

| <u>Delivery Method</u> | <u>Order Amount</u> | <u>State Discount</u> |
|------------------------|---------------------|-----------------------|
| Dock Delivery | \$0-100,000 | 60% |
| | \$100,001-\$200,000 | 60% + 1% of net |
| | \$200,001-300,000 | 60% + 2% of net |
| | \$300,001->500,000 | 60% + 3% of net |
| | | |
| Inside Delivery | \$0-100,000 | 58% |
| | \$100,001-\$200,000 | 58% + 1% of net |
| | \$200,001-300,000 | 58% + 2% of net |
| | \$300,001->500,000 | 58% + 3% of net |
| | | |
| Delivered & Installed | \$0-100,000 | 56% |
| | \$100,001-\$200,000 | 56% + 1% of net |
| | \$200,001-300,000 | 56% + 2% of net |
| | \$300,001->500,000 | 56% + 3% of net |