

Generac Freight Policy

Effective: April 2021



Terms Governing Pricing, Title and Freight

Generac Power Systems' products are shipped F.O.B. shipping point with freight costs and logistical services paid by Generac Power Systems, Inc. and charged to the customer. The Generac freight policy is broken down into the following categories:

- Category A: Residential Air-Cooled Standby Generators
- Category B: Portable, Power Washer, Water Pumps, Commercial Liquid-Cooled Generators, Transfer Switches, DR Power Equipment, and Accessories
- Category C: Generac Mobile, Clean Energy

This policy is not valid for Generac industrial configured products.

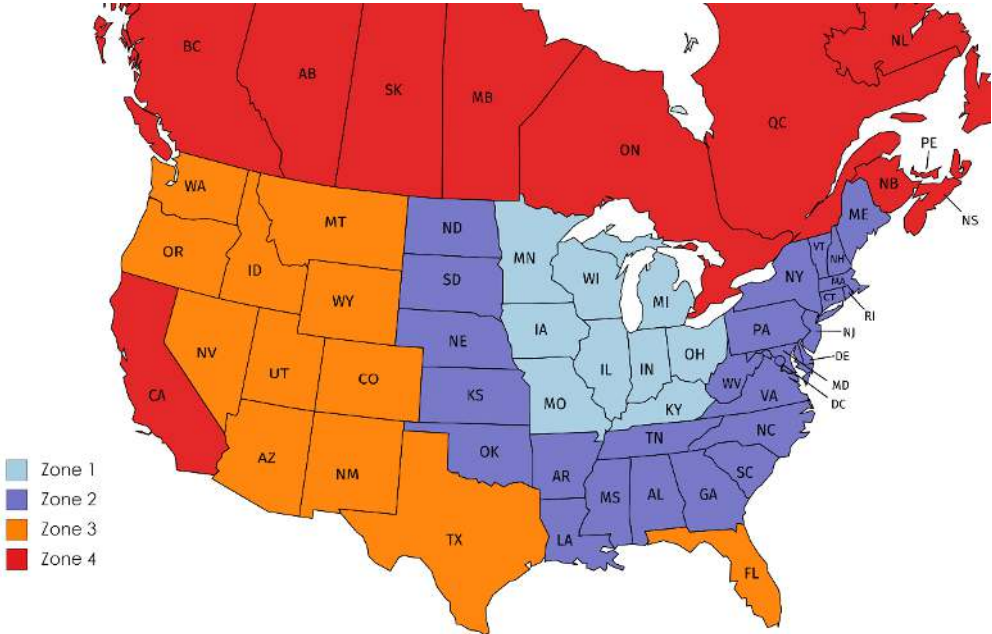
Due to the high volume of shipments, requests for customer's carrier cannot be honored. C.O.D. shipments are not permitted. Other terms and conditions may apply for logistical services such as but not limited to: lift gate services, residential delivery, freight collect, export orders, hazardous materials or shipments outside the contiguous United States or Canada. Special shipping service fees and ferry fees may be charged in addition to standard freight and are the responsibility of the customer. These fees are not waived on orders that qualify for free freight. Non-serialized products are subject to a separate order and freight calculation. Title and risk of loss pass to the customer upon signed acceptance of goods.

- Category A: All orders with 4 or more products are shipped free of charge. Orders with 3 or fewer products will be charged based on the total quantity and destination zone.
- Category B: All items will be subject to a per piece freight charge based on quantity/points & destination zone. If 4 or more products from Category A are on the same order, all items are shipped free of charge.
- Category C: Generac Mobile, and Clean Energy shipments are not eligible for free freight. Orders are subject to a per piece freight charge based on the quantity and destination zone.

Standard Freight rates are subject to change. The Freight Calculation Sheet with current rates will be posted on your sales portal and can be accessed using your appropriate log-in.

Freight Calculation Sheet

Logistical services lift gate (\$35), residential delivery (\$35), small truck (\$35), and ferry fee (\$200) need to be identified at the time of the order. Itemized fees will be applied to cover these services & will be billed separately if not originally selected.



Point Scale	
Product Category	Point Value/Unit
Power Washers, Water Pumps, Snow Throwers, Stump Grinders, and Portable Generators (8kW and below)	1
Portable Generators (above 8kW), 600/800A Transfer Switches, Brush Mowers, Chipper Shredders, Earth & Turf, Leaf & Lawn, Log Splitters, Power Graders, Power Wagons, Trailer, and Trimmer Mowers	2
Gaseous Liquid Cooled (22-45kW), Diesel Liquid Cooled (15-20kW), Backhoes, Saw Mill, and Finish Mower	4
Gaseous Liquid Cooled (48-150kW) and Diesel Liquid Cooled (30-50kW)	8

Points/Rates										
# of Points	1	2	3	4	5	6	7	8	9	10
Zone 1	\$72	\$95	\$119	\$142	\$165	\$189	\$212	\$236	\$258	\$281
Zone 2	\$95	\$142	\$189	\$236	\$281	\$328	\$375	\$421	\$468	\$515
Zone 3	\$126	\$185	\$245	\$304	\$364	\$423	\$482	\$542	\$600	\$660
Zone 4	\$225	\$290	\$354	\$418	\$482	\$547	\$610	\$675	\$738	\$803

Points/Rates										
# of Points	11	12	13	14	16	17	18	20	24+	
Zone 1	\$304	\$328	\$351	\$375	\$421	\$445	\$468	\$515	\$608	
Zone 2	\$561	\$608	\$655	\$701	\$794	\$840	\$887	\$981	\$1,167	
Zone 3	\$720	\$779	\$838	\$897	\$1,017	\$1,075	\$1,135	\$1,253	\$1,491	
Zone 4	\$867	\$930	\$995	\$1,058	\$1,187	\$1,251	\$1,315	\$1,443	\$1,700	

Accessory Only Orders, each							
Weight	1 unit	2 Units	3 Units	4 Units	5-24 Units	25-99 Units	100+ Units
< 25 lbs*	\$13	\$12	\$9	\$7	\$5	\$2	\$0.75
26-99 lbs*	\$24	\$22	\$18	\$13	\$12	\$11	\$10
100+ lbs & non-PWRcell Batteries	\$68	\$61	\$47	\$40	\$35	\$34	\$33

*Pricing applies to all zones

Clean Energy, each							
Units on Order	1 Unit	2-5 Units	6-10 Units	11-23 Units	24-95 Units	96-143 Units	144+ Units
PWRcell Battery, Inverter, and Cabinet - US	\$68	\$61	\$56	\$46	\$30	\$16	\$11
PWRcell Battery, Inverter, and Cabinet - Canada	\$127	\$121	\$111	\$91	\$59	\$31	\$21

*All other equipment not specified above falls within the Accessory matrix

Generac Mobile Products, each						
Units on Order	1	2	3	4	5	6+
Zone 1	\$529	\$347	\$279	\$270	\$258	\$245
Zone 2	\$1,027	\$707	\$629	\$606	\$591	\$565
Zone 3	\$1,321	\$920	\$889	\$770	\$737	\$719
Zone 4	\$1,459	\$972	\$935	\$886	\$832	\$794

Air Cooled Home Standby, each*			
Units on Order	1	2	3
Zone 1	\$95	\$71	\$63
Zone 2	\$142	\$118	\$109
Zone 3	\$183	\$152	\$141
Zone 4	\$290	\$209	\$182

Transfer Switch Only Orders, each		
Zones	1-9	10+
Zone 1	\$36	\$0
Zone 2	\$53	\$0
Zone 3	\$70	\$0
Zone 4	\$84	\$0