

DAVIS[®]

2017 Conditions of Sale
&
General Information

Effective March 15, 2017

GENERAL INFORMATION

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All PRICE LISTS are posted on Davis' web site and will be periodically updated with the latest information and pricing.

Please go to
www.davisfurniture.com

To submit orders please e-mail:

orders@davisfurniture.com

For questions concerning existing orders please e-mail:

customerservice@davisfurniture.com

For product inquiries please e-mail:

sales@davisfurniture.com

Conditions of Sale

Terms 1% 15 days net 30 days. All list prices are FOB High Point, NC. Prices are subject to change without notice. To obtain open account status we require satisfactory reports from five supplied trade references, financial statement, if available, or Dun-Bradstreet rating. Credit evaluation can be made only by our High Point office. Possession of this price list does not constitute the authority to sell.

Cancellations Cancellations will not be accepted without our approval on any orders once they are put in process for production. We will exert every effort to meet our shipping dates but failure to do so does not justify their cancellations. If an order is cancelled while in production, a restocking charge will be applied based on the condition of order at time of cancellation.

Five-Year Limited Warranty **FOR PRODUCTS SOLD AFTER JANUARY 1, 2001, SUBJECT TO THE LIMITATIONS, EXCLUSIONS AND DISCLAIMERS SET FORTH BELOW, (WHICH ARE EXPRESSLY INCORPORATED HEREIN), DAVIS WARRANTS ITS PRODUCTS TO BE FREE FROM DEFECTS IN WORKMANSHIP AND MATERIALS FOR A PERIOD OF FIVE (5) YEARS AFTER THE DATE OF ORIGINAL SHIPMENT (THE "WARRANTY PERIOD"), PROVIDED THE PRODUCT IS USED IN THE MANNER AND UNDER THE CONDITIONS FOR WHICH IT IS DESIGNED.**

- Limitation of Liability**
1. This warranty shall apply only if (i) Purchaser notifies Seller in writing of the claimed defect within 30 days of discovery; (ii) Purchaser discovers the claimed defect within the Warranty Period; (iii) Purchaser allows Seller to inspect the Goods claimed to be defective; and (iv) Seller or its representative confirms the defect in writing to Purchaser.
 2. This Davis Limited Warranty extends only to defects in materials and workmanship which occur during "normal use and service" as defined below, and it does not apply to: (a) Goods that have not been maintained in accordance with instructions or that have been accidentally damaged; (b) defects attributable in any way to installation, modification, cleaning, or repair made by any party other than Davis; or (c) mishandling, accident, fire, lightning, other hazards whether natural or man-made, or shipment. "Normal use and service" means that the product will be used in a typical office environment for 40-45 hours per week.
 3. Products that are non-standard are not covered under this warranty.
 4. Further, this warranty shall not apply if (a) Purchaser or a third party modifies or repairs the Goods without Davis' prior written approval; or (b) after discovery of a defect, Purchaser fails to take prompt and reasonable steps to prevent the defect from becoming more serious. If Goods are repaired in the field by someone other than Davis, then the warranty on that repair is from the person or company making that repair, not Davis.
 5. Davis guarantees upholstered products only to be free from defects and that the upholstery is tailored according to product specifications. Davis offers no warranty, either implied or expressed, on any fabrics or leathers. Fabrics and leathers carry warranties from the fabric manufacturer or reseller, and most contract fabrics and leathers have only a one to two year warranty period. Please refer to each reseller's warranties before specifying. Because every fabric specification is different and application for use must be taken into consideration, Davis shall not be held responsible in any manner for wrong specification of fabric, and Davis does not guarantee specified fabric for tailoring, wear, durability, or light fastness. Davis makes no warranty of any kind with respect to "customer's own materials" (COM), "customer's own leathers" (COL), or non-standard materials selected by and used at the request of the purchaser.
 6. Variations in grain, color, marks, scars, texture and pattern of wood, leather and textiles may occur as a result of nature, dye lot, exposure to light, and aging. Davis makes no warranty with respect to matching of grain, textures, pattern or colors of such materials, including an exact match to wood chips, color samples, or swatch cards.
 7. The Aero Bench (all aluminum), and Veer tables have been approved for outdoor use. The formation of rust and/or corrosion on these series due to outdoor use does not constitute a defect in materials and workmanship, and is not covered under this warranty.
 8. During the Warranty Period, if a Davis product does not conform to this limited warranty, the purchaser's sole and exclusive remedy against Seller arising out of or in connection with any claimed defect in any Goods sold hereunder, whether based upon contract, strict liability or negligence, and whether for personal injury, commercial loss, or other monetary loss, shall be at Davis' option and sole discretion, is one of the following:
 - (a) Repair of the defective component or product,
 - (b) Replacement of the defective component or product, or
 - (c) Refund of the original purchase price paid for the defective product upon return of the defective product to Davis.
 9. IN NO EVENT, WHETHER BASED IN CONTRACT OR TORT OR OTHER LEGAL THEORY, SHALL DAVIS BE LIABLE FOR ANY SPECIAL, INCIDENTAL, CONSEQUENTIAL, INDIRECT OR PUNITIVE DAMAGES OF ANY KIND, INCLUDING WITHOUT LIMITATION, DAMAGES TO OTHER PROPERTY, INCONVENIENCE, LOSS OF GOODWILL, LOST PROFITS OR REVENUE OR OTHER FINANCIAL LOSS, LOSS OF USE OF THE PRODUCT, OR CLAIMS FOR DAMAGES RESULTING FROM THE USE OF THE PRODUCT. Some states do not allow the exclusion or limitation of incidental or consequential damages or allow limitations on how long an implied warranty lasts, so the above limitations and exclusions may not apply to you.
 10. THE FOREGOING LIMITED WARRANTY AND REMEDY ARE EXCLUSIVE AND MADE ONLY TO THE ORIGINAL PURCHASER. DAVIS MAKES NO OTHER EXPRESS, IMPLIED OR STATUTORY WARRANTY, INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AND ALL SUCH WARRANTIES ARE HEREBY EXPRESSLY EXCLUDED.
 11. THIS WARRANTY GIVES YOU SPECIFIC LEGAL RIGHTS, AND YOU MAY HAVE OTHER RIGHTS, WHICH VARY FROM STATE TO STATE. THERE IS NO WARRANTY FOR INTERNATIONAL USE OR PURCHASES.

To obtain performance of this Limited Warranty, the purchaser should contact in writing the authorized Davis dealer or reseller who sold the product to the purchaser, or mail its warranty claim to:

Customer Service Department, Davis Furniture Industries, Inc., PO Box 2065, High Point, NC 27261-2065
TEL: 336 889 2009, FAX: 336 889 0031, E-mail: mail@davisfurniture.com

Conditions of Sale (continued)

Arbitration of Disputes Any controversy, claim or dispute between the purchaser and Davis, directly or indirectly, concerning this warranty, Davis' obligations under this warranty, or the breach hereof, shall be fully and finally settled by arbitration in accordance with the Commercial Arbitration Rules of the American Arbitration Association. The governing law of this warranty and any arbitration held hereunder shall be the substantive law of North Carolina, USA. Such arbitration shall be held in High Point, North Carolina, and judgement upon the award rendered may be entered in any court having jurisdiction thereof. The costs and expenses payable to the American Arbitration Association for such arbitration shall be paid by the losing party as determined by the arbitrator.

Damaged Merchandise Do not refuse merchandise damaged in transit. Keep product in original shipping box or container for inspection by carrier. Enter a claim with the transportation company. All shipments are delivered to the transportation company in good condition. (Davis' liability ceases at that time.) If shipment arrives damaged or short, you should immediately file a claim with the delivery carrier. We suggest for your protection that all shipments be unpacked and inspected upon arrival at destination.

Returned Merchandise Do not return any merchandise without written permission from Davis Furniture Ind., Inc. Only warranted merchandise will be considered.

Repair Charges All repair charges must be authorized in writing by Davis Furniture Industries, Inc. if repair is due to factory defect.

Shipping Unless complete instructions as to shipping method and routing are stipulated by the customer, Davis has the option to ship by what is in Davis' opinion, the best way. Merchandise may be delivered at one time or in partial shipment from time-to-time. Customer bears risk of loss or damage during shipment. All items are shipped strictly according to freight regulations. Davis is not liable for any delays or failure to deliver or perform due to fires, floods, accidents, transportation difficulties, failure or delay of sources of supply, acts of God, or any other causes of like or unlike nature beyond Davis' control.

Claims The utmost care is used in packing and shipping. Our liability ends when the carrier issues a clear receipt to Davis, which is an acknowledgement by the transportation company that the shipment has been received by them in good condition. Examine merchandise carefully before giving the transportation company a clear receipt. If the shipment is not delivered in good condition and in accordance with quantity called for by the bill of lading, insist on the carrier making notations on the delivery receipt and the original freight bill as to damage or shortage before accepting shipment. If the shipment is in apparent good condition but upon opening contents are found damaged, unpacking should be stopped and an inspector of the transportation company should be called to examine the shipment and indicate on the delivery receipt the exact condition of the contents. Do not give the carrier a clear receipt for cartons appearing to be damaged. Failure to make any claim against Davis within 10 days shall constitute acceptance of the merchandise and a waiver of any defects, errors, or shortages ascertained upon inspection.

Cartoning and Crating **Continental US Shipments** – All Davis product is packaged for shipping on Davis Trucks or commercial carriers. List Price includes standard cartoning.

Overseas Shipments – Products shipped outside of the continental US should be specified with special cartoning and/or crating for export. **A 5% upcharge to net prices** will be assessed. Contact your Davis Customer Service Representative to verify quotes for exported products. **SEATING** – all seating units are boxed but may require additional crating reinforcement for exported shipments. Contact Factory for specific information. All tandem and modular seating units must be crated, including Aero, Palette, and Radius.

Designs The products shown in our catalogs and price lists are, and remain, Davis' property. We reserve the exclusive right to manufacture the models shown. All dimensions and weights shown are to be considered approximate. We reserve the right to make changes in price, dimensions, design and/or construction without prior notice. Our catalog and price list are not available to the general public. They are issued to the trade solely for the purpose of inviting purchase of these products from Davis.

Licensed Designs Products that Davis has licensed from European Manufacturers are restricted to distribution in Canada, North America and South America. Some of Davis' original designs also have been licensed to manufacturers that will have Europe, Asia, Pacific Rim, or Middle East distribution. Due to licensed product agreements, these items may not be shipped out of agreed territories. Please contact factory before specifying product for shipments to Europe, Asia, Pacific Rim, or Middle East. Davis will provide the source for the territory in which the product is being shipped.

Patents Certain Davis design and mechanical features are protected under patents, either obtained or pending.

Order Acknowledgement Order acknowledgement will be made for each order and indicates final production specifications. Buyers should check acknowledgement to be sure that all order details are correct. Orders will not be acknowledged or entered for production until all specification information is complete (see check list for ordering). Accepted orders are subject to the terms and conditions set forth herein, and on our acknowledgement, notwithstanding any variance in terms and conditions set forth on buyer's order form.

Warehousing As production space is at a premium, orders will be shipped when completed. On orders for which payment has not been received, a warehousing charge will be levied according to the following schedule. (Note: if you have requested an extended delivery date **at the time the order was placed**, warehousing charges will not be made until after that date.)

Side Chairs & Ottomans	\$4.00 NET	per week per <u>boxed</u> unit
Caster Base Chairs	\$5.00 NET	per week per <u>boxed</u> unit
Lounge Chairs	\$6.00 NET	per week per <u>boxed</u> unit
Sofas, Modular/Tandem Seating	\$8.00 NET	per week per <u>boxed</u> unit
Case Goods, Desks, Tables	\$8.00 NET	per week per <u>boxed</u> unit

General Information

Customer's Own Material COM/COL price includes application of customer's fabric (leather) which should be prepaid to factory address and clearly marked to indicate: 1) buyer's name, 2) buyer's purchase order number, 3) client, 4) furniture number of item to be covered, and 5) instructions for application, i.e. face, railroaded, reversed, etc. Furniture orders should include this same information as well as cutting instructions and a description of the fabric including pattern and color number in order to provide a cross reference and to reduce the margin of error. In the absence of specific written instructions accompanying the order, fabrics will be cut, seamed and applied at our discretion and at the customer's risk.

Yardage requirements shown in price list are based on using fabric which is plain and a full 54" wide. Fabrics of narrower widths and/or which involve matching repeats will require additional yardage. Under most of these circumstances, the following tables can be used as a guide. Collect shipments of COM fabrics will not be accepted. All orders and COM/COL materials should be sent directly to Davis Furniture Industries, Inc., Attn: COM/COL Dept., 2401 South College Drive, High Point, NC 27260, TEL (336) 889-2009.

Fabric less than 54" wide –		54" Fabric with a print or stripe repeat –	
Fabric Width	Increase COM requirement by:	Repeat	Increase COM requirement by:
50"	8%	7" and under	11%
48"	13%	8" to 13"	18%
45"	20%	14" to 21"	21%
36"	50%	22" to 27"	24%
		28" and over	Call factory

FOR LARGE QUANTITIES — Davis will supply exact yardage requirements for large quantities, revisions and special match problems upon request. In the absence of specific written instructions accompanying the order, fabrics will be cut, seamed and applied at our discretion and at the customer's risk. Napped and some velvets are usually applied without luggage stitching. While we inspect fabrics for mill imperfections, some are difficult to recognize. We cannot be responsible for defects, color inaccuracies, dye lot variations, and other flaws. We suggest that our customers inspect fabrics before furnishing them. Under no circumstances will we assume responsibility for COM/COL shortages, flaws, or other such problems. While we make a concerted effort to control COM/COL materials, it is not our responsibility to police the receipt of these materials in order to meet delivery deadlines and we assume that customers are aware of any undue delay in the delivery of their COM/COL materials.

- Fabric & Leather** Davis offers a variety of fabric collections such as Camira, CF Stinson, Designtex, Knoll Textiles, Maharam, Momentum, Ultrafabrics, Helvetia Leather and Tiger Leather. Please refer to the Davis Fabric & Leather Grade List for all available offerings and grades. The Grade List may be obtained on Davis' web site under the PRICE LIST tab. Davis will not purchase COM fabrics or COL leathers.
- Fire Resistance** All Davis seating conforms to California #117 Bulletin for fire resistance. Many products have been tested and pass California TB 133. Please contact factory for information.
- Specials** Because products are manufactured upon receipt of order, it may be possible to accommodate product modifications. Specials that require alternative woods or new design specifications should be submitted to Customer Service for review. The requirements of the special must meet the manufacturing process of Davis.
- Special Finishes** Special finishes are available. Please send a sample of the finish color desired and add a formulation charge of \$250 net plus 5% net per item upcharge. Seating has an upcharge of 5% net on COM/COL price. Upcharge based on Davis' approval of sample submitted. Please allow two weeks for special finish sample to be submitted by Davis for approval.
- Special Veneer** Table units shown separately but ordered together will not automatically be assumed that they are going to be used together, therefore; the veneer will not be matched. If separate tops are going to be used together you must submit a drawing of the configuration and specify veneer matching desired. There will be an appropriate upcharge according to the configuration and type of veneer specified.

If standard multiple top tables are going to be used in different configurations other than illustrated in the price list, an upcharge may be necessary for non-standard veneer direction. Contact factory and submit drawing for review.

Check List for Ordering Furniture

Many orders are received with incomplete or conflicting information, causing needless correspondence and unnecessary delay. Before submitting your order, please be sure it includes the following information.

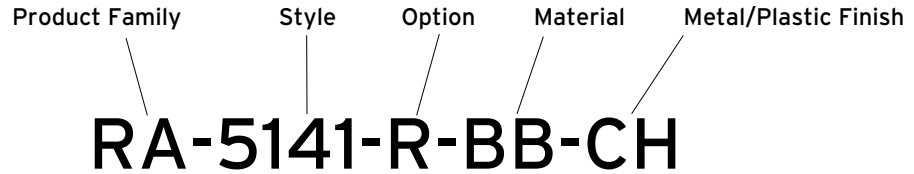
1. Quantity
2. Item Number – refer to each product collection for complete item number sequence
3. Finish Color – wood and metal
4. Fabric pattern, color and application instructions – specify pattern direction and correct side
5. Options – list with each specific product
6. Any specials or revision to standard construction
7. Drawing for all modular seating components
8. Your purchase order number
9. Shipping destination
10. Shipping instructions; if any

Orders should be sent via **e-mail**, whenever possible, to expedite the entry process. Send to orders@davis-furniture.com. If this is not possible then fax orders to (336) 889-0031.

Product Numbering Guidelines

How to Use

The following is a guide for understanding Davis product numbers. All newer products adhere to this guide whenever possible. Because each product offering from Davis varies in design and components, there will be collections that may vary from this numbering system, i.e. Radius Lounge Series. Please refer to each product category and its numbering sequence.



RA	Product Family	Prefix of two letters representing product family.		
-5141	Style	Style number should consist of no more than four numbers and <u>must be preceded by a dash</u> . (Options are indicated in the same manner, i.e. -UPHA for upholstered arms.)		
-R	Product Option	Options or variations of product will be indicated after item number. This will indicate variations such as left or right, angled grain, container, etc. This may be listed as a number or letter, and may be from one to three characters <u>preceded by a dash</u> . Each product family will have specific designations – an “A” in one case may mean “arm” and in another may mean “angled grain.” <u>Not all products will have this designation.</u>		
-BB	Material	Wood species, laminate, or other materials are designated by two or three characters <u>preceded by a dash</u> . The current suffixes are as follows:		
		<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> Wood Finishes Beech -BB Maple -MM Oak -OA Recomposed Oak -RO Walnut -WW Zebrano -ZZ </td> <td style="width: 50%; vertical-align: top;"> Miscellaneous Materials Acrylic -AY 3form® Chroma -CM Glass -GL Granite -GR Laminate -LAM Solid Core Plastic -SP </td> </tr> </table>	Wood Finishes Beech -BB Maple -MM Oak -OA Recomposed Oak -RO Walnut -WW Zebrano -ZZ	Miscellaneous Materials Acrylic -AY 3form® Chroma -CM Glass -GL Granite -GR Laminate -LAM Solid Core Plastic -SP
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		<p><u>Not all products will have these designations.</u></p> <p><u>All products are not available in all materials.</u></p>		
-CH	Metal/Plastic Finish	<p>The designation for metal and plastic finishes or colorations are as follows:</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%;"> Aluminum Legs -AL Black -BL Chrome -CH Matte Black -MB Matte Silver -MS Matte White -MW Polished Aluminum -PA Satin Chrome -SC Silver -SI Stainless Steel -SL </td> <td style="width: 50%; vertical-align: top;"> <p><u>Not all products will have these designations.</u></p> <p><u>All products are not offered in all finishes.</u></p> </td> </tr> </table>	Aluminum Legs -AL Black -BL Chrome -CH Matte Black -MB Matte Silver -MS Matte White -MW Polished Aluminum -PA Satin Chrome -SC Silver -SI Stainless Steel -SL	<p><u>Not all products will have these designations.</u></p> <p><u>All products are not offered in all finishes.</u></p>
Aluminum Legs -AL Black -BL Chrome -CH Matte Black -MB Matte Silver -MS Matte White -MW Polished Aluminum -PA Satin Chrome -SC Silver -SI Stainless Steel -SL	<p><u>Not all products will have these designations.</u></p> <p><u>All products are not offered in all finishes.</u></p>			
X	Specials	Any item number preceded by an “X” indicates that the product was ordered with special modifications.		

Standard Finishes & Materials for Seating

Refer to each product's specifications for availability

Wood Stains

Species	Code	Colors (Specify)	Species	Code	Colors (Specify)
Beech	-BB	101 Natural Beech 102 Light Beech 103 Medium Beech 104 Dark Beech 105 Black Beech	Maple	-MM	201 Natural Maple 202 Light Maple
Oak	-OA	301 Natural Oak 302 Medium Oak 303 Grey Oak 304 Brown Oak	Walnut	-WW	401 Natural Walnut 402 Medium Walnut
Zebrano	-ZZ	501 Natural Zebrano 502 Dark Zebrano	Recomposed Oak	-RO	601 Natural Oak 602 Hazel Oak 603 Slate Oak

Metal Finishes

Type	Code	Colors (Specify)	Type	Code	Colors (Specify)
Aluminum	-AL -PA	Aluminum Polished Aluminum	Powder coat	-BL -SI -MB -MS -MW	Black Silver Matte Black Matte Silver Matte White
Chrome Plated	-CH -SC -SL	Chrome Satin Chrome Stainless Steel			

Plastic Finishes

Type	Colors (Specify)	Type	Colors (Specify)	Type	Colors (Specify)
Fina Series	FA-Stone (Solid) FA-White (Solid) FA-Apple (Two Tone) FA-Citrus (Two Tone) FA-Ocean (Two Tone) FA-Ruby (Two Tone)	Circo Series	CI-Lava CI-Stone CI-White	Syler Series	SY-Aquamarine SY-Grey SY-Lava SY-Light Green SY-Rose SY-Yellow SY-White

Product Specific Materials

Type	Code	Colors (Specify)	
Glass	-GL	Tempered Green with Frosted Sealed Underside	Available on Lipse Too, and Palette Series only.
Granite	-GR	PA-Mirage	Available on Lipse Bistro, Lipse Too, and Palette Series only.

Webbing Colors

WB-Black
WB-Coco
WB-Crimson
WB-Grey
WB-Honeycomb
WB-Khaki
WB-Oat
WB-Platinum
WB-Sapphire

Woven Back, specify coloration only.

Standard Finishes & Materials (cont.)

Refer to each product's specifications for availability

Plastic Laminates

Type	Code	Colors (Specify)																							
Laminate Tops	-LAM		Stocked Laminate – see listing below																						
			These laminates must be approved by Customer Service before ordering.																						
	-LAM	Stocked	<table border="0"> <tr> <td>LAM-Antique White</td> <td>LAM-Monticello Maple</td> </tr> <tr> <td>LAM-Black</td> <td>LAM-Montana Walnut</td> </tr> <tr> <td>LAM-Designer White</td> <td>LAM-Pewter</td> </tr> <tr> <td>LAM-Dove Grey</td> <td>LAM-River Cherry</td> </tr> <tr> <td>LAM-Ebony</td> <td>LAM-Shadow</td> </tr> <tr> <td>LAM-Fashion Grey</td> <td>LAM-Steel</td> </tr> <tr> <td>LAM-Frost</td> <td>LAM-Steel Mesh</td> </tr> <tr> <td>LAM-Fusion Maple</td> <td>LAM-Wallaby</td> </tr> <tr> <td>LAM-Grey Mesh</td> <td>LAM-Wild Cherry</td> </tr> <tr> <td>LAM-Khaki Brown</td> <td></td> </tr> <tr> <td>LAM-Linen</td> <td></td> </tr> </table>	LAM-Antique White	LAM-Monticello Maple	LAM-Black	LAM-Montana Walnut	LAM-Designer White	LAM-Pewter	LAM-Dove Grey	LAM-River Cherry	LAM-Ebony	LAM-Shadow	LAM-Fashion Grey	LAM-Steel	LAM-Frost	LAM-Steel Mesh	LAM-Fusion Maple	LAM-Wallaby	LAM-Grey Mesh	LAM-Wild Cherry	LAM-Khaki Brown		LAM-Linen	
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Solid Core	-SP	MV-Ebony MV-Frost	Solid Core is a special top surface material with a solid resin, black core panel that has a colored melamine decorative surface. This resin top is chemical and impact resistant against dents, chips, scratches, and stains.																						

Misc. Table Top Material

Type	Code	Colors (Specify)
3form® Chroma	-CM	Chroma
Acrylic	-AY	White

Marble

Type	Code	Colors (Specify)
Marble Tops	-MR White	White Carrera
	-MR Brown	Brown Emperador

Guaranteed Shipping and Handling Program

Program Davis offers an optional guaranteed shipping and handling program. Delivery is via common carrier or Davis Truck. Shipping and handling charges are pre-calculated and prepaid by Davis, and added to the original invoice at the time of shipment. This optional guaranteed shipping and handling program enables the purchaser to determine shipping and handling charges when ordering and provides the purchaser with one invoice for both shipping and handling charges, and the Davis product.

Charges Shipping and handling charges are for normal delivery only and do not include inside delivery, installation, uncartoning or removal of cartons. A request for call prior to delivery is an additional **\$25**. Additional charges will be determined on a per shipment basis. Should additional charges be incurred by Davis due to delivery issues (non-dock, re-delivery, etc.) after initial billing, the customer may be liable for those additional charges. Please indicate special delivery instructions or problems with your order.

For shipments outside the Continental US, please contact Davis for product, freight and crating information.

Merchandise is shipped FOB High Point, NC, freight prepaid and allowed to one destination. Title of goods changes when merchandise leaves Davis' dock, and any subsequent freight damage and all freight claims are the responsibility of the purchaser or consignee to report to the carrier promptly upon receipt and to settle with the carrier.

How to Use **Unless otherwise noted on your order, Davis will ship "Guaranteed Shipping"** and will select the most appropriate carrier and routing on all shipments. If the customer specifies a carrier on their order, freight will ship collect via that carrier.

Davis reserves the right to change or discontinue this program at anytime.

The Continental United States has been divided into four territories. Using the map below, determine the territory of the product's destination. Shipping and handling charges are calculated as a percentage of **COM/COL list price** based on the following scale:

Zone 1 . . . 3%	Minimum Charge - \$60
Zone 2 . . . 4%	Minimum Charge - \$75
Zone 3 . . . 5%	Minimum Charge - \$95
Zone 4 . . . 6%	Minimum Charge - \$125

Zone 1 - 3%

Georgia
Maryland
North Carolina
South Carolina
Tennessee
Virginia
Washington, D.C.

Zone 2 - 4%

Alabama
Arkansas
Connecticut
Delaware
Florida
Illinois
Indiana
Kentucky
Louisiana
Massachusetts
Maine
Mississippi
Missouri
New Hampshire
New Jersey
New York
Ohio
Pennsylvania
Rhode Island
Vermont
West Virginia

Zone 3 - 5%

Colorado
Iowa
Kansas
Michigan
Minnesota
Nebraska
New Mexico
North Dakota
Oklahoma
South Dakota
Texas
Wisconsin
Wyoming

Zone 4 - 6%

Arizona
California
Idaho
Montana
Nevada
Oregon
Utah
Washington

