



Shipping Rates by Region

| Region        | States Included                        | \$500 OR LESS | \$501+ |
|---------------|--|---------------|--------|
| Midwest       | IA, IN, KS, MI, MN, ND, NE, OH, SD, WI | 19%           | 17%    |
| Northeast     | CT, DE, MA, ME, NH, NJ, NY, PA, RI, VT | 20%           | 18%    |
| East          | DC, MD, VA, WV                         | 16%           | 14%    |
| Southeast     | AL, FL, GA, NC, SC                     | 16%           | 14%    |
| South Central | AR, IL, KY, LA, MO, MS, OK, TN         | 13%           | 11%    |
| Southwest     | CO, NM, TX                             | 16%           | 14%    |
| West          | AZ, CA, NV, UT                         | 18%           | 16%    |
| Northwest     | ID, MT, OR, WA, WY                     | 20%           | 18%    |

*Original Percentage applies on all backorders regardless of dollar value.*

Is calculated on total order value submitted excluding discontinued items.

DOES NOT include freight costs for any form of air shipments, or for additional services required for common carrier shipping.

effective June 16, 2014