

GUARANTEED ZONE FREIGHT RATE PROGRAM

Marquis offers a *Guaranteed Zone Freight Rate Program* designed to make the purchasing and shipping process easier for our customers. This program offers a guaranteed freight rate based on COM LIST PRICING for product(s) shipping into specific geographical zones. This simplified program allows you to determine your exact freight costs at any time. Freight charges do not apply to fabric and product options under the *Guaranteed Zone Freight Rate Program*.

ZONE 1
6% OF BASE PRICE (COM)
 North Carolina
 South Carolina
 Virginia
 (\$125 minimum)

ZONE 2
7% OF BASE PRICE (COM)
 Alabama
 Connecticut
 Delaware
 Georgia
 Kentucky
 Maryland
 Massachusetts
 New Jersey
 New Hampshire
 New York
 Ohio
 Pennsylvania
 Rhode Island
 Tennessee
 Vermont
 Washington, D.C.
 West Virginia
 (\$150 minimum)

ZONE 3
8% OF BASE PRICE (COM)
 Arkansas
 Florida
 Illinois
 Indiana
 Iowa
 Louisiana
 Maine
 Michigan
 Minnesota
 Mississippi
 Missouri
 Wisconsin
 (\$175 minimum)

ZONE 4
9% OF BASE PRICE (COM)
 Colorado
 Kansas
 Nebraska
 New Mexico
 North Dakota
 Oklahoma
 South Dakota
 Texas
 Wyoming
 (\$225 minimum)

ZONE 5
10% OF BASE PRICE (COM)
 Arizona
 California
 Idaho
 Montana
 Nevada
 Oregon
 Utah
 Washington
 (\$250 minimum)

GUIDELINES:

- Freight charges must be shown on purchase orders.
- Freight will be prepaid and added to the product invoice.
- Orders for FOB destination. Marquis' responsibility ceases when goods are received for "in good order" by the consignee and all claims thereafter must be settled directly with the carrier.
- Marquis will ship orders utilizing the *Guaranteed Zone Freight Rate Program* via commercial carriers cartoned or blanket wrapped at our discretion.
- *Guaranteed Zone Freight Rate* charges are for normal dock-to-dock deliveries. Delivery must occur during normal business hours (8:00am - 5:00pm).
- A charge of \$15.00 will apply for call-before-delivery requests.

INSTRUCTIONS:

1. Determine the zone where products are to be shipped using the map on this page.
2. Calculate your *Guaranteed Zone Freight Rate* as a percentage of the total LIST BASE PRICE (COM) by utilizing the percentages assigned to each geographical zone.
3. Add your calculated *Guaranteed Zone Freight Rate* to the list price of your chosen fabric group list price.
4. Indicate on your purchase order "*Guaranteed Zone Freight Rate Program*."



* Alaska and Hawaii and International Shipments—contact Customer Service for shipping information.

Guaranteed freight program is based on current March 2009 fuel prices. These prices are subject to change. Please go to our website www.marquiseating.com to confirm if an additional surcharge is being added.