

# FLAT RATE FREIGHT

Sullivans®

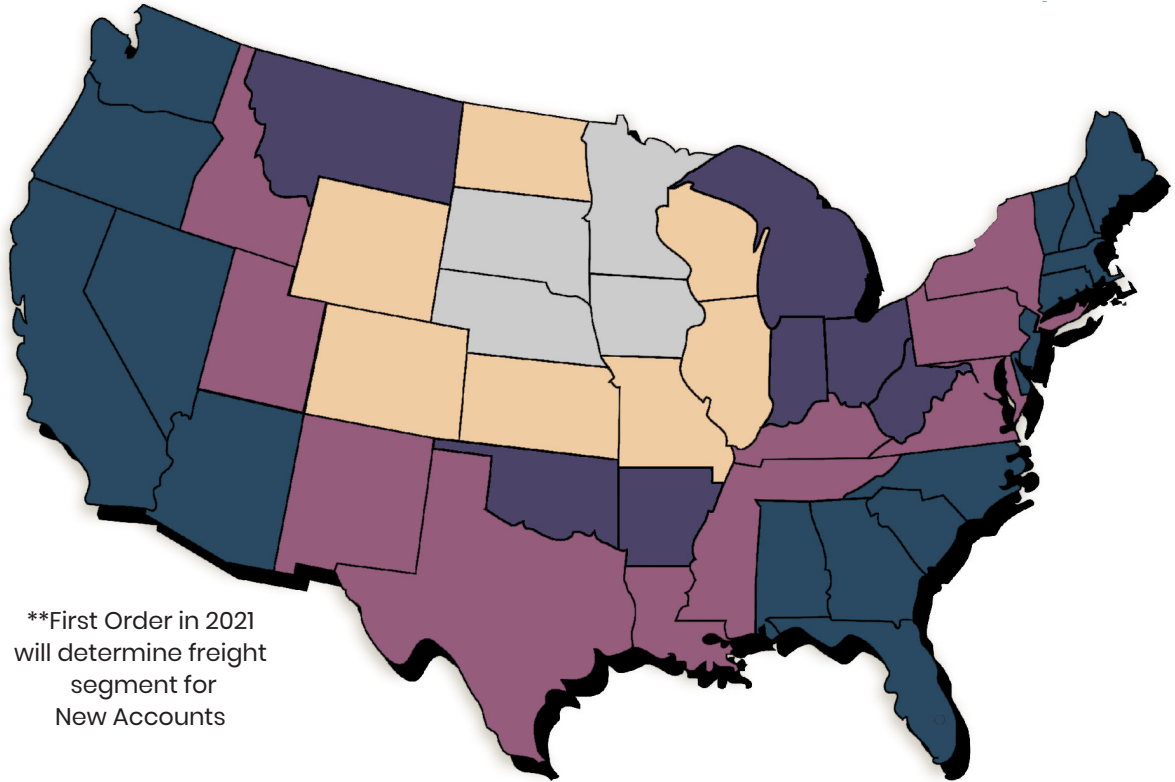
**Zone 1**  
Iowa  
Minnesota  
Nebraska  
South Dakota

**Zone 2**  
Colorado  
Illinois  
Kansas  
Missouri  
North Dakota  
Wisconsin  
Wyoming

**Zone 3**  
Arkansas  
Indiana  
Michigan  
Montana  
Ohio  
Oklahoma  
West Virginia

**Zone 4**  
Idaho  
Kentucky  
Louisiana  
Maryland  
Mississippi  
New Mexico  
New York  
Pennsylvania  
Tennessee  
Texas  
Utah  
Virginia

**Zone 5**  
Alabama  
Arizona  
California  
Connecticut  
Delaware  
Florida  
Georgia  
Maine  
Massachusetts  
Nevada  
New Hampshire  
New Jersey  
North Carolina  
Oregon  
Rhode Island  
South Carolina  
Vermont  
Washington DC  
Washington



\*\*First Order in 2021 will determine freight segment for New Accounts

## 2020 Shipped Sales Total = 2021 Freight Level

Sales Total	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
\$50,000 +	5.75%	6.75%	7.25%	8.75%	9.75%
\$20,000 - 49,999	6.75%	7.75%	9.25%	10.25%	11.25%
\$15,000 - 19,999	7.75%	9.25%	10.25%	11.25%	12.25%
\$10,000 - 14,999	9.25%	10.25%	11.25%	12.25%	13.5%
\$7,500 - 9,999	10.25%	11.25%	12.25%	13.5%	14.75%
\$5,000 - 7,499	10.75%	11.75%	12.75%	14.25%	15.5%
\$2,500 - 4,999	11.25%	12.25%	13.5%	14.75%	16%
\$1,000 - 2,499	11.75%	12.75%	14.25%	15.5%	16.5%
\$100 - 999	13.5%	14.75%	16%	17%	18%

- **Please note, any order that ships after July 1st will have the rates applied**
- Rates apply to Best & Cheapest Ground (FedEx Ground or UPS Ground) & Truckline orders only
- Fixed Rates listed apply to first order shipment and subsequent, if any, backorders
- Rates apply only to lower 48 states; Alaska, Hawaii, & all international rates charged are actual
- Premium Freight requests (Next Day, 2nd Day, US Parcel Post, etc.) will ship at actual rates
- Special requests—Inside Delivery, Lift Gate, etc.—will be charged at actual rates on top of fixed rate
- Flat Freight Rates effective 1/1/20 to 12/31/20 on orders shipped within those dates
- Customers shipped sales total in 2019 will determine freight rate applied within their zone in 2020
- Flat Rate Freight does not apply to 48" x 48" and 20" x 60" giclee canvas prints

\*For terms and conditions on flat rate freight, promotional savings, and our dating program, please see our website, your rep or customer service.