.11	13.56	14.01	14.46	14.91	15.36	0.45
Poynette, WI	AB - Edmonton	11.31	11.76	12.21	12.66	13.11	13.56	14.01	14.46	14.91	15.36	0.45
Poynette, WI	AB - Province	14.59	15.12	15.65	16.18	16.71	17.24	17.77	18.30	18.83	19.36	0.53
Poynette, WI	BC - Vancouver	11.34	11.85	12.36	12.87	13.38	13.89	14.40	14.91	15.42	15.93	0.51
Poynette, WI	BC - Province	18.03	18.59	19.15	19.71	20.27	20.83	21.39	21.95	22.51	23.07	0.56

LTL Rates: Ex Poynette, WI

Origin	Destination	Prov	M/C	L5C	M5C	1M	2M	5M	10M
Poynette, WI	Winnipeg	MB	105.00	32.14	30.53	28.90	27.46	26.31	24.66
Poynette, WI	Regina	SK	105.00	35.89	31.21	29.39	27.79	27.28	26.95
Poynette, WI	Saskatoon	SK	105.00	37.09	32.02	30.07	28.58	27.86	27.49
Poynette, WI	Edmonton	AB	105.00	41.32	35.89	33.39	31.22	30.16	29.64
Poynette, WI	Calgary	AB	105.00	41.32	35.89	33.39	31.22	30.16	29.64
Poynette, WI	Vancouver	BC	105.00	50.62	41.81	36.05	33.47	32.72	32.42
Poynette, WI	Toronto	ON	105.00	33.23	32.90	27.88	26.58	25.67	24.98
Poynette, WI	Ottawa	ON	105.00	43.21	38.38	34.35	31.97	29.39	28.17
Poynette, WI	Montreal	QC	105.00	38.90	35.67	32.00	30.31	28.92	27.54
Poynette, WI	Quebec	QC	105.00	41.09	37.53	33.45	31.53	29.93	28.58
Poynette, WI	Halifax	NS	105.00	46.20	42.69	38.58	36.54	34.62	32.79
Poynette, WI	Moncton	NB	105.00	43.03	39.66	35.68	33.73	31.99	30.39
Poynette, WI	St Johns	NL	127.92	68.02	63.32	57.80	55.05	51.42	48.00

Notes:

- The cost of fuel is not included in these rates.
- The greater of the Cubed weight and actual weight will always be used when calculating the freight fee
- Cubed Weight Formula = $(L \times W \times H / 1728) \times 10$
- Duties, Taxes and Brokerage are not included in the freight fee
- These rates are in US funds
- Rural and remote destinations are subject to additional charges