

**Shipping/Routing**

Encore Seating offers a Delivered Freight Program for all products within this price list.

Title to all goods passes to the purchaser upon receipt by the transportation company. It is the responsibility of the purchaser or consignee to report to the carrier promptly upon receipt, and to contact Encore to facilitate any subsequent claims for loss or damage.

Products shipped via this freight program are for normal delivery only and do not include inside delivery, installation, unpacking or the removal of cartoning materials. Reconsignment charges are the responsibility of the customer. Any request for carrier "pre-delivery" notification should be noted on the purchase order. Additional charges will be determined on a per shipment basis. Encore reserves the right to ship via the most appropriate carrier and/or routing on all shipments. If the customer specifies a carrier other than a pre-approved carrier, freight will ship collect at the customer's expense via that carrier.

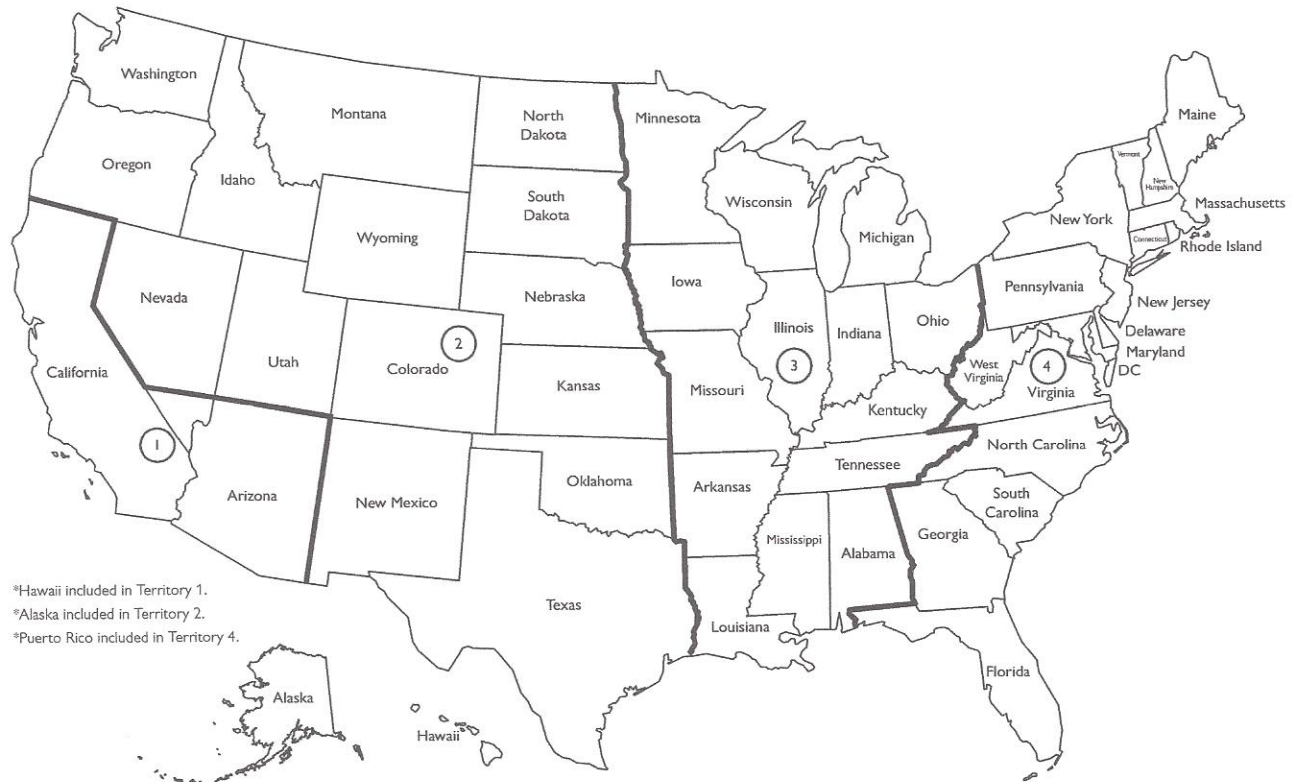
Merchandise is shipped F.O.B. Cerritos, CA, freight prepaid and allowed. Encore maintains the right to determine whether an order ships cartoned and ready to assemble (excluding side chairs) or set-up blanket-wrapped.

The freight program guarantees the product will be delivered freight prepaid to the designated consignee, based on a minimum shipment value of **\$1200 NET<sup>†</sup>** for applicable products. If the value of the shipment does not meet the **\$1200 NET<sup>†</sup>** minimum, a freight surcharge per shipment will be assessed based on the destination territory as listed below.

<sup>†</sup>The minimum shipment value does not apply to products that can be shipped KD (knocked down) and in those cases, the freight surcharge will be waived. Refer to the following page for a complete listing of exempt and applicable products.

Please note that for mixed shipments (between KD and non-KD), the minimum shipment value will always apply.

| Destination | Freight Surcharge |
|-------------|-------------------|
| Territory 1 | \$30 NET          |
| Territory 2 | \$55 NET          |
| Territory 3 | \$80 NET          |
| Territory 4 | \$105 NET         |



This program does not apply to the shipment of textiles and/or components.

\*Shipments outside the 48 contiguous U.S. are shipped to the point of embarkation (point leaving the U.S.) free of charge, if the shipment meets the minimum requirement. All subsequent freight charges will be at the customer's expense, shipped collect.

Due to the fluctuation of fuel prices, Encore reserves the right to impose fuel surcharges to invoices for any shipments.

### Minimum Shipment Value - Exempt Products

The following products ship KD (knocked down) and are exempt from the minimum shipment value requirement\*.

Cerra Executive and Task Models  
Memento Executive and Task Models  
Milo Executive Models  
Nexxt Executive, Task and Stool Models  
Notion Series  
Pinnacle EX Executive/Task Series  
Pinnacle Executive/Task Series  
Pixie 17" High Models  
Realm Series  
Saga Series  
Verity Series  
Wake 18" High Models

### Minimum Shipment Value - Applicable Products

The following products are unable to ship KD and a freight surcharge will apply when the minimum shipment value is not met.

Cerra XT Models  
Chance Series  
Cielo Seating and Tables  
Flurry Series  
Lingo Series  
Lucent Series  
Memento Guest Models  
Milo Guest Models  
Mozie Seating and Tables  
Nexxt Nesting and Guest Models  
Pinnacle Guest  
Pixie 30" High Models  
Signal Series  
Suite Series  
Visor Series  
Wake 30" High Models

\*For mixed shipments (between KD and non-KD), the minimum shipment value will always apply.