



PRODUCT SOURCE GUIDE

CATEGORY LISTING	Premium	Mid Price Point	Value Option
Standard Classroom			
Student Chairs/Desks			
	Allermuir	Allied Plastics	Children's Factory
	Allsteel	Allseating	Jonti Craft
	Allseating	Alumni	Marco
	Biofit	Capitol USA	National Public Seating
	Haskell	Fleetwood	Nightingale
	Media Technologies	Global Furniture Group	OTG - Seating
	National Office Furniture	HON	OFM
	Norvanivel	MooreCo	Regency
	OFS	Scholarcraft	Safco
	Paragon	Smith System	Scholarcraft
	PS Furniture	Whitney Brothers	Tenjam
		Wisconsin Bench (WB Mfg.)	
Classroom Tables			
	Allsteel	Allied Plastics	AmTAB
	Baltix	Alumni	Balt/Best-Rite
	Furniture Lab	CEF-Custom Educational Furniture	Capitol USA
	Fleetwood	Global Furniture Group	Jonti Craft
	Media Technologies	Haskell	Luxor
	National Office Furniture	HON	Marco
	Norvanivel	Marvel	Offices To Go (Global)
	OFS	MooreCo	OFM
	Palmeiri	National Public Seating	Regency
	Paragon	PS Furniture	Safco
	Spec Furniture	Safco Products	Scholarcraft
	Swiftspace	Smith System	Wisconsin Bench (WB Mfg.)
		Whitney Brothers	
Instructional Desks/Podiums			
	Allsteel	Baltix	Copernicus
	Baltix	Global	Fleetwood
	CEF - Custom Educational Furniture	Haskell	Offices To Go (Global)
	JSI Group Brand	HON	Jonti-Craft
	Marvel Vizion	JSI Brand Group	Luxor
	Norvanivel	Montisa Works	OFM
	OFS	MooreCo	Regency
	Paragon	National Public Seating	Safco
	Swiftspace	Smith System	Sandusky Lee
		Whitney Brothers	
Teacher Storage			
	Allsteel	Allied Plastics (Manufacturing)	MooreCo
	CEF - Custom Educational Furniture	Fleetwood	Copernicus
	Montisa Work	Copernicus	Gratnells
	MooreCo	Haskell	Jonti Craft
	National Office Furniture	HON	Luxor
	OFS	Montisa Works	Marco
	Norvanivel	Smith System	OFM
	Paragon	Whitney Brothers	Safco
		Wisconsin Bench (WB Mfg.)	
Specialty Learning Spaces			
CATEGORY LISTING	Premium	Mid Price Point	Value Option
Art/Drafting			
	Biofit	Fleetwood	Safco
	Diversified Wood Crafts	Smith System	Wisconsin Bench (WB Mfg.)
		Whitney Brothers	
Auditorium/Lecture Hall			
	Dauphin	JSI Brand Group	Global Total Office
	Hi5	Media Technologies	National Public Seating
	Sedia Systems	Spec Furniture	OFM
Cafeteria/Student Commons			
	Allsteel	AmTab	Allied Plastics
	Allseating	Biofit	Flexxform
	Furniture Lab	Community	HON
	Hi5	Ecologic Furniture	MooreCo
	JSI Brand Group	Flexxform	National Public Seating
	OFS	HON	Nightingale
	Palmer Hamilton	JSI Brand Group	Offices To Go (Global)
	PS Furniture	National Office Furniture	OFM
	Sandler Seating	Norvanivel	Regency
	Seating Concepts (SCI Custom)	Spec Furniture	Safco
Career Readiness - Shop/Industrial Arts			
	Diversified Wood Crafts	CEF-Custom Educational Furniture	Biofit
	Montisa Work	JSI Brand Group	Marco



Allermuir



allseating

Allsteel



clarus



DAUPHIN



	PS Furniture	Norvanivel	OFM
	Tennsco	Wisconsin Bench (WB Mfg.)	Safco
	Casework		
	Diversified Woodcraft	JSI Brand Group	Marco Group
	Fleetwood	Media Technologies	Safco
	Hale	OFS	Offices To Go (Global)
	LIAT	Palmeiri	Wisconsin Bench (WB Mfg.)
	Dormitory/Residence Hall		
	Blockhouse	Flexform	Flexform
	Carolina Health Care	Furniture Lab	Global Health Care
	Ecologic Furniture	JSI Group Brand	HON
	OFS	Palmer Hamilton	OFM
	Seating Concepts (SCI Custom)	PS Furniture	Tenjam
	Health and Safety		
	Carolina Health Care	CEF-Custom Educational Furniture	HON
	Community	ESI Ergonomic Solutions	Fire King
	Dauphin	Fellowes	Global Furniture Group
	La-Z Boy - KNU Contract	Fleetwood	Media Technologies
	OFS	Humanscale	Safco
	Spec Furniture	Loftwall	Wisconsin Bench (WB Mfg.)
		USA Capitol	SafeSpace24 (WorkSpace48)
	Learning Resource Centers		
	JSI Group Brand	Alumni	Fleetwood
	Media Technologies	Diversified Woodcraft	Flexform
	OFS	Loftwall	Ghent
	Paragon	Marvel	Global Furniture Group
	Palmer Hamilton	Montisa Work	HON
	Swiftspace	Norvanivel	MooreCo
	Trendway	PS Furniture	Offices To Go (Global)
	Waddell	Smith System	Safco
		Whitney Brothers	
	Library/Media Centers		
	Agati	Community	Allied Plastics
	Baltix	Fellowes	Alumni
	Hale Manufacturing	Fleetwood	Children's Factory
	Haskell	Furniture Lab	Flexform
	JSI Group Brand	Loftwall	Global Furniture Group
	LIAT	MooreCo	HON
	Loftwall	OFS	Jonti-Craft
	Media Technologies	Paragon	Marco
	Norvanivel	PS Furniture	OFM
	Palmeiri	Trendway	Sandusky Lee
		Whitney Brothers	
	Music		
	AmTAB	Allied Plastics	Alumni
	Fleetwood	National Public Seating	Marco Group
	Wisconsin Bench (WB Mfg.)	Safco Products	Scholarcraft
	Science-STEM		
	CEF - Custom Educational Furniture	Allied Plastics (Manufacturing)	Allied Plastics
	Diversified Woodcraft	Biofit	Children's Factory
	Fleetwood	Community	Copernicus
	LIAT	JSI Group	Jonti Craft
	Montisa Work	Media Technologies	Luxor
	Norvanivel	Paragon	National Public Seating
	Palmer Hamilton	Whitney Brothers	Sandusky Lee
		Wisconsin Bench (WB Mfg.)	
	Instructional Demonstration Stations		
	CEF - Custom Educational Furniture	Diversified Woodcraft	Copernicus
	Clarus	Fleetwood	Global Furniture Group
	Humanscale	Haskell	Gratnells
	MooreCo	HON	Luxor
	Norvanivel	Marvel (Vizion)	MooreCo
	OFS	MooreCo	OFM
	Paragon	Smith System	Safco
	Swiftspace		Sandusky Lee
	Technology/IT		
	Allsteel	Alumni	Copernicus
	Clarus	Biofit	Haskell
	ESI Ergonomic Accessories/Tools	HON	Luxor
	Fellowes	JSI Group Brand	MooreCo
	Humanscale	Loftwall	Safco
	Marvel Vizion	National Public Seating	Smith System
	Media Technologies	OFS	Spec Furniture
	Marvel	Safco Products	
	Early Childhood		
CATEGORY LISTING	Premium	Mid Price Point	Value Option
	Infant/Toddler		
	Children's Factory	Alumni	Copernicus
	Jonti-Craft	MooreCo	Flagship Carpets
	Norvanivel	Tenjam	Safco
		Whitney Brothers	
	Dramatic Play		
	Children's Factory	Flagship Carpets	Copernicus



	Jonti-Craft	Norvanivel	MooreCo
		Whitney Brothers	
	Storage		
	Jonti-Craft	Children's Factory	Copernicus
	Montisa Work	MooreCo	Gratnells
	Norvanivel	Smith System	Safco
		Whitney Brothers	
	Teacher Instructional Aids		
	Fleetwood	Flagship Carpets	Copernicus
	Ghent	MooreCo	Luxor
	Jonti-Craft	Jonti-Craft	Safco
		Whitney Brothers	
	Tables/Chairs		
	Community	Children's Factory	Allied Plastics
	Jonti-Craft	Community	Alumni
	JSI Group Brand	Flexxform	Marco Group
	Norvanivel	Scholarcraft	Tenjam
	Spec Furniture	Whitney Brothers	
	OFFICE - ADMINISTRATIVE FURNITURE		
CATEGORY LISTING	Premium	Mid Price Point	Value Option
	Seating-Executive/Conference		
	Allermuir	Global Furniture Group	HON
	Allseating	Haskell	Moore CO
	Allsteel	HON	Nightingale
	Dauphin	JSI Group Brand	OFM
	Gunlocke	Marvel Group	Offices To Go (Global)
	Humanscale	National Office Furniture	Regency
	OFS	Neutral Posture	RFM
	The Senator Group	Trendway	Safco
	Seating - Guest Side		
	Agati	Allseating	Alumni
	Allermuir	Community	HON
	Allsteel	Global Furniture Group	National Public Seating
	Dauphin	HON	Nightingale
	Gunlocke	LIAT	OFM
	Hi5	National Office Furniture	Offices To Go (Global)
	Humanscale	Neutral Posture	Palmer Hamilton
	JSI Group Brand	RFM	Regency
	OFS	Spec Furniture	Safco
	The Senator Group	Trendway	Scholarcraft
	Seating - Task/Work		
	Allseating	Biofit	Alumni
	Allsteel	Global	MooreCo
	Dauphin	Haskell	Nightingale
	Gunlocke	HON	OFM
	Humanscale	Neutral Posture	Offices To Go (Global)
	JSI Group Brand	HON	Regency
	OFS	Marvel	RFM Seating
	The Senator Group	National Office Furniture	Safco
	Trendway	RFM	Scholarcraft
	Seating - Specialty (Folding/Stack/Stools)		
	Allsteel	Anova (DBA Upbeat)	Alumni
	Allermuir	EKO Contract	Capitol USA
	Biofit	Global Furniture Group	Leisurecraft
	Dauphin	HON	MooreCo
	PS Furniture	JSI Group	National Public Seating
	Sandler Seating	Montisa Work	Safco
	Sedia Systems	National Office Furniture	Tenjam
	Spec Furniture	Spec Furniture	Upbeat Anova
	Seating - Upholstered/Reception		
	Agati	Blockhouse	Alumni
	Allermuir	Community	Children's Factory
	Allseating	EKO Contract	Flexxform
	Allsteel	Flexxform	HON
	Gunlocke	Global Furniture Group	Neutral Posture
	JSI Group Brand	Hi5	Offices To Go (Global)
	Norvanivel	HON	OFM
	OFS	JSI Group	Regency
	Palmer Hamilton	Mooreco Inc.	RFM
	Seating Concepts (SCI Custom)	Media Technologies	Safco
	Spec Furniture	National Office Furniture	Scholarcraft
	The Senator Group	Norvanivel	Tenjam
	Desking - Metal		
	Allsteel	Fleetwood	Alumni
	Haskell	Global Furniture Group	Marco Group
	Marvel	HON	MooreCo
	Swiftspace	Montisa Work	Safco
	Trendway	Paragon	Sandusky Lee
	Desking - Wood/Laminate		
	Agati	Fellowes	Community
	Allermuir	Fleetwood	Fleetwood
	Allsteel	Global Furniture Group	HON
	Gunlocke	HON	OFM



	JSI Group Brand	Media Technologies	Offices To Go (Global)
	National Office Furniture	MooreCo	Regency
	OFS	Palmeiri	Safco
	The Senator Group	Safco Products	Wisconsin Bench (WB Mfg.)
	Desking - Modular		
	Allsteel	Community	Alumni
	Gunlocke	Global Furniture Group	Global OTG
	JSI Group Brand	Haskell	HON
	OFS	HON	MooreCo
	Swiftspace	Marvel	OFS
	The Senator Group	National Office Furniture	Regency
	Trendway	Safco Products	Safco
	Desking - Height Adjustable		
	Allsteel	Fellowes	Luxor
	Baltix	Fleetwood	MooreCo
	ESI Ergonomic Solutions (Fellowes Co)	Global Furniture Group	Offices to Go
	Humanscale	Haskell	OFM
	OFS	HON	Regency
	Swiftspace	JSI Brand Group	Safco
	Ergonomic Accessories/Tools		
	Allsteel	Fellowes	Alumni
	ESI Ergonomic Solutions (Fellowes Co)	Global Furniture Group	Offices to Go
	Humanscale	HON	OFM
	JSI Group Brand	Luxor	Regency
	National Office Furniture	Marvel	Safco
	OFS	Trendway	Smith System
	Storage		
	Allsteel	Allied Plastics (Manufacturing)	Alumni
	Fireking	Global Furniture Group	HON
	JSI Group Brand	Haskell	Gratnells
	Montisa Work	HON	Marco Group
	Norvanivel	National Office Furniture	Marvel
	OFS	Norvanivel	MooreCo
	The Senator Group	Smith System	Safco
	Trendway	Tennsco	Scholarcraft
	Storage - Casework		
	Allsteel	Diversified Woodcraft	Allied Plastics
	Fleetwood	Ecologic Furniture	Global Furniture Group
	Media Technologies	Fleetwood	HON
	OFS	Hale Manufacturing	Jonti-Craft
	SPEC	JSI Group	Marco Group
	Trendway	LIAT	Wisconsin Bench (WB Mfg.)
	Systems - Panel/Modular/Privacy Screens		
	Allsteel	HON	Children's Factory
	Clarus	Loftwall	Ghent
	Global Evolve/Confer	Marvel Group	HON
	Gunlocke	Montisa Work	Loftwall
	Neutral Posture	National Office Furniture	Luxor
	The Senator Group	Neutral Posture	Offices To Go (Global)
	Swiftspace	OFS	OFM
	Trendway	WorkSpace48 (SafeSpace24)	Safco
	Tables - Conference/Computer/Training		
	Allsteel	Community	Alumni
	Baltix	Allied Plastics	Jonti-Craft
	CEF - Custom Educational Furniture	EKO	HON
	Fellowes	Fleetwood	Luxor
	Gunlocke	Global Furniture Group	Marco Group
	Hi5	Haskell	MooreCo
	JSI Group Brand	HON	National Public Seating
	Norvanivel	Marvel	Offices To Go (Global)
	OFS	Media Technologies	OFM
	PS Furniture	National Office Furniture	Regency
	Spec Furniture	Palmeiri	Safco
	Swiftspace	Paragon	Scholarcraft
	Site Furniture/Furnishings		
CATEGORY LISTING	Premium	Mid Price Point	Value Option
	Auditorium		
	AmTAB	JSI Group Brand	Global Furniture Group
	Dauphin	Media Technologies	MooreCo
	Sedia Systems	National Office Furniture	National Public Seating
	Spec Furniture	Safco Products	Scholarcraft
	Boards - White/Directory/Cork/Bulletin/Chalk		
	Allsteel	Clarus	Copernicus
	Clarus	Global Furniture Group	Luxor
	Ghent	National Office Furniture	Quartet Boards
	OFS	MooreCo	Safco
	Breakroom - Café/Lounge		
	Allsteel	Community	Alumni
	Baltix	EKO Contract	Luxor
	Dauphin	Global	MooreCo
	Furniture Lab	HON	National Public Seating
	Hi5	National Office Furniture	Nightingale
	JSI Group Brand	National Public Seating	Offices To Go (Global)

	Palmer Hamilton	Norvanivel	OFM
	Sandler Seating	OFS	Regency
	Seating Concepts (SCI Custom)	PS Furniture	RFM
	Spec Furniture	Spec Furniture	Safco
	Carts - Charging/Hospitality/Specialty		
	MooreCo	Marvel Group	Luxor
	National Public Seating	Copernicus	Safco
	Display Cases		
	Ghent	Fleetwood	MooreCo
	Hale Manufacturing	Media Technologies	Safco
	Waddell	LIAT	Wisconsin Bench (WB Mfg.)
	Ergonomic Accessories/Tools		
	Allsteel	Global Furniture Group	Luxor
	Fellowes	HON	MooreCo
	Humanscale	Marvel Group	National Public Seating
	OFS	National Office Furniture	Regency
	PS Furniture	OFM	Safco
	Folding Tables/Chairs		
	AmTAB	Allied Plastics	Global Furniture Group
	Dauphin	National Public Seating	MooreCo
	PS Furniture	Safco Products	OFM
	Health Care-Specialty Exam Tables/Carts		
	Biofit	Capitol USA	Fellowes
	Carolina Health Care	Fleetwood	Luxor
	La-Z-Boy- KNU Contract	Global Health Care	Mooreco
	OFS	JSI Group	Safco
	Spec Furniture	HON	Sandusky Lee
	Hospitality		
	Allsteel	Allseating	Alumni
	AmTAB	Blockhouse	Allied Plastics
	Baltix	Community	Anova (Upbeat)
	Clarus	EKO Contract	Flexiform
	Dauphin	Global Furniture Group	HON
	Furniture Lab	HON	Loftwall
	Hi5	Leisure Craft	Luxor
	JSI Group Brand	Loftwall	MooreCo
	Palmer Hamilton	Media Technologies	National Public Seating
	PS Furniture	National Office Furniture	OFM
	Spec Furniture	OFS	Safco
	Lockers/Partitions		
	Allsteel	Diversified Woodcraft	Children's Factory
	Clarus	Fleetwood	Jonti-Craft
	Gunlocke	Global Furniture Group	Loftwall
	JSI Group Brand	HON	Luxor
	Montisa Work	Loftwall	OFM
	OFS	Safco Products	Sandusky Lee
	Safco Products	Wisconsin Bench (WB Mfg.)	Tennsco
	Outdoor Furniture/Furniture		
	Anova Furnishings (DBA Upbeat, Inc)	HON Company, The	National Public Seating
	Palmer Hamilton	Leisure Craft	OFM
	PS Furniture	Tenjam	Safco
	Safety/Security		
	Biofit	CEF	Diversified Woodcraft
	Fellowes	Neutral Posture	Safco Products
	FireKing	Spec Furniture	Sandusky Lee
	Site Storage/Shelving/High Density		
	JSI Group Brand	HON	Global Furniture Group
	Montisa Work	Fleetwood	Marco Group
	Safco Products	Media Technologies	MooreCo
	Tennsco	Sandusky Lee	Safco
	Stages/Performance		
	Sedia Systems	AmTAB	National Public Seating
	Waste Receptacles/Recycling		
	Allsteel	Anova (DBA Upbeat)	MooreCo
	Leisure Craft	Palmer Hamilton	Safco
	Miscellaneous- Niche Offerings		
Carpets - Educational/Area	Flagship Carpets		
Surplus Inventory Management	IRN		
Lectern's - Amplified	National Public Seating/Oklahoma Sound		
Demountable Walls/Wall Systems	Trendwall/Trendway		
Site Charging Podiums/Lockers	Luxor		
	LINE LISTING		
	Agati	Ghent (Division of GMI)	Norvanivel
	Allermuir	Global Furniture Group	Offices to GO - Casegoods (Global)
	Allied Plastics	Global Health Care	Offices To Go - Seating (Global)
	Allseating	Global In Stock NSP Program	OFM
	Allsteel	Gratnells	OFS
	Alumni	Gunlocke	Palmeiri
	AmTAB	Hale Manufacturing	Palmer Hamilton
	Anova Furnishings (DBA Upbeat, Inc)	Haskell	Paragon
	Baltix	Hi5	Prisoner Bench LLC
	BIOFIT	HON Company, The	PS Furniture
	Blockhouse	Humanscale	Quartet Boards
	Capitol (USA Capitol)	IRN - The Recycling Network	Regency



Please Refer to the [Vendor Directory](#) for links to the Manufacturer Websites

and for direct Catalog Links
for each Supplier Listed. --
Pricing, Sustainability, White
Paper Resources can be
found at each respective
Web Sites

Carolina Health Care - OFS	Jonti-Craft	RFM
CEF - Custom Educational Furniture	JSI Group Brand JSI, Communitu, KLEM	Safco Products
Children's Factory	La-Z-Boy/Knu Contract	Sandler Seating
Clarus	Leisure Craft	Sandusky Lee
Community JSI (Group)	LIAT Furniture	Scholarcraft
Copernicus	Loftwall	Seating Concepts, LLC
Dauphin	Luxor	Sedia Systems
Diversified Woodcrafts	Marco Group	Smith System
Ecologic Furniture	Marvel Group	Spec Furniture
EKO	Mayline - See Safco Products	Swiftspace
ESI Ergonomic Solutions (Fellowes Co)	Media Technologies	Tenjam
Fellowes	Montisa Work	Tennsco
FireKing	MooreCo., Inc.	The Senator Group
Flagship Carpets	National Office Furniture	Trendway
Fleetwood	National Public Seating (Oklahoma Sound)	Waddell (Division of Gmi)
Flexxform	Neutral Posture	Wisconsin Bench (WB Mfg.)
FurnitureLab	Nightingale	WorkSpace48 (SafeSpace24)

SOURCWELL FURNITURE CONTRACT #121919-SCC (Effective 2/1/2023)



The discounts listed in this Exhibit are subject to additional terms and conditions, including availability of stock, confirmation that the discounted price and terms match those intended by the manufacturer, and confirmation that none of the identified items were not subject to description, price, or other obvious errors.

AGATI	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
\$0 - \$5,000	38.00%
\$5,001 - \$15,000	43.00%
\$15,001 - \$30,000	45.00%
\$30,001 - \$50,000	50.00%
\$50,001 - \$150,000	50.00%
\$150,001 +	Extended Discounts May Apply

Premium Library - Tables, Library Shelving, Circulation Desks, Accessory Items

Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

ALLERMUIR (The Senator Group)	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
\$0-\$49,999	47.00%
\$50k - \$99,999	52.00%
\$100k - \$299,000	55.00%
\$300,001 list and above	Extended Discounts May Apply

Chairs, Stools, Table, Soft Seating, Sofas, Elements - Award Winning Designs <https://www.allermuir.com/>

Pricing reflects Dock Delivered Freight for orders over \$4,000 at list. Orders under \$4,000 at list will incur a flat \$95.00 Freight Cost

ALLIED PLASTICS		
List Price	CUSTOMER DISCOUNTING	
	FOB Factory	Delivered Tailgate
\$0 - \$15,000 list	51%	40%
\$15,001 - \$50,000 list	55%	45%
\$50,001 - \$100,000 list	58%	50%
\$100,001 - \$250,000 list	Extended Discounts May Apply	
\$250,001 list and above	Extended Discounts May Apply	

Classroom Seating & Stools, Classroom Tables, Computer, Activity, White Board, Science, Library, Folding, Utility, Art Tables, Student Desks, Study Carrels, Custom Work, Storage Fixed & Mobile, Collaborative Classroom Solutions

Pricing reflects FOB Factory, Delivered Tailgate - please specify the preferred schedule at time of order. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. A line item charge for actual freight costs will be added to the order when FOB Factory rates are selected. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

ALLSEATING	
TAILGATE DOCK DELIVERED	
\$0 - \$50,000 list	51%
\$50,001 - \$100,000	52%
\$100,001 +	Extended Discounts May Apply

Seating - Executive, Task, Side, Guest, Reception, Task, Stools

Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

ALLSTEEL - PRICING BY PRODUCT CATEGORY/SERIES	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
	Stride Systems, Terrace, Concensys, Optimize, Further, Involve Caseloads, Stride Desking/Benching, Pedestals, Overheads, Worksurfaces, Electrical & Accessories, Altitude Tables, Approach, Gallery Panels
\$1 - \$100,000	68.30%
\$100,001 - \$400,000	69.30%
\$400,000 +	70.30%
	Extended Discounts May Apply

	Lateral and Vertical Files & Storage (Towers/Bookcases/Cabinets), Align Lateral Files, Align Storage, Stride Storage, Involve Storage, Radian Storage
\$1 - \$100,000	62.10%
\$100,001 - \$400,000	65.50%
\$400,000 +	65.50%
	Extended Discounts May Apply

	Trooper, Tolleson, and Nimble Seating
\$1 - \$100,000	66.10%
\$100,001 - \$400,000	66.10%
\$400,000 +	66.10%
	Extended Discounts May Apply

	#19, Relate, Inspire, Seek & Access Seating
\$1 - \$100,000	55.20%
\$100,001 - \$400,000	55.20%
\$400,000 +	55.20%
	Extended Discounts May Apply

	Acuity, EVO, Scout, Mimeo, Lyric, Quip & Svelte Seating
\$1 - \$100,000	55.30%

\$100,001 - \$400,000	55.30%
\$400,000 +	55.30%
Extended Discounts May Apply	
Social Collaborative Seating/Tables/Conferencing, Parallel Lounge, Clarity Seating, Retreat Seating, Recharge, Co/Ho, Park, Townhall Collection, & Two-Thirds	
\$1 - \$100,000	46.50%
\$100,001 - \$400,000	49.50%
\$400,000 +	49.50%
Extended Discounts May Apply	
Merge Tables, Aware and Structure Tables	
\$1 - \$100,000	67.20%
\$100,001 - \$400,000	68.20%
\$400,000 +	69.20%
Extended Discounts May Apply	
Wood Laminate Caseworks (Align Wood), Stride Painted Wood & Laminate Caseworks Veneer, Align Veneer Tiles, Veneer Work surfaces	
\$1 - \$100,000	57.60%
\$100,001 - \$400,000	59.80%
\$400,000 +	59.80%
Extended Discounts May Apply	
Accessories (Wand and Link Lights, Ergonomic Tools)	
\$1 - \$100,000	51.00%
\$100,001 - \$400,000	53.00%
\$400,000 +	53.00%
Extended Discounts May Apply	
GUNLOCKE Product	
CUSTOMER DISCOUNTING	
TAILGATE DOCK DELIVERED	
\$0 - \$150,000	51.00%
\$150,001 - \$250,000	53.00%
\$250,001 +	Extended Discounts May Apply
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order. Discount schedule to be applied on orders that offer standard lead times.	
ALUMNI (Classroom Furniture)	
CUSTOMER DISCOUNTING	
List Price	
	FOB Factory
	Delivered Tailgate
\$0 - \$15,000 list	52.00%
\$15,001 - \$50,000 list	54.00%
\$50,001 - \$100,000 list	55.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply
\$250,001 list and above	Extended Discounts May Apply
Classroom Seating & Stools, Classroom Desks & Student Activity Tables, Computer Furniture, Tables Student Activity, Multi-Purpose, Early Childhood, Easels/Weasel, Technology Charging Carts, AV Carts, Utility Carts, Whiteboards / Dry Erase, Tackboards, Chalkboard, Study Carrels, Lecterns, Display Cases, Accessories	
Pricing reflects FOB Factory, Delivered Tailgate - please specify the preferred schedule at time of order. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. A line item charge for actual freight costs will be added to the order when FOB Factory rates are selected. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
AMTAB	
CUSTOMER DISCOUNTING	
List Price	FOB FACTORY
\$0-\$50,000	59.00%
\$50,001 - \$100,000	61.00%
\$100,001 - \$200,000	62.00%
\$200,001 List and above	Extended Discounts May Apply
Music Stages/Choral Risers, Café Fold & Go Tables, Condiment/Service Tables, Computer Tables, Classroom Tables	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
ANOVA FURNISHINGS (DBA UPBEAT, INC.)	
CUSTOMER DISCOUNTING	
List Price	FOB Factory
\$0 - \$50,000	30.00%
\$50,001 - \$100,000	32.00%
\$100-\$250,000	40.00%
\$250,001 +	Extended Discounts May Apply
Outdoor Furnishings to include benches, tables, receptacles, chairs, bleachers, bike racks, fencing, grills & accessories. Custom designed and logo'd items available by special order.	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
BALTIX	
CUSTOMER DISCOUNTING	
List Price	FOB Factory
\$0 - \$50,000 list	43.00%
\$50,001 - \$150,000	46.00%
\$150,001 - \$250,000 list	50.00%
\$250,001 list and above	Extended Discounts May Apply
Tables - Lightweight Nesting, Outdoor Tables, Computer Tables, Freestanding Desk, Bench Desking, Multimedia Carts, Marker Boards, Flat Screen Carts, Lecterns	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
BIOFIT	

CUSTOMER DISCOUNTING	
BLOCK HOUSE	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0-\$14,999	38.00%
\$15,000-\$49,999	42.00%
\$50,000 - \$74,999	45.00%
\$75,000 +	Extended Discounts May Apply
Seating, Specialty Seating, Special Stools, Health Care Laboratory Stools, Book Carts, Multi-Purpose Carts	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
BLOCK HOUSE	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0 - \$50,000	35.00%
\$50,001 - \$100,000	37.00%
\$100,001 +	Extended Discounts May Apply
Resident Hall / Dormitory Furniture - Seating, Lounge, Side Chairs, Benches, Casegoods, Nightstands, Storage Chests, Wardrobes, Desks, Beds, Adjustable, Captains Mattresses, Tables - End, Corner, Coffee	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
CAPITOL (USA CAPITOL)	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0 - \$1,499	46.00%
\$1,500 - \$9,999	48.00%
\$10,000 - \$74,999	48.00%
\$75,000.00 - \$124,999	48.00%
\$125,000 - \$200,000	51.00%
\$125,000 - \$399,000	51.00%
	Extended Discounts May Apply
Classroom Chairs, Classroom Desks, Combo, Tablets, Nurse Tables & ADA	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
CAROLINA Healthcare - Div of OFS	
TAILGATE DOCK DELIVERED	
\$0 - \$50,000 list	42%
\$50,001 - \$100,000	43%
\$100,001 +	Extended Discounts May Apply
Seating, Tables, Casegoods, Open Plan, Space Defining, Accessories - Full Line Contract Offering	
Pricing reflects Tailgate Dock Delivered terms. Note - Orders less than \$3500 at list will be assessed a handling charge of \$125 net per order. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
GEF - CUSTOM EDUCATIONAL FURNISHINGS (NEW)	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0-\$99,999	36.00%
\$101,000 - \$249,999	37.00%
250,001 - \$499,999	39.00%
Over \$500,000	Extended Discounts May Apply
Collaborative Learning Space solutions: Seating, Carts, Tables, Maker Stations, Storage, Specialty Storage Solutions, Charging Carts, Instructor Stations	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
CHILDREN'S FACTORY	
CUSTOMER DISCOUNTING	
FOB FACTORY	
TAILGATE DOCK DELIVERED	
List Price	
\$0-\$10,000	28.00%
\$10,001 - \$50,000	29.00%
\$50,001 list and above	25.00%
	Extended Discounts May Apply
Early Childhood Offering: Student Desks, Tables, Dramatic Play, Storage, Infant Toddler Equipment, Juvenile Lockers, Educational Carpets, Storage, Teaching Accessories, Bikes/Transports, Mats/Cots	
Pricing reflects FOB Factory, Delivered Tailgate - please specify the preferred schedule at time of order. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. A line item charge for actual freight costs will be added to the order when FOB Factory rates are selected. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
CLARUS	
CUSTOMER DISCOUNTING	
FOB Factory	
BOARDS	
List Price	
\$0-\$14,999	45.50%
\$15,000-\$50,000	47.50%
\$50,001+	50.00%
	Extended Discounts May Apply
ACCESSORIES	
List Price	
\$0-\$14,999	12.00%
\$15,000-\$50,000	18.50%
\$50,001+	25.50%
Collaborative Learning Space solutions: Seating, Carts, Tables, Maker Stations, Storage, Specialty Storage Solutions, Charging Carts, Instructor Stations	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon	

request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

COMMUNITY (Division of JSI)	
CUSTOMER DISCOUNTING	
TAILGATE DOCK DELIVERED	
List Price	
\$0 - \$7,499.99	47.00%
\$7,500.00 - \$24,999	48.00%
\$25,000 - \$99,999.00	50.00%
\$100,000 +	

Classroom Seating/Tables, Library/Media Center Tables & Chairs, Lounge/Reception/Soft Seating, Bookcase Stacks/Storage, Café & Hospitality Tables and Chairs, Juvenile Sized Tables/Chairs

Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

COPERNICUS	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0 - \$9,999	39.00%
\$10,000 - \$24,999	40.00%
\$25,000 - \$49,999	41.00%
\$50,000 +	

Presentation Easel Stands, Table Accessories, Tablet/Multimedia Storage/Carts, Misc. Instructional Teaching Aids & Storage Solutions

Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

DAUPHIN	
CUSTOMER DISCOUNTING	
TAILGATE DOCK DELIVERED	
List Price	
\$0 - \$15,000 list	49.00%
\$15,001 - \$50,000 list	49.00%
\$50,001 - \$100,000 list	49.00%
\$100,001 - \$250,000 list	50.00%
\$250,001 list and above	

Seating - Task, Executive, Side/Guest, Stools, Beam Seating, Lounge-Reception, Lounge Tables, Lecture Hall Seating

Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

DIVERSIFIED WOODCRAFTS - SHAIN/SHOP BILT	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0-\$99,999	59.00%
\$100,000-\$249,999	64.00%
\$250,000-\$399,999	66.00%
\$400,000 +	

Science Classroom and Lab Furniture, Specialty Tables/Storage, Art Room Tables, Instructor Furniture/Demonstration Tables, Specialty Shop Room Equipment, Science/Lab Furniture, Art Room Tables/Carts/Storage, Tables - Work, Utility, Shop Room Benches/Lockers

Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

ECOLOGIC FURNITURE	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0 - \$9,999	53.00%
\$10,000 - \$50,000	56.00%
\$50,001 - \$100,000	56.00%
\$100,001 - \$200,000	56.00%
\$200,001 list and above	

Residence Furniture Resident Hall / Dormitory Furniture - Seating, Lounge, Side Chairs, Benches, Casegoods, Nightstands, Storage Chests, Wardrobes, Desks, Beds, Adjustable, Captains Mattresses, Tables - End, Corner, Coffee

Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

EKO		
CUSTOMER DISCOUNTING		
List Price	FOB FACTORY	Delivered Tailgate
	\$0 - \$15,000 list	44.00%
\$15,001 - \$50,000 list	44.00%	41.00%
\$50,001 - \$100,000 list	49.00%	46.00%
\$100,001 - \$250,000 list	52.00%	49.00%
\$250,001 list and above		

Collaborative Seating, Guest, Loveseat, Sofa, Club Chairs, Privacy Panels, Ottomans, Picnic Benches & Benching Tables Computer Tables, Coffee Tables, End Tables Lounge Tables, Modular Seating, Healthcare Seating - Lounge, Recliners, Sleepers

Pricing reflects FOB Factory, Delivered Tailgate - please specify the preferred schedule at time of order. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. A line item charge for actual freight costs will be added to the order when FOB Factory rates are selected. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

THE FOLLOWING STATES INCLUDE FREIGHT PREPAID FOR ORDERS OVER \$12,000 LIST AND A \$350 NET CHARGE FOR ALL ORDERS BELOW \$12,000 LIST: WA, OR, CA, NV, AZ, NM, CO, UT, ID, MT, WY, ME, VT, NH. Excluding Fuel Surcharges
All pricing shown includes freight prepaid for orders over \$8,000 list. You must add a \$225 net freight charge per order if list price is less than \$8,000.

ESI ERGONOMICS SOLUTIONS (A FELLOWES Company)	
CUSTOMER DISCOUNTING	
Delivered Tailgate	
Work Tools & Ergoise	
List Price	
\$0 - \$15,000 list	49.00%

\$15,001 - \$50,000 list	51.00%
\$50,001 - \$100,000 list	51.25%
\$100,001 - \$250,000 list	52.00%
\$250,001 list and above	Extended Discounts May Apply
WORKGEAR (Climb & S2S)	
\$0 - \$15,000 list	49.00%
\$15,001 - \$50,000 list	51.00%
\$50,001 - \$100,000 list	51.25%
\$100,001 - \$250,000 list	52.00%
\$250,001 list and above	Extended Discounts May Apply
TABLE BASES & TOPS	
\$0 - \$15,000 list	49.00%
\$15,001 - \$50,000 list	51.00%
\$50,001 - \$100,000 list	51.25%
\$100,001 - \$250,000 list	52.00%
\$250,001 list and above	Extended Discounts May Apply
Desk Mounts, Wall Mounts, Stand up Desks, Workstations, Lighting , Multi-Monitor Mounts, CPU Holders, Accessories	
Pricing reflects Delivered Tailgate Dock Delivered Pricing. Discounts apply to factory sourced orders ONLY against the current list price in effect at time of order.	
Orders under \$100 Net will incur a \$25.00 flat shipping fee.	
FELLOWES	
SIT TO STAND UNITS, WORKSTATIONS, MONITOR ARMS, ACCESSORIES = KEYBOARD TRAYS, FOOT AND WRIST RESTS CATEGORIES	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
\$0-\$50,000	37.00%
\$50,001 - \$150,000	39.00%
\$150,001 - \$250,000	42.00%
\$250,001 +	43.00%
Computer Workstations, Sit to Stand Riser Units, Monitor Arms, Ergonomic Accessories = Keyboard Trays, Wrist and Foot Rests	
Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
FIREKING	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
1 - 5 Units	45.00%
6 - 9 Units	45.00%
Over 10 Units	Extended Discounts May Apply
Fire Files - Vertical/Lateral, Security Safes, Media Safes, Medical Security Cabinets ** New - Misc. Laptop Security Storage Units	
Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
FLAGSHIP CARPETS	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
\$0 - \$10,000	37.00%
\$10,000 +	39.50%
	Extended Discounts May Apply
Educational Carpets, Instructional Carpet Tiles - Padded and Unpadded, Custom Imprint Carpets	
Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
FLEETWOOD	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
0-\$20,000	37.50%
\$20,001 - \$49,999	41.50%
\$50,000 and above	Extended Discounts May Apply
Instructor Desks/Storage Units (Mobile and Fixed), Student Desks/Tables, Computer & Media Tables, Library Tables, Library Shelving - Circulation Desks and Specialty Library Components, Lockers - Laminate (Sports and Athletics), Music Storage Casework, Classroom Storage Loose and Custom Cabinetry, Science Tables/Cabinets	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
FLEXXFORM	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
\$0-\$149,999	50.00%
\$150,000-\$499,999	55.00%
\$500,000+	Extended Discounts May Apply
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
FURNITURE LAB	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
\$0-\$15,000	41.00%
\$15,001 - \$50,000	42.00%
\$50,001 - \$100,000	43.00%
\$100,001 - \$250,000	45.00%
\$250,001 list and above	Extended Discounts May Apply
Table Tops, Table Bases, Seating, Booths, Trash Units, Power Solutions. Custom options for booths, table tops with Graphic opns and designs.	
Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	

	GHENT - a Division of Gmi	
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$0 - \$4,999.99	20.00%	
\$5,000 - \$9,999.99	22.00%	
\$10,000 - \$24,999.99	24.00%	
\$25,000 +	Extended Discounts May Apply	
	Boards Whiteboards, Tackboards, Enclosed, Easels, Signage	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	GLOBAL - GLOBAL EDUCATION - GLOBALCARE	
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$0 - \$16,499.99	54.00%	
\$16,500 - \$49,999.99	55.00%	
\$50,000-\$99,999	57.00%	
\$100,000+	Extended Discounts May Apply	
	Office Administrative, Desk, Tables, Filing Storage - Metal/Wood/Laminate, Desk & Desking Components, Modular Free Standing Workstations, Café Tables/Seating, Institutional Site Equipment, Seating - Executive/Task/Side-Guest, Reception/Lounge, Education - Classroom & Other, Health Care - Patient On/Off Carpet, Casework, Tables	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	GLOBAL - OFFICES TO GO SEATING	
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$0 - \$16,499.99	53.00%	
\$16,500 - \$49,999.99	54.00%	
\$50,000 +	Extended Discounts May Apply	
	Seating - Executive, Task, Side, Stack, Guest, Reception	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	Offices to Go orders will include a surcharge of 20% of net on all orders	
	GLOBAL - OFFICES TO GO CASEGOODS	
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$0 - \$16,499.99	48.00%	
\$16,500 - \$49,999.99	49.00%	
\$50,000 +	Extended Discounts May Apply	
	Filing/Storage - Wood/Laminate, Desk & Casegoods, Café Tables	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	Offices to Go orders will include a surcharge of 20% of net on all orders	
	GLOBAL SYSTEMS - EVOLVE/COMPILE	
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$0 - \$16,500.00	55.00%	
\$16,501 - \$50,000	59.50%	
\$50,000 - \$100,000	62.00%	
\$100,001 +	Extended Discounts May Apply	
	Systems Panels/Components, Worksurfaces, Modular Casegoods, Accessories/Storage	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	Special Note - For Evolve/Compile only there will be a 5% of list surcharge for freight on orders under \$10K LIST	
	Evolve/Compile orders will include a surcharge of 5.5% of net on all orders	
	GLOBAL - FACTORY IN STOCK PROGRAM	
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$0 - \$16,500.00	54.00%	
\$16,501 - \$50,000	55.00%	
\$50,000 - \$100,000	57.00%	
\$100,001 +	Extended Discounts May Apply	
	Office Administrative, Desk, Tables, Filing Storage - Metal/Wood/Laminate, Desk & Desking Components, Modular Free Standing Workstations, Café Tables/Seating, Institutional Site Equipment, Seating - Executive/Task/Side-Guest, Reception/Lounge	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	GRATNELLS	
List Price	CUSTOMER DISCOUNTING	
	FOB FACTORY	
\$0 - \$40,000	43.50%	
\$40,001-\$80,000	48.75%	
\$80,000+	55.00%	
	Classroom Storage, Early Childhood Storage, Teacher Storage	
	Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	HALE MANUFACTURING	
List Price	CUSTOMER DISCOUNTING	
	Delivered Tailgate	
<\$3,500	41% Plus \$45 Net Drop Charge	
\$3,501 - \$19,999	41.00%	
\$20,000 - \$99,999	42.00%	
>\$100,000	Extended Discounts May Apply	
	Library / Hospitality, Desk Circulation, Carrels, Library Tables, Seating, Specialty Chairs, Display Storage Shelving, Circulation Desks, Library Furniture, Bookcases and Accessories	
	Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to	

factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
Note Orders Less than \$3,500 At List Price will be Charged a NET \$45.00 Drop Fee	
HASKELL	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
\$0 - \$15,000 list	38.00%
\$15,001 - \$50,000 list	41.00%
\$50,001 - \$100,000 list	46.00%
\$100,001 - \$250,000 list	48.00%
\$250,001 list and above	Extended Discounts May Apply
Student Chairs/Desk (Ethos), Tables - Science, Computer, Library, Filing Storage - Metal/Laminate, Desk & Desking Components, Modular Free Standing Workstations, Science Room, Computer Tables, Reception/Lounge	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
HI5	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
	Zone 1
\$0 - \$15,000 list	50.00%
\$15,001 - \$50,000 list	51.00%
\$50,001 - \$100,000 list	52.00%
\$100,001 List and Above	Extended Discounts May Apply
Grey- Zone 1 Orders Valued under \$6,000 at List Price will be assessed a \$200 Processing Fee	
	Zone 2
\$0 - \$15,000 list	50.00%
\$15,001 - \$50,000 list	51.00%
\$50,001 - \$100,000 list	52.00%
\$100,001 List and Above	Extended Discounts May Apply
White - Zone 2 Orders valued under \$8,000 at list price will be assessed a \$300 Processing Fee	
Tables - Conference, Hospitality, Training, Nesting, Height Adjustable, Mobile, Seating- Occasional, Lobby, Reception	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
Freight is prepaid on a dock to dock basis for all orders exceeding zone minimum nets	
THE HON COMPANY	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
	HON BRANDED SEATING
\$0-\$25,000	52.00%
\$25,001 - \$75,000	55.00%
\$75,001 - \$150,000	57.00%
\$150,001 +	Extended Discounts May Apply
	TABLES, DESKING, CASEGOODS
\$0-\$25,000	52.00%
\$25,001 - \$75,000	55.00%
\$75,001 - \$150,000	57.00%
\$150,001 +	Extended Discounts May Apply
	VERTICAL AND LATERAL FILES, STORAGE
\$0-\$25,000	55.00%
\$25,001 - \$75,000	56.00%
\$75,001 - \$150,000	62.00%
\$150,001 +	Extended Discounts May Apply
	SYSTEMS AND PEDESTALS
\$0-\$25,000	63.00%
\$25,001 - \$75,000	64.00%
\$75,001 - \$150,000	66.00%
\$150,001 +	Extended Discounts May Apply
	EDUCATION
\$0-\$25,000	52.00%
\$25,001 - \$75,000	55.00%
\$75,001 +	Extended Discounts May Apply
	SOOTHE (PATIENT CHAIR)
\$0-\$25,000	50.00%
\$25,001 - \$75,000	51.00%
\$75,001 - \$150,000	52.00%
\$150,001 +	Extended Discounts May Apply
	Foundations Laminate and Sadie Seating Series
\$0-\$25,000	50.00%
\$25,001 - \$75,000	50.00%
\$75,001 - \$150,000	50.00%
\$150,001 +	50.00%
	HON PRODUCT BACKED BY 5 YEAR WARRANTY
\$0-\$25,000	55.00%
\$25,001 - \$75,000	56.50%
\$75,001 - \$150,000	58.00%
\$150,001 +	Extended Discounts May Apply
	HON NOW (Factory Quick Ship Program)
\$0-\$25,000	50.00%
\$25,001 - \$75,000	50.00%
\$75,001 - \$150,000	50.00%
\$150,001 +	Extended Discounts May Apply
Panel Systems - Accelerate, Abound with Accessories, Filing - Vertical/Lateral/Personal Storage Units, Pedestal Storage (Fixed/Mobile), Bookcases, Storage Cabinets (Metal/Laminate/Wood)	
Seating - Executive, Task, Side/Guest Reception/Lounge, Utility-Stack, Stools, Desks-Casegoods - Metal, Laminate, Veneer All Components, Tables - Conference, Training, Reception,	

Education/Classroom - Student Seating, Desks, Tables; Instructor Desking/Storage, Wall Boards-Visual Aids

HON BRANDED 5-Year Warranty Products, Economy Desks, Casegoods, Filing, Seating - Executive, Task, Guest, Reception; Tables - Conference, Utility, Occasional, Training

Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

PLEASE NOTE* Orders under \$5,000 List will incur a drop ship fee. This fee will be added as a separate line item on your quote.

HUMANSCALE	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
Seating - Freedom, Liberty, Smart, Diffrient World, Liberty Side & Occasional Chairs	
\$0 - \$50,000	53.00%
\$50,001 - \$150,000	54.00%
\$150,001 List and Above	Extended Discounts May Apply
Stacking Chair, Cinto, Trea, Balla	
\$0 - \$50,000	45.00%
\$50,001 - \$150,000	47.00%
\$150,001 List and Above	Extended Discounts May Apply
Keyboard Tray Systems & Accessories, Monitor Arms, Access Rails and CPU Holders	
\$0 - \$50,000	61.00%
\$50,001 - \$150,000	63.00%
\$150,001 List and Above	Extended Discounts May Apply
Lighting, Ergo Tools & Accessories	
\$0 - \$50,000	60.00%
\$50,001 - \$150,000	61.00%
\$150,001 List and Above	Extended Discounts May Apply
Cable Management: NeatLinks, NeatLinks Slim & NeatTech	
\$0 - \$50,000	57.00%
\$50,001 - \$150,000	59.00%
\$150,001 List and Above	Extended Discounts May Apply
Sit/Stand Desktop Solutions (Portable-Fixed Workstations): QuickStand Eco	
\$0 - \$50,000	44.00%
\$50,001 - \$150,000	45.00%
\$150,001 List and Above	Extended Discounts May Apply
Height Adjustable Workstations (Counterbalance): Float Table, All QuickStand Product (Eco Excluded) & Worktops	
\$0 - \$50,000	51.00%
\$50,001 - \$150,000	51.50%
\$150,001 List and Above	Extended Discounts May Apply
Height Adjustable Workstations (Electric): eFloat Lite and eFloat Flex Table Bases (Does Not include Worksurface Tops)	
\$0 - \$50,000	60.00%
\$50,001 - \$150,000	61.00%
\$150,001 List and Above	Extended Discounts May Apply

Seating - Executive, Task, Side/Guest, Utility-Stack, Sit/Stand Computer Stands, Keyboard Systems, Monitor Arms, Lighting, CPU Holders, Foot Rests, Laptop Holders, Cable Management, Computer Accessories, Healthcare - Technology Wall, Mobile Stations

Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

The pricing tiers are set individually by product category NOT total list price of an order.

IRN	
List Price	CUSTOMER DISCOUNTING
	PROGRAM OFFER
\$0 - \$15,000 list	5.00%
\$15,001 - \$50,000 list	5.00%
\$50,001 - \$100,000 list	5.00%
\$100,001 - \$250,000 list	5.00%
\$250,001 list and above	5.00%

IRN connects those in need with those who have surplus. We match the needs of charities and nonprofits throughout the world with surplus furnishings and equipment from schools, universities, corporations and other large organizations. Our services provide a complete reuse solution for organizations who generate surplus and those who receive it. IRN makes the match and manages the labor and logistics to move, load, and ship surplus to reusers.

JONTI-CRAFT	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
BIRCH LINE	
\$0 - \$5,000	25.00%
\$5,001 - \$10,000	28.00%
\$10,001 - \$15,000	30.00%
\$15,001 - \$20,000	32.00%
\$20,001 +	Extended Discounts May Apply
BERRIES TABLES/CHAIRS	
\$0 - \$5,000	37.00%
\$5,001 - \$10,000	39.00%
\$10,001 - \$15,000	41.00%
\$15,001 - \$20,000	42.00%
\$20,001 +	Extended Discounts May Apply

Early Childhood Offering: Student Desks, Tables, Dramatic Play, Storage, Infant Toddler Equipment, Juvenile Lockers

Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

JSI Group Brand - JSI/Community/Klem	
	CUSTOMER DISCOUNTING
List Price	TAILGATE DOCK DELIVERED
\$0 - \$7,499.99	47.00%
\$7,500.00 - \$24,999	48.00%
\$25,000 - \$99,999.00	50.00%
\$100,000 +	Extended Discounts May Apply
Classroom Seating/Tables, Library/Media Center Tables & Chairs, Lounge/Reception/Soft Seating, Bookcase Stacks/Storage, Café & Hospitality Tables and Chairs, Juvenile Sized Tables/Chairs	
Pricing reflects FOB Destination - Tailgate dock delivered. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	LA-Z-BOY
	CUSTOMER DISCOUNTING
List Price	TAILGATE DOCK DELIVERED
\$0 - \$15,000 list	51%
\$15,001 - \$50,000 list	51%
\$50,001 - \$100,000 list	52%
\$100,001 - \$250,000 list	52%
\$250,001 list and above	53%
Seating - Bariatric, Task, Executive, Gliders, Lobby/Lounge, Side/Guest, Recliners, Sleepers, Occasional Tables	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order. Freight included for order in excess of \$1,500 net there is a charge of \$100.	
	LEISURE CRAFT
	CUSTOMER DISCOUNTING
List Price	FOB Factory
\$0-\$25,000	12.00%
\$25,001	Extended Discounts May Apply
Outdoor furnishings to include benches, tables, receptacles, chairs, bleachers, bike racks, grills & accessories. Custom designed and logo'd items available by special order.	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	LIAT FURNITURE
	CUSTOMER DISCOUNTING
List Price	FOB FACTORY
	Zone 1
\$0 - \$100,000	46.00%
\$100,000 - \$200,000	48.00%
\$200,000 - \$300,000	50.00%
\$300,000 - \$400,000	50.00%
\$400,000 +	Extended Discounts May Apply
Zone 1 orders less than \$5,000 list will have a flat fee of \$375 added to invoice	
	Zone 2
\$0 - \$100,000	46.00%
\$100,000 - \$200,000	48.00%
\$200,000 - \$300,000	50.00%
\$300,000 - \$400,000	50.00%
\$400,000 +	Extended Discounts May Apply
Zone 2 orders less than \$5,000 list will have a flat fee of \$375 added to invoice, plus 5% of list	
	Zone 3
\$0 - \$100,000	46.00%
\$100,000 - \$200,000	48.00%
\$200,000 - \$300,000	50.00%
\$300,000 - \$400,000	50.00%
\$400,000 +	Extended Discounts May Apply
Zone 3 orders less than \$5,000 list will have a flat fee of \$375 added to invoice, plus 10% of list	
Library / Hospitality, Desk Circulation, Carrels, Library Book Carts, Seating Lounge, Specialty Chairs, Storage Shelving, Computer	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	LOFTWALL
	CUSTOMER DISCOUNTING
Units	FOB FACTORY
\$0-249,999	53.00%
\$250,000+	56.00%
Movable Wall Systems, Partitions, Space Dividers, Desk Privacy, Screens, Mobile Privacy, Classroom Dividers, Student Desk Screens, Acrylic Screens	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	LUXOR
	CUSTOMER DISCOUNTING
Units	FOB FACTORY
\$0-\$10,000	45.00%
\$10,001 - \$25,000	46.00%
\$25,001 - \$50,000	49.00%
\$50,000 at List and Above	Extended Discounts May Apply
NEW EXPANDED PRODUCT OFFERING - Stand up Desks, Desk Top Converters, Student Desks, Tables, TC/AV Carts and Stands, Presentation Lecterns, Utility Carts, Mobile Charging Carts, Wall Mounting Charging Stations, Charging Lockers, Whiteboards, Glassboards	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	MARCO GROUP
	FOB FACTORY

	SEATING
\$0-\$50,000	42.00%
\$50,001 - \$150,000	45.00%
\$150,001 - \$250,000	49.00%
>\$250,001	Extended Discounts May Apply
	TABLES & DESKS
\$0-\$50,000	42.00%
\$50,001 - \$150,000	45.00%
\$150,001 - \$250,000	49.00%
>\$250,001	Extended Discounts May Apply
	TEACHERS DESKS & STORAGE
\$0-\$50,000	36.00%
\$50,001 - \$150,000	42.00%
\$150,001 - \$250,000	45.00%
>\$250,001	Extended Discounts May Apply
	SOFT SEATING
\$0-\$50,000	36.00%
\$50,001 - \$150,000	42.00%
\$150,001 - \$250,000	45.00%
>\$250,001	Extended Discounts May Apply
Classroom Seating & Tables, Wood Bookcases/Shelving, Casework - Loose/Mobile, Band Storage, Instructor/Teacher Desks, Soft Seating, Collaborative Solutions	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	MEDIA TECHNOLOGIES
	CUSTOMER DISCOUNTING
List Price	FOB Factory
\$0 - \$7,500 list	45.00%
\$7,501 - \$25,000	46.00%
\$25,001 - \$75,000	47.00%
\$75,001 - \$200,000	48.00%
\$200,001 - \$400,000	49.00%
\$400,001 and above	Extended Discounts May Apply
Library Shelving and Media Center Accessories, Circulation Desks, Library Tables/Chairs, Media Lab Tables, Misc.	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	MONTISA
	CUSTOMER DISCOUNTING
List Price	FOB Factory
\$0 - \$50,000	37.00%
\$50,001 - \$150,000	40.00%
\$150,001 - \$250,000	48.00%
\$250,001 list and above	51.00%
Desking - Basic, Team, Benching, Collaborative Stations, Work Bars, Bench's & Walls, Laptop Stands, Monitor Stands, File Cabinets, Storage Cabinets, Bookcases, Work Benches - Utility, Stools, Lockers	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
Orders less than \$7,00 at list price (except for accessories) will incur a SOF charge of \$300. Orders that exceed \$7,000 at list price will receive Tailgate Dock Delivered Terms.	
	MOORECO INC.
	CUSTOMER DISCOUNTING
List Price	Tailgate Dock Delivered
	BALT BEST - RITE (Mooreco Brand)
\$0 - \$15,000 list	40.00%
\$15,001 - \$50,000 list	42.00%
\$50,001 - \$100,000 list	44.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply
\$250,001 list and above	Extended Discounts May Apply
	SOFT SEATING- VANERUM NORTH AMERICA
\$0 - \$15,000 list	41.00%
\$15,001 - \$50,000 list	41.00%
\$50,001 - \$100,000 list	42.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply
\$250,001 list and above	Extended Discounts May Apply
Classroom Seating & Stools, Classroom Desks & Student Activity Tables, Computer Furniture, Tables Student Activity, Multi-Purpose, Early Childhood, Easels/Wheasel, Technology Charging Carts, AV Carts, Utility Carts, Whiteboards / Dry Erase, Tackboards, Chalkboard, Study Carrels, Lecterns, Display Cases, Accessories, Soft Seating	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
Soft Seating - Orders Under \$1,000 Net = \$120 Flat Rate, Orders \$1,001 to \$30,000 = 12% of Total Net, Orders \$30,001 & Up = 7% of Total Net	
	NATIONAL OFFICE FURNITURE
	CUSTOMER DISCOUNTING
List Price	Delivered Tailgate
\$0 - \$15,000 list	55.00%
\$15,001 - \$50,000 list	55.00%
\$50,001 - \$100,000 list	55.00%
\$100,001 - \$250,000 list	55.00%
\$250,001 list and above	Extended Discounts May Apply
Executive Wood Furniture, Conference Room Tables, Training Tables and Board Room Accessories, Metal, Laminate and Veneer Filing and Storage, Study Tables and Seating, Fully Upholstered Soft Seating and Modular Reception Seating, Occasional Tables, Ergonomic Accessory Items, Visual Wall Display Systems, Student Seating/Tables	

Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
NATIONAL PUBLIC SEATING/OKLAHOMA SOUND (Now Combined to Single Brand Offer)	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
\$0 - \$15,000 list	45.00%
\$15,001 - \$50,000 list	47.00%
\$50,001 - \$100,000 list	48.00%
\$100,001 - \$250,000 list	49.00%
\$250,001 list and above	Extended Discounts May Apply
Music Chairs/Stands, Café/Stages-Choral Risers, Folding Chairs/Tables, Seating - Auxiliary Side/Guest/Stack, Stools, Lecterns, Amplified Sound Systems, Charging Carts	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
NEUTRAL POSTURE	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
Seating - Task, Executive, Conference, Side/Guest, Healthcare and Workplace Accessories	
\$0 - \$50,000	47.00%
\$50,001 - \$150,000	48.00%
\$150,001 - \$250,000	50.00%
\$250,001+	Extended Discounts May Apply
Equity-Systems	
\$0 - \$50,000	60.00%
\$50,001 - \$150,000	62.00%
\$150,001 - \$250,000	65.00%
\$250,001+	Extended Discounts May Apply
Seating - Task, Executive, Conference, Side/Guest, Healthcare and Workplace Accessories, Systems Furniture	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
Women's Business Enterprise (WBE) Certification	
NIGHTINGALE	
QTY	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
1 - 5 EACH	47.00%
6 + EACH	56.00%
	Extended Discounts May Apply
Seating - Task, Executive, Conference, Side/Guest, Stools, Lounge, Reception Station, Health Care	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
NORVANIVEL	
List Price	CUSTOMER DISCOUNTING
	FOB Factory
\$0 - \$50,000	48.00%
\$50,001 - \$100,000	51.00%
\$100,001 - \$200,000	54.00%
\$200,001 - \$250,000	58.00%
\$250,001 +	Extended Discounts May Apply
Classroom Students Desks/Chairs/Tables, Media Lab Tables, Instructor Tables/Chairs, Soft Seating, Collaborative Learning Solutions, STEM - Maker Space Products, Casual Learning Nooks and Seating	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
OFM	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
	FOB Factory
\$0 - \$15,000 list	60.00%
\$15,001 - \$50,000 list	61.00%
\$50,001 - \$100,000 list	62.00%
\$100,001 - \$250,000 list	63.00%
\$250,001 list and above	59.00%
	Extended Discounts May Apply
Seating, Beam, Guest, Stools, Tables, Café, Cluster Tables, Conference, Training, Reception, Multi-Purpose, Workstations, Storage, Soft Seating Modular, Visual Boards and Accessories	
Pricing reflects FOB Factory, Delivered Tailgate - please specify the preferred schedule at time of order. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. A line item charge for actual freight costs will be added to the order when FOB Factory rates are selected. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
OFS	
List Price	CUSTOMER DISCOUNTING
	FOB Factory
\$0 - \$50,000 list	48%
\$50,001 - \$100,000	50%
\$100,001 +	Extended Discounts May Apply
Seating, Tables, Casegoods, Open Plan, Space Defining, Accessories - Full Line Contract Offering	
Pricing reflects Tailgate Dock Delivered pricing. Orders less than \$3500 at list will be assessed a handling charge of \$125 net per order. This line item charge will be added to your order. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
PALMEIRI	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY

\$0 - \$15,000 list	50.00%
\$15,001 - \$50,000 list	52.00%
\$50,001 - \$100,000 list	55.00%
\$100,001 - \$250,000 list	57.50%
\$250,001 list and above	Extended Discounts May Apply
Tables, Desks (Carrels), Seating, Service Desks, Shelving, Book Trucks, Info Kiosks, Displays, End Panels & Tops, MISC	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
PALMER HAMILTON	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
PALMER HAMILTON BRANDED PRODUCT	
\$0 - \$4,999.99	30.00%
\$5,000 - \$9,999	30.00%
\$10,000 - \$24,999	30.00%
\$25,000 +	Extended Discounts May Apply
HIVE	
TAILGATE DOCK DELIVERED	
\$0 - \$4,999.99	30.00%
\$5,000 - \$9,999	30.00%
\$10,000 - \$24,999	30.00%
\$25,000 +	Extended Discounts May Apply
NOMAD LINE	
TAILGATE DOCK DELIVERED	
\$0 - \$4,999.99	30.00%
\$5,000 - \$9,999	30.00%
\$10,000 - \$24,999	30.00%
\$25,000 +	Extended Discounts May Apply
Mobile Cafeteria Tables, Seating, Wall Pocket Tables & Benches, Tables - Café, Training, Lightweight, Chairs, Booths, Lounge, Collaborative	
Pricing reflects Delivered Tailgate (Palmer Hamilton Brand, Hive and NOMAD). Note a \$175 NET Charge will be applied on orders less than \$10,000 at list for Palmer Hamilton Branded orders ONLY that total under \$10,000 at list. There is a 6% upcharge for Nomad and Hive orders shipping west of the Rockies. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
PARAGON	
CUSTOMER DISCOUNTING	
List Price	FOB FACTORY
\$0 - \$15,000 list	43.00%
\$15,001 - \$50,000 list	45.00%
\$50,001 - \$100,000 list	50.00%
\$100,001 - \$250,000 list	56.00%
\$250,001 list and above	Extended Discounts May Apply
Tables - Science, Study, Media Lab, Computer, Utility, Instructor, Classroom Seating/Desks/Tables, Intuitive Commons - Library/Media Center, Storage, Café, Carts, Upholstered Casual Lounge, Collaborative Table System	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
PRISONER BENCH, LLC	
CUSTOMER DISCOUNTING	
List Price	FOB FACTORY
\$0-\$20,000	10.00%
Over \$20,001	Extended Discounts May Apply
Security Correctional Benches, Optional Restraint Accessory Items, Floor Mounted, With and Without Back, Custom Sizes Available Standard Finish and Stainless	
Pricing reflects FOB Factory, Delivered Tailgate - please specify the preferred schedule at time of order. Customers must possess a fully functioning dock to request direct factory to destination drop ship service. A line item charge for actual freight costs will be added to the order when FOB Factory rates are selected. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
PS FURNITURE	
CUSTOMER DISCOUNTING	
List Price	TAILGATE DOCK DELIVERED
\$0 - \$15,000 list	53.00%
\$15,001 - \$50,000 list	53.00%
\$50,001 - \$100,000 list	54.00%
\$100,001 - \$250,000 list	55.00%
\$250,001 list and above	Extended Discounts May Apply
Tables, Flip Top, Reception, Mobile Buffet, Folding, Plastic Folding, Portable, Seating Event, Stacking, Folding, Stool, Transportation - Tables, Chairs, Lecterns, Portable Flooring	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
QUARTET BOARDS & ACCESSORIES	
CUSTOMER DISCOUNTING	
List Price	TAILGATE DOCK DELIVERED
Bulletin Boards, Combo Boards, Easels & Board Accessories	
\$0-30,000	48.00%
\$30,001-\$60,000	52.75%
\$60,001 - \$120,000	56.00%
\$120,001+	62.50%
Dry Erase Boards, Glass Boards, Planning Boards & Display Boards	
\$0-\$50,000	48.00%
\$50,001-\$100,001	56.25%
\$100,001+	62.50%
Education Boards	
\$0-\$50,000	35.00%

\$50,001-\$100,001	42.00%
\$100,001+	50.00%
Bulletin Boards, Combo Boards, Easels & Board Accessories	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
REGENCY FURNITURE	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
\$0 - \$15,000 list	46.00%
\$15,001 - \$50,000 list	46.00%
\$50,001 - \$100,000 list	48.00%
\$100,001 - \$250,000 list	48.00%
\$250,001 list and above	Extended Discounts May Apply
Office Administrative, Desk, Tables, Filing Storage - Veneer/Wood/Laminate, Desk & Desking Components, Modular Free Standing Workstations, Café Tables/Seating, Institutional Site Equipment, Seating - Executive/Task/Side-Guest, Reception/Lounge	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
RFM SEATING	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
\$0 - \$50,000	50.00%
\$50,001 - \$150,000	52.00%
\$150,001 - \$250,000	54.00%
\$250,001 +	Extended Discounts May Apply
Seating, Conference, Guest, Lobby, Task, Mesh and Bariatric	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
SAFCO PRODUCT (Now Includes Mayline Branded Items)	
List Price	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
SEATING	
\$0-\$50,000	52.00%
\$50,001 - \$150,000	53.00%
\$150,001 - \$250,000	54.00%
>\$250,001	Extended Discounts May Apply
TABLES	
\$0-\$50,000	50.00%
\$50,001 - \$150,000	52.00%
\$150,001 - \$250,000	54.00%
>\$250,001	Extended Discounts May Apply
DESKING/OFFICE PRODUCTS	
\$0-\$50,000	50.00%
\$50,001 - \$150,000	53.00%
\$150,001 - \$250,000	56.00%
>\$250,001	Extended Discounts May Apply
FILING/STORAGE	
\$0-\$50,000	50.00%
\$50,001 - \$150,000	53.00%
\$150,001 - \$250,000	56.00%
>\$250,001	Extended Discounts May Apply
Arts & Engineering, Classroom Desk, Stools, Filing, Mailroom Furniture, Seating, Shelving & Lockers, Tables Computer	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
SANDLER SEATING	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
\$0 - \$15,000 list	34.00%
\$15,001 - \$50,000 list	41.00%
\$50,001 - \$100,000 list	43.00%
\$100,001 - \$250,000 list	44.00%
\$250,001 list and above	Extended Discounts May Apply
Restaurant - Hospitality Furniture - Bar Stools, Counter Stools, Lounge Seating, Table Bases, Table Tops, Beam Seating	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
SANDUSKY LEE	
List Price	CUSTOMER DISCOUNTING
	FOB Factory
1-14 Units	48.00%
15-35 Units	51.00%
36-48 Units	53.00%
48+ Units	Extended Discounts May Apply
Cabinets - Safety, Storage, Files, Flat Files, Mobile, Carts - Computer Security, Utility, Bookcases, Book-trucks & Wagons, Teachers Desks, Bookcases, Lockers, Shelving, Audio/Video Carts	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
SCHOLARCRAFT	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
STANDARD CLASSROOM SERIES	
\$0-\$25,000	60.00%
\$25,001 - \$50,000	62.00%
\$50,001 - \$150,000	64.00%

Over\$150,001	Extended Discounts May Apply
	ACCESS SOFT SEATING
\$0-\$25,000	60.00%
\$25,001 - \$50,000	62.00%
\$50,001 - \$150,000	64.00%
Over\$150,001	Extended Discounts May Apply
SPECIAL NOTE - COMBINE TOTAL LIST FOR STANDARD AND ACCESS SEATING TO ESTABLISH VOLUME TIER PRICING	
Classroom Students Desks/Chairs/Tables, Media Lab Tables, Instructor Tables/Chairs, Institutional Folding Chairs	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	SEATING CONCEPTS (SCI CUSTOM)
	CUSTOMER DISCOUNTING
	FOB Factory
List Price	
\$0 - \$149,999 list	42.00%
\$150,000 - \$499,999 list	43.50%
\$500,000+ list	46.00%
Cafeteria/Common Area Seating and Tables, Wall Décor, Custom Millwork	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
SPECIAL NOTE - A surcharge of 5% of product cost will be added to each order	
	SEDIA SYSTEMS
	CUSTOMER DISCOUNTING
	FOB Factory
List Price	
\$0 - \$15,000 list	40.00%
\$15,001 - \$50,000 list	42.00%
\$50,001 - \$100,000 list	46.00%
\$100,001 - \$250,000 list	48.00%
\$250,001 list and above	Extended Discounts May Apply
Seating - Lecture Hall, Auditorium, Jump Seat, Complementary, Tables - Training, Height Adjustable, Folding, Nesting, Seating - Stacking, Tablet Arm, Task	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	SMITH SYSTEM
	CUSTOMER DISCOUNTING
	FOB Factory
List Price	
\$0 - \$15,000 list	36.00%
\$15,001 - \$50,000 list	36.50%
\$50,001 - \$100,000 list	37.00%
\$100,001 +	Extended Discounts May Apply
Classroom Seating & Stools, Seating High Density Chairs, Classroom Desks & Combination Desks Student Activity Tables, Computer Furniture, Tables Student Activity, Multi-Purpose, Music Chairs, Teachers Desk & Accessories, Library Shelving, Mobile, Lounge Seating Storage Cabinets AV Presentation	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	SPEC FURNITURE
	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
List Price	
\$0 - \$15,000 list	46.00%
\$15,001 - \$50,000 list	46.00%
\$50,001 - \$100,000 list	47.00%
\$100,001 - \$250,000 list	49.00%
\$250,001 list and above	Extended Discounts May Apply
Seating - Side/Guest, Lounge-Reception Seating, Occasional, Tables - Activity, Lounge, Café, Reception, Lecterns, Multi Media Carts, Health Care Seating, Tables, Bariatric, Rockers	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	SWIFTSACE
	CUSTOMER DISCOUNTING
	FOB Factory
List Price	
\$0 - \$15,000 list	42.00%
\$15,001 - \$50,000 list	44.00%
\$50,001 - \$100,000 list	45.00%
\$100,001 - \$250,000 list	47.00%
\$250,001 list and above	Extended Discounts May Apply
Mobile Modular Systems - Admin, Classroom, Conference; Folding Mobile Collapsible Wall Dividers/Stations, Computer Labs	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	TENJAM
	CUSTOMER DISCOUNTING
	DELIVERED TAILGATE
Units	
\$0-\$10,000	43.00%
\$10,001 - \$25,000	45.00%
\$25,001 - \$50,000	46.00%
\$50,000 at List and Above	Extended Discounts May Apply
Classroom, Collaborative open Space Seating, Media Centers, K-12 Seating Solutions	
Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
	TENNSCO
	CUSTOMER DISCOUNTING
List Price	

List Price	FOB FACTORY OFFICE PRODUCTS
\$0 - \$15,000 list	42.00%
\$15,001 - \$50,000 list	43.00%
\$50,001 - \$100,000 list	44.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply
\$250,001 list and above	Extended Discounts May Apply
INDUSTRIAL PRODUCTS	
\$0 - \$15,000 list	46.00%
\$15,001 - \$50,000 list	48.00%
\$50,001 - \$100,000 list	50.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply
\$250,001 list and above	Extended Discounts May Apply

Filing / Storage, Lockers, Shelving and Shop Equipment

Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

THE SENATOR GROUP (PARENT TO ALLERMUIR) - <http://www.thesenatorgroup.com/uk/>

List Price	CUSTOMER DISCOUNTING Delivered Tailgate
\$0-\$49,999	51.00%
\$50k - \$99,999	54.00%
\$100k - \$299,000	57.00%
\$300,001 list and above	Extended Discounts May Apply

Desking, Benching, Seating, Tables, Lounge/Soft Seating, Storage/Media Storage, Active Learning Chairs, Work Lounge, Pods/Privacy Screens - Award Winning Product Design

Pricing reflects Dock Delivered Freight for orders over \$4,000 at list. Orders under \$4,000 at list will incur a flat \$95.00 Freight Cost

Trendway - A Fellowes Company

List Price	CUSTOMER DISCOUNTING TAILGATE DOCK DELIVERED Choices, Capture, Choices Freestanding
\$0-\$250,000	63.00%
\$250,001 - \$500,000	66.00%
\$500,001- \$1,850,000	68.50%
\$1,850,001 +	Extended Discounts May Apply
Pack	
\$0-\$250,000	63.00%
\$250,001 - \$500,000	64.50%
\$500,001- \$1,500,000	66.00%
\$1,500,001 +	Extended Discounts May Apply
Intrinsic Freestanding, Trig & Confer	
\$0-\$250,000	59.00%
\$250,001 - \$500,000	61.00%
\$500,001- \$1,850,000	63.00%
\$1,850,001 +	Extended Discounts May Apply
Demountable Walls, TrendWall, ClearWall & Volo	
\$0-\$7,500	49.00%
\$7,501 - \$15,000	52.00%
\$15,001 - \$25,000	55.00%
\$25,001 - \$50,000	59.00%
\$50,001 - \$100,000	62.00%
\$100,001 - \$1,667,779	65.50%
\$1,667,780 +	Extended Discounts May Apply
Tables (Coices, Intrinsic, Trig, Ht Adjustable, Training & Collaborative	
\$0-\$350,000	58.00%
\$350,001 - \$500,000	59.00%
\$500,001 +	Extended Discounts May Apply
SEATING	
\$0-\$350,000	58.00%
\$350,001 - \$500,000	59.00%
\$500,001 +	Extended Discounts May Apply

Panel and Systems Product - Choices, Capture, Choices Freestand, Pack, Intrinsic Freestanding - Trig & Confer

Demountable Walls - Trendwall, ClearWall & Volo

Tables - Choices, Intrinsic, Trig - Height Adjustable, Training & Collaborative, SEATING - Executive, Task, Guest Conference, Side, Specialty

Pricing tiers are computed based on total list price of each individual product series/category

Pricing reflects Tailgate Dock Delivered Freight Terms. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

WADDELL (Division of GMI)

List Price	CUSTOMER DISCOUNTING FOB FACTORY
\$1 - \$9,999	33.00%
\$10,000 +	35.00%
	Extended Discounts May Apply

Display Cases, Trophy Display Units

Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.

WHITNEY BROTHERS

List Price	CUSTOMER DISCOUNTING FOB FACTORY
\$0 - \$10,000 list	20.00%
\$10,001 - \$20,000 list	22.00%

\$20,001 list and above	Extended Discounts May Apply
Early Childhood Offering: Student Desks, Tables, Dramatic Play, Storage, Infant Toddler Equipment, Juvenile Lockers	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
WISCONSIN BENCH (WB Mfg.)	
CUSTOMER DISCOUNTING	
FOB FACTORY	
List Price	
\$0 - \$15,000 list	60.00%
\$15,001 - \$50,000 list	62.00%
\$50,001 - \$100,000 list	63.00%
\$100,001 - \$250,000 list	64.00%
\$250,001 list and above	Extended Discounts May Apply

Classroom Storage, Instructor Units, Casework, Lockers Laminate, Music Storage, Tables, Stools, Art Room Work Tables, Activity Tables, Classroom Equipment	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	
WORKSPACE48	
CUSTOMER DISCOUNTING	
FOB Factory	
SafeSpace24	
List Price	
\$0-\$50,000	49.00%
\$50,001-\$100,000	49.50%
\$100,001-\$200,000	51.00%
\$200,000+	52.50%
WorkSpace48	
\$0-\$50,000	49.00%
\$50,001-\$100,000	49.50%
\$100,001-\$200,000	51.00%
\$200,000+	52.50%

Systems - Panel/Modular/Privacy Screens, Site Furnishings, Health & Safety	
Pricing reflects FOB Factory Freight Terms. A line item charge for Freight FOB Factory will be added to your order. Freight quotes per individual order will be provided upon request. Customer must possess a fully functioning dock to request direct factory to destination drop ship service. Discounts apply to factory sourced orders ONLY - pricing does not support ON LINE or Retail Purchases. Discounts will be applied against the current list price in effect at time of order.	

ORDERING AND PRICING GUIDELINES

An order is defined as a single purchase order shipping to a single destination.

All pricing is predicated on factory sourced orders - retail and on line purchases are not eligible for these special discount rates.

Actual manufacturer-imposed surcharges and/or fees may be applied to product pricing and/or final quoted pricing.

** Pricing tiers are determined by the total list price of all product offered within a single brand. The aggregate total determines the pricing tier, and as applicable - the corresponding discount percent applies for product categories for that single brand. The aggregate order total reflecting a combination of brands is not applicable when determining volume tiers.

**Brands may be combined on a single purchase order to streamline the order process and eliminate the need to generate multiple purchase orders -- but tiered pricing is based on the total list price per BRAND.

**Full line catalogs, cut sheets, specification, color & finish cards are available on request.

** Discounts are applied to the current list price in effect at time of order.

A vendor directory that includes all suppliers listed in this response is provided for your convenience. The directory contains manufacturer and catalog web links. The web sites will provide information regarding sustainability, indoor clean air certifications, products and finishes. The site also contains industry standards and certifications and resource information such a white paper studies. The web sites contain the most up-to-date product information and finishes. We encourage you to explore the vast amount of information provided.

Two freight terms are included in the pricing schedule above. FOB FACTORY (additional freight charges will be added) and Tailgate Dock Delivered (delivered pricing). The dual options are The "Tailgate Dock Delivered" pricing column can only be selected as a pricing tier for factory direct shipments when the following criteria is met. The end user must have a formal, function and accessible Receiving Dock and staff is available to assist in the off-load of product. LTL carriers do not provide assistance in the off-load of product or assist in moving product from a "drop spot" inside a building structure. Please understand that IF a formal dock is not available and if manpower resources are not provided to assist in the offload of product to an internal staging area with a building structure - we cannot process your order to ship direct from the factory to your site.



NOT TO EXCEED SERVICE RATE SCHEDULE CONTRACT #121919-SCC

ADDITIONAL SERVICES – Not to EXCEED Service Rates

Fees for services are determined on an hourly basis unless otherwise stated. Quote for Additional Services will be mutually approved in writing prior to project implementation. Quoted fees are estimates only and may be revised to reflect agreed-upon changes to a project.

Service	Charge
<i>Design Services (when billable) (CAD & Creative)</i>	\$75.00 Per hour
<i>Project Manager (when billable) Subject to level of service and supervision required</i>	Quoted on a Project by Project Basis
<i>Non-Union (Standard Business Hours) Lite Assembly/Inside Delivery</i>	\$55.00 Per Hour
<i>Union Labor Rate – Prevailing Wage</i>	Compliance to local ordinances and pay scales
<i>Overtime Installation Rate (Monday through Saturday) Non-Union</i>	\$82.50 Per hour
<i>Overtime Installation Rate (Sundays and Holidays) Non-Union</i>	\$110.00 Per hour
<i>Service Technician (furniture repair not under warranty)</i>	\$55.00 Per hour
<i>Warehouse Inventory Storage Rate per Square Foot</i>	\$2.25/Square Foot
<i>Asset Management</i>	Quoted on a Project by Project Basis
<i>Professional Installation Service (Non-Union/Std Business Hours)</i>	Quoted on a Project by Project Basis
<i>Professional Installation Service – 2nd-3rd Shift Differential</i>	Quoted on a Project by Project Basis
<i>Tailgate Dock Delivery – Customer must have a fully functioning loading dock for in-carton dock deliveries</i>	No charge for members within a 30-mile radius of a Staples Installation Facility





Staples Contract #121919-SCC Program Furniture Rebate

Rebates ranging up to 5% annually based on sales (12-Month Program)

\$ 0 - \$ 75,000.00	0%
\$ 75,000.01 - \$150,000.00	1%
\$150,000.01 - \$300,000.00	2%
\$300,000.01 - \$500,000.00	3%
\$500,000.01 - \$750,000.00	4%
\$750,000.01 or more	5%

Staples will pay each participating Sourcewell Member an annual volume rebate of such member's Net Sales pursuant to this agreement (manufacturer directu furniture sales) annually based on an annual period of July 1 through June 30, to be paid within forty five (45) calendar days after each annual period ending June 30th, calculated as follows or as otherwise agreed to in writing by Staples and the member ("Volume Rebate")

The proposed rebate structure will apply to Project Furniture orders and related services only. Please note that Project Furniture orders are defined as orders placed through your Staples representative using a purchase order for manufacturer-sourced product. Rebates will not apply to products ordered via StaplesAdvantage.com or to products with an assigned Staples SKU.

Payment of all Volume Rebates paid hereunder is (i) contingent upon the member paying all invoices within the payment terms specified in the contract; and (ii) based on the individual member's aggregate annual Net Sales and is payable back to dollar one.

"Net Sales" - Net Sales will be defined as the gross sales price of the applicable products and services sold under this contract, less taxes, duties, any rebates actually paid, discounts and allowances actually taken, rejections and returns to the extent credit is given or paid and also excluding purchases made via staples.com, or any Staples retail channel.