

<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