

Standard Discounts

Item 7

Standard minimum discounts listed below will be applied to shipments when using any version of Tariff CNWY 599, HVY 599 or CWX 599 as the base-rating tariff:

- (1) **ALL SHIPMENTS:** Except as otherwise provided below, all shipments will receive a 0% discount.
- (2) **PUERTO RICO:** All shipments moving to Puerto Rico, exiting through Con-way Freight's service center in Carlstadt, NJ or Con-way Freight's service center in Jacksonville, FL will receive a discount of fifty-two-percent (52%), subject to the applicable minimum charge.
- (3) **ZIP CODES 600 THRU 608:** Shipments destined to the 3-digit U.S. Postal ZIP Code area 600 thru 608 will receive the following discounts according to the applicable "rated as" weight.

RATED WEIGHT (pounds)	DISCOUNT
Minimum Charge thru 14,999	30%
15,000 and over	65%

- (4) **ATLANTA, GA:** Shipments destined to the 5-digit U.S. Postal ZIP Codes listed below will receive the following discounts according to the applicable "rated as" weight.

RATED WEIGHT (pounds)	DISCOUNT
Minimum Charge thru 999	30%
1,000 thru 14,999	52%
15,000 and over	65%

Applicable ZIP Codes for Atlanta

30002	30021	30030 - 37	30049	30079 - 82	30106
30109	30111	30122	30126 -27	30168	30212
30214 - 15	30223 - 24	30228	30236 - 38	30248	30250
30252 - 53	30260	30272 - 75	30281	30284	30287 - 89
30291	30294	30296 - 98	30301 - 22	30324 - 27	30329 - 34
30336 - 37	30339	30343 - 45	30347 - 49	30353 - 55	30357 - 59
30361	30363 - 64	30366	30368 - 69	30370 - 71	30374 - 80
30384 - 90	30392	30394	30396	30398 - 99	31106 - 07
31119	31126	31131- 32	31139	31141	31145 - 46
31150	31156	31191 - 93	31195 - 99		

- (5) **MN, NE, ND, SD - Interstate:** Outbound prepaid and collect interstate shipments originating from MN, NE, ND, SD will receive a minimum discount of fifty-two-percent (52%).
- (6) **MN, NE, ND, SD - Intrastate:** Shipments moving within the states of MN, NE, ND, SD will receive a minimum discount of fifty-two-percent (52%).
- (7) **CANADA:** All shipments rated MC & LTL, having an origin within the continental United States and a destination in Canada will receive a minimum discount of fifty-two-percent (52%).

All shipments rated MC & LTL, having an origin in Canada and a destination within the continental United States will receive a discount of sixty-percent (60%).

Shipments originating in the provinces of New Brunswick, Nova Scotia, Ontario, Prince Edward Island, or Quebec and destined to Alberta, British Columbia, Manitoba, or Saskatchewan.

Shipments originating in the provinces of Alberta, British Columbia, Manitoba, or Saskatchewan and destined to New Brunswick, Nova Scotia, Ontario, Prince Edward Island, or Quebec.

The following discounts will apply:

Shipments rated less than 5,000 lb. - 0%
 Shipments rated at 5,000 lb. - 30%

Shipments rated at 10,000 lb. - 40%
 Shipments rated at 15,000 lb. - 50%