

STANDARD FREIGHT CHARGES FOR WORKSTATION PRODUCT LINE August 8, 2010

- The freight charges below apply to complete panel systems orders only.
- Freight charges are applied to Net Order Amount before special orders discounts.
- Special freight quotes are required for pedestal only, worksurface only, or parts only orders.
- Orders under \$2,000 will be quoted on a per order basis.
- Minimum freight charge is \$125 for all LTL shipments and \$25 for UPS Ground.
- Freight charges are subject to change at any time due to volatility in fuel prices.
- Standard freight charges include delivery Monday through Friday 8:30 AM to 5:00 PM.
- Standard freight charges are for loading dock delivery only. Add \$75 for tailgate delivery.

| NET ORDER AMOUNT | |
|---|--|
| (apply freight calculation to net order total before any special order discounts) | |
| \$2,000 - \$24,999 | \$25,000 AND UP |
| Zone 1: Connecticut, Massachusetts, New Hampshire, New York*, Rhode Island | |
| 9% of Net before special discounts | Flat Fee: \$1,900 |
| *Add \$50 to all orders shipping to NYC (all 5 boroughs) | |
| Zone 2: Delaware, Maryland, New Jersey, Kentucky, Ohio, Pennsylvania, Virginia, West Virginia, and Washington D.C. | |
| 8% of Net before special discounts | Flat Fee: \$1,700 |
| Zone 3: North Carolina and South Carolina | |
| 4% of Net before special discounts | Flat Fee: \$650 |
| Zone 4: Alabama, Georgia, and Tennessee | |
| 5% of Net before special discounts | Flat Fee: \$750 |
| Zone 5: Florida | |
| 7% of Net before special discounts | Flat Fee: \$1,200 (below Palm Bay=\$1,600) |
| Zone 6: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Wisconsin | |
| 10% of Net before special discounts | Flat Fee: \$1,800 |
| Zone 7: Texas, Arkansas, Louisiana, Mississippi, and Oklahoma | |
| 8% of Net before special discounts | Flat Fee: \$1,800 |
| Zone 8: Colorado and Utah | |
| 11% of Net before special discounts | Flat Fee: \$2,500 |