



January 22, 2016

RE: Merchant Account #

[REDACTED]

Subject: Upcoming pricing changes to your merchant account

Dear Customer:

From time to time, we reevaluate the rising cost of providing an efficient, reliable, and secure card payment processing network to our customers and may need to adjust the pricing associated with your merchant processing account.

On **March 1, 2016**, we will be adjusting your merchant account pricing as shown below. By continuing to use our services after March 1, you are confirming your acceptance of these changes.

How to manage card payment processing costs

As payment card industry costs and transaction qualification criteria change, be sure you know how to process your payment transactions efficiently and at the best price available to you. Visit wellsfargo.com/biz/merchant/service/manage for helpful cost-saving information.

Your discount rates

Your discount rates will increase by 0.30% as shown here:

| | Credit | Non-PIN Debit |
|-------------------|---------|---------------|
| Visa® | 2.5980% | 2.1480% |
| MasterCard® | 2.5980% | 2.1480% |
| Discover® | 2.5980% | 2.1480% |
| American Express® | 2.5980% | n/a |

The discount rate is the base rate we charge when you process a transaction. Other fees may apply.

To review your current rates and fees, please refer to your monthly merchant statement or access your statement electronically using Business Track® - our secure online account management and reporting portal. For information on the criteria needed for your transactions to qualify at the best rate, refer to your *Payment Network Qualification Matrix* online at wellsfargo.com/biz/qualmatrix.

(over, please)

Your non-qualified surcharge

Your current non-qualified surcharge shown on your *Interchange Pricing Summary (IPS)* will increase by **0.24%** and will now be **0.99%** of the transaction amount.

A non-qualified surcharge is in addition to a non-qualified interchange fee – both of which are assessed when you have a non-qualified transaction. A non-qualified transaction is one that does not meet all of the stated conditions for the interchange program at which you are priced.

For more information on non-qualified fees, refer to your current *Non-qualified Interchange Fee Schedule*. For more information on your anticipated interchange programs, refer to your current *IPS*.

If you have questions

Please contact Wells Fargo Merchant Services Customer Service at 1-800-451-5817, Monday through Friday, 8:00 a.m. to 10:00 p.m. Eastern Time if you have questions.

Thank you for choosing Wells Fargo Merchant Services. We appreciate your business.

Sincerely,

Mark J. Baumli

Mark J. Baumli
Executive Vice President
Wells Fargo Merchant Services

