



June 2, 2011

Dear Valued Customer:

With the very recent jump in fuel and energy prices, we are forced to implement a temporary Energy Surcharge of \$3.00 on all deliveries, except for those deliveries of less than \$150 in invoice value where the charge will be \$5.00 per invoice. This will be effective June 6, 2011.

The Energy Surcharge will be a separate line item on your invoice. Breaking out this fee as a "Surcharge" allows us to manage escalating fuel and energy prices on a "per delivery" basis, and keep it separated from product prices.

As your partner in food service, this decision did not come easy. We waited as long as we could to make this change because we understand your need to keep costs down. From 2010 to 2011, retail gas prices have increased from \$2.78 per gallon to \$3.63 per gallon while electricity prices have increased 2.3% over the same time period. We plan to remove this charge if and when fuel and energy costs return to more normalized levels.

At Farmer Brothers, we constantly search for ways to maximize the value of our service, freeing you up to focus on your business. Once again, thank you for your partnership. If you have any questions or concerns regarding this matter, please contact your local sales representative immediately.

Sincerely,