



**LETTER OF UNDERSTANDING**  
**COUNTRY Pricing Program**

LSJ, LLC  
6100 Red Hook Qtr B-3  
St. Thomas, Virgin Islands 00802

RE: [REDACTED]

Dear Ms. Wallace

Thank you for the opportunity to meet your transportation needs. As a valued customer, you will be receiving a 30% discount for import shipments and a 20% for your export shipments that will be applied to the above account number for both priority and economy shipments.

This discount is contingent upon your shipping at least 8 + packages per month and generating at least \$250.00 monthly revenue for FedEx. We have agreed that if these qualifications are not met within 60 days from the above date, then the discount may be adjusted with a 30 day notice.

\*Discounts will apply on current list rates; General Rate Increase applies.

Thank you for shipping with FedEx Express!

By: \_\_\_\_\_  
Customer Signature Date

By: \_\_\_\_\_  
FedEx Sales Professional Date