

2011 Delivery Zones
Delivery Incentive Program
May 12, 2011

Delivery Incentive Program: January 1 – April 2; June 5 – September 4; December 4 – December 31.

Zone #1: Alexandria, Annapolis, Anne Arundel Co, N. Calvert Co, DC, E. Howard Co, S. Montgomery Co, Prince George Co

- \$1000 product minimum
- Freight Charge: \$100

Delivery Incentive Program: \$500 product minimum; \$100 FC

Zone #2: Baltimore Co, Baltimore City, S. Calvert Co, Carroll Co, Charles Co, Fairfax Co, Frederick Co (S of Rt 70), W. Howard Co, Kent Is, Loudoun Co (E of Rt 15), N. Montgomery Co, E. Prince William Co, St. Mary's Co

- \$1500 product minimum
- Freight Charge: \$130

Delivery Incentive Program: \$1000 product minimum; \$130 FC

Zone #3: South Central PA (Green Castle, Lancaster, York); Delaware, Eastern Shore of MD; East of Harrisonburg, Northern MD (Frederick, Hagerstown, Middletown); North & East of Charlottesville, North of Richmond.

- \$1750 product minimum
 - Freight Charge: \$200
- **\$50 drop charge on all deliveries to multiple stores.

Delivery Incentive Program: \$1250 product minimum; \$150 FC

Zone #4: Central New Jersey, Harrisburg, Mechanicsburg, Philadelphia metro area,

- \$2000 product minimum
 - Freight Charge: \$200
- **\$50 drop charge on all deliveries to multiple stores.

Delivery Incentive Program: \$1500 product minimum; \$150 FC

Zone #5: Northern/Southern New Jersey, NY

- \$2750 product minimum
 - Freight Charge: \$275
- **\$50 drop charge on all deliveries to multiple stores.

Delivery Incentive Program: \$2000 product minimum; \$200 FC

Zone #6: Long Island, North of NYC, Staten Island, Virginia (south of Richmond),

- \$3000 product minimum
 - Freight Charge: \$600
- **\$50 drop charge on all deliveries to multiple stores.

Delivery Incentive Program: \$2750 product minimum; \$500 FC