

# 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 50% 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
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
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%).