

Dear American Shipper Sources and Contributors:

First and foremost, thank you for your interest and participation in *American Shipper's* editorial process. We pride ourselves on the quality, depth and reliability of our editorial work. As a result we greatly value our sources and aim to foster a mutually beneficial relationship with you and the companies you represent.

To that end, I would like to spell out for you our policies on sharing content, redistribution rights, and reprints. Here's a link to our copyright policy, which applies to all content posted on our Website, *AS Daily* e-newsletter and print journal.

Recently, *American Shipper* made significant investments to develop a unique and powerful premium subscription program. This includes enhancements to our IT system, in addition to our continuing commitment to the most knowledgeable editorial team in the industry. As a result, *American Shipper* actively defends its copyright to ensure we preserve the value that our premium subscription offers. This consequently allows us to grow this important business.

At the same time, we recognize that marketing and communications professionals like yourself may need access to certain content in which you contributed for internal tracking and validation purposes. We want to provide you every opportunity to showcase your work with *American Shipper* to your management. Should you require a proof copy of an article to which you contributed for internal distribution please contact the author for the final story upon publication. We will be happy to provide you with that article promptly by email.

If you would like to provide access to any *American Shipper* article — whether you contributed to it or not — to your customers, prospects and other parties outside your firm we have two options to consider. First, as our copyright policy suggests, any person or organization may post/distribute a link to stories on our Website. You may also use the story headline and a short excerpt alongside the link to provide some context to prospective readers. There is no fee associated with this option, but be advised that all articles on AmericanShipper.com require registration and some require a paid subscription.

If you wish to redistribute the complete content of any *American Shipper* article in any format there is an electronic reprint fee of \$800 per article that applies. In this instance your customers and prospects will not have to register for our Website nor have a subscription, as you may distribute the content however you please. *American Shipper* does provide hardcopy reprints of articles appearing in *American Shipper* magazine for \$800, plus production and printing charges. Production and printing charges vary based on the size and shape of the content. Please contact your sales representative for a quote.

If you require more information please contact me at any time. Thank you for your time and consideration.

Sincerely,

Hayes H. Howard CEO/Publisher American Shipper

Hayes V. Howard

hh@shippers.com