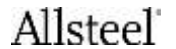
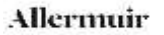




PRODUCT SOURCE GUIDE

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	Wisconsin Bench (WB Mfg.)	Tenjam
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.)
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
Teacher Storage			
	Allsteel	Allied Plastics (Manufacturing)	MooreCo
	CEF - Custom Educational Furniture	Fleetwood	Copernicus
	Montisa Work	Copernicus	Jonti Craft
	MooreCo	Haskell	Luxor
	National Office Furniture	HON	Marco
	OFS	Montisa Works	OFM
	Norvanivel	Smith System	Safco
	Paragon	Wisconsin Bench (WB Mfg.)	Sandusky Lee
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.)
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	HON
	Furniture Lab	Community	MooreCo
	Hi5	Ecologic Furniture	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
	PS Furniture	Spec Furniture	Safco



Career Readiness - Shop/Industrial Arts			
	Diversified Wood Crafts	CEF-Custom Educational Furniture	Biofit
	Montisa Work	JSI Brand Group	Marco
	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	Furniture Lab	Global Health Care
	Carolina Health Care	JSI Group Brand	HON
	Ecologic Furniture	Palmer Hamilton	OFM
	OFS	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	USA Capitol	Wisconsin Bench (WB Mfg.)
Learning Resource Centers			
	JSI Group Brand	Alumni	Fleetwood
	Media Technologies	Diversified Woodcraft	Ghent
	OFS	Marvel	Global Furniture Group
	Paragon	Montisa Work	HON
	Palmer Hamilton	Norvanivel	MooreCo
	Swiftspace	PS Furniture	Offices To Go (Global)
	Trendway	Smith System	Safco
Library/Media Centers			
	Agati	Community	Allied Plastics
	Baltix	Fellowes	Alumni
	Hale Manufacturing	Fleetwood	Children's Factory
	Haskell	Furniture Lab	Global Furniture Group
	JSI Group Brand	MooreCo	HON
	LIAT	OFS	Jonti-Craft
	Media Technologies	Paragon	Marco
	Norvanivel	PS Furniture	OFM
	Palmeiri	Trendway	Sandusky Lee
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	Wisconsin Bench (WB Mfg.)	Sandusky Lee
Instructional Demonstration Stations			
	CEF - Custom Educational Furniture	Diversified Woodcraft	Copernicus
	Humanscale	Fleetwood	Global Furniture Group
	MooreCo	Haskell	Luxor
	Norvanivel	HON	MooreCo
	OFS	Marvel (Vizion)	OFM
	Paragon	MooreCo	Safco
	Swiftspace	Smith System	Sandusky Lee
Technology/IT			
	Allsteel	Alumni	Copernicus
	Ergonomic Accessories/Tools	Biofit	Haskell
	Fellowes	HON	Luxor
	Humanscale	JSI Group Brand	MooreCo
	Marvel Vizion	National Public Seating	Safco
	Media Technologies	OFS	Smith System
	Marvel	Safco Products	Spec Furniture
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



Dramatic Play			
	Children's Factory	Flagship Carpets	Copernicus
	Jonti-Craft	Norvanivel	MooreCo
Storage			
	Jonti-Craft	Children's Factory	Copernicus
	Montisa Work	MooreCo	Safco
	Norvanivel	Smith System	Sandusky Lee
Teacher Instructional Aids			
	Fleetwood	Flagship Carpets	Copernicus
	Ghent	MooreCo	Luxor
	Jonti-Craft	Jonti-Craft	Safco
Tables/Chairs			
	Community	Children's Factory	Allied Plastics
	Jonti-Craft	Community	Alumni
	JSI Group Brand	Norvanivel	Marco Group
	Spec Furniture	Scholarcraft	Tenjam
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	HON
	Allsteel	Global Furniture Group	Neutral Posture
	Gunlocke	Hi5	Offices To Go (Global)
	JSI Group Brand	HON	OFM
	Norvanivel	JSI Group	Regency
	OFS	Mooreco Inc.	RFM
	Palmer Hamilton	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	Marco Group
	Montisa Work	HON	Marvel
	Norvanivel	National Office Furniture	MooreCo
	OFS	Norvanivel	Offices to Go
	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
	Global Evolve/Confer	Marvel Group	Ghent
	Gunlocke	Montisa Work	HON
	Neutral Posture	National Office Furniture	Luxor
	The Senator Group	Neutral Posture	Offices To Go (Global)
	Swiftspace	OFS	OFM
	Trendway	Paragon	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	Global Furniture Group	Copernicus
	Ghent	National Office Furniture	Luxor
	OFS	MooreCo	Safco
	Breakroom - Café/Lounge		
	Allsteel	Community	Alumni
	Baltix	EKO Contract	Luxor
	Dauphin	Global	MooreCo
	Furniture Lab	HON	Nightingale
	Hi5	National Office Furniture	Offices To Go (Global)
	JSI Group Brand	National Public Seating	OFM
	Palmer Hamilton	Norvanivel	Regency
	Sandler Seating	OFS	RFM
	Spec Furniture	PS 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)
	Dauphin	EKO Contract	HON
	Furniture Lab	Global Furniture Group	Luxor
	Hi5	HON	MooreCo
	JSI Group Brand	Leisure Craft	National Public Seating
	Palmer Hamilton	Media Technologies	OFM
	PS Furniture	National Office Furniture	Safco
	Spec Furniture	OFS	Sandusky Lee
	Lockers/Partitions		
	Allsteel	Diversified Woodcraft	Children's Factory
	Gunlocke	Fleetwood	Jonti-Craft
	JSI Group Brand	Global Furniture Group	Luxor
	Montisa Work	HON	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



PRISONER BENCH LLC





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	
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<p>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</p>	Agati	Ghent (Division of Gmi)	Nightingale
	Allermuir	Global Furniture Group	Norvanivel
	Allied Plastics	Global Health Care	Offices to GO - Casegoods (Global)
	Allseating	Global Offices to Go	Offices To Go - Seating (Global)
	Allsteel	Global In Stock NSP Program	OFM
	Alumni	Gunlocke	OFS
	AmTAB	Hale Manufacturing	Palmeiri
	Anova Furnishings (DBA Upbeat, Inc)	Haskell	Palmer Hamilton
	Baltix	Hi5	Paragon
	BIOFIT	HON Company, The	Prisoner Bench LLC
	Blockhouse	Humanscale	PS Furniture
	Capitol (USA Capitol)	IRN - The Recycling Network	Regency
	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
	Community JSI (Group)	Leisure Craft	Sandusky Lee
	Copernicus	LIAT Furniture	Scholarcraft
	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)	
Furniture Lab	Neutral Posture	Wisconsin Bench (WB Mfg.)	

SOURCWell FURNITURE CONTRACT #121919-SCC (Effective 5/1/2020)



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) NEW

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

List Price	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, Radii 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	
List Price		
\$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.		
A 3.125% tariff surcharge will be added as a line item charge on all orders.		
	ALUMNI (Classroom Furniture)	
	CUSTOMER DISCOUNTING	
List Price	FOB Factory	Delivered Tailgate
\$0 - \$15,000 list	52.00%	38.00%
\$15,001 - \$50,000 list	54.00%	40.00%
\$50,001 - \$100,000 list	55.00%	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/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	
	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	
	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	
List Price	CUSTOMER DISCOUNTING
	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	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
\$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	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
\$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)	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
\$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.

CEF - CUSTOM EDUCATIONAL FURNISHINGS (NEW)	
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
\$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		
List Price	CUSTOMER DISCOUNTING	
	FOB FACTORY	TAILGATE DOCK DELIVERED
\$0-\$10,000	28.00%	24.00%
\$10,001 - \$50,000	29.00%	25.00%
\$50,001 list and above	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.		
COMMUNITY (Division of JSI)		
List Price	CUSTOMER DISCOUNTING	
	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.		
COPERNICUS		
List Price	CUSTOMER DISCOUNTING	
	FOB FACTORY	
\$0 - \$9,999	39.00%	
\$10,000 - \$24,999	40.00%	
\$25,000 - \$49,999	41.00%	
\$50,000 +	Extended Discounts May Apply	
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		
List Price	CUSTOMER DISCOUNTING	
	TAILGATE DOCK DELIVERED	
\$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	Extended Discounts May Apply	
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		
List Price	CUSTOMER DISCOUNTING	
	FOB FACTORY	
\$0-\$99,999	59.00%	
\$100,000-\$249,999	64.00%	
\$250,000-\$399,999	66.00%	
\$400,000 +	Extended Discounts May Apply	
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		
List Price	CUSTOMER DISCOUNTING	
	FOB FACTORY	
\$0 - \$9,999	53.00%	
\$10,000 - \$50,000	56.00%	
\$50,001 - \$100,000	56.00%	
\$100,001 - \$200,000	56.00%	
	Extended Discounts May Apply	
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		

List Price	CUSTOMER DISCOUNTING	
	FOB FACTORY	Delivered Tailgate
\$0 - \$15,000 list	44.00%	41.00%
\$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	Extended Discounts May Apply	

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)	
List Price	CUSTOMER DISCOUNTING
	Delivered Tailgate
Work Tools & Ergoise	
\$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.	
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	46.00%
\$5,000 - \$9,999.99	47.00%
\$10,000 - \$24,999.99	48.00%
\$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.	
A freight charge will be added to orders Under \$1500 at list for actual freight cost.	
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.	
OFFICES TO GO SEATING (GLOBAL)	
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 CASEGOODS (GLOBAL)	
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.	
EVOLVE/COMPILE (GLOBAL SYSTEMS)	
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	
GLOBAL FACTORY IN STOCK PROGRAM	

	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
List Price	
\$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.	
	HALE MANUFACTURING
	CUSTOMER DISCOUNTING
	Delivered Tailgate
List Price	
<\$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
	CUSTOMER DISCOUNTING
	Delivered Tailgate
List Price	
\$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
	CUSTOMER DISCOUNTING
	Delivered Tailgate
	Zone 1
List Price	
\$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
List Price	
\$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
	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
	HON BRANDED SEATING
List Price	
\$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
List Price	
\$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
List Price	
\$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
List Price	
\$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 5bRANDED 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.	
HUMANSCALE	
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

Seating - Executive, Task, Side/Guest, Unity-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	
List Price	CUSTOMER DISCOUNTING
	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	
List Price	TAILGATE DOCK DELIVERED
	\$0 - \$15,000 list
\$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. For orders less than \$1,500 net there is a charge of \$100.

LEISURE CRAFT	
List Price	CUSTOMER DISCOUNTING
	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	
List Price	CUSTOMER DISCOUNTING
	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.	
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.	
MARVEL GROUP	
CUSTOMER DISCOUNTING	
TAILGATE DOCK DELIVERED	
ZAPF/MAILROOM/SEATING	
\$0 - \$15,000 list	51.00%
\$15,001 - \$50,000 list	51.00%
\$50,001 - \$100,000 list	52.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply
\$250,001 list and above	Extended Discounts May Apply
PRONTO	
\$0 - \$15,000 list	64.00%
\$15,001 - \$50,000 list	64.00%
\$50,001 - \$100,000 list	64.00%
\$100,001 - \$250,000 list	Extended Discounts May Apply

\$250,001 list and above	Extended Discounts May Apply		
	VIZION & AIRE		
\$0 - \$15,000 list	36.00%		
\$15,001 - \$50,000 list	36.00%		
\$50,001 - \$100,000 list	36.00%		
\$100,001 - \$250,000 list	Extended Discounts May Apply		
\$250,001 list and above	Extended Discounts May Apply		
Desk- Freestanding Desk, Modular Workstation, Panel Systems, Café Tables, Conference Tables, Seating - Task, Executive, Side/Guest, Training Tables, Computer Tables Adjustable Height, Ergonomic Accessories, Mailroom/Utility 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. Freight Charges = 5% of list price on orders under \$10K (Value at List Price) - Free Freight on Orders Over \$10K List			
	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	Delivered Tailgate	Inside Delivery	Delivered & Installed
	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
	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
	CUSTOMER DISCOUNTING
	TAILGATE DOCK DELIVERED
QTY	
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
	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	
	CUSTOMER DISCOUNTING	
	FOB Factory	Delivered Tailgate
\$0 - \$15,000 list	60.00%	56.00%
\$15,001 - \$50,000 list	61.00%	57.00%
\$50,001 - \$100,000 list	62.00%	58.00%
\$100,001 - \$250,000 list	63.00%	59.00%
\$250,001 list and above	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	
	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

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	
CUSTOMER DISCOUNTING	
List Price	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	
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.

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	Inside Delivery	Delivered & Installed
\$0 - \$15,000 list	34.00%	32.00%	28.00%
\$15,001 - \$50,000 list	41.00%	39.00%	36.00%
\$50,001 - \$100,000 list	43.00%	41.00%	39.00%
\$100,001 - \$250,000 list	44.00%	42.00%	40.00%
\$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, 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.		
	SEDIA SYSTEMS	
	CUSTOMER DISCOUNTING	
List Price	FOB Factory	
\$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, 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.		
	SMITH SYSTEM	
	CUSTOMER DISCOUNTING	
List Price	FOB Factory	
\$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, 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.		
	SPEC FURNITURE	
	CUSTOMER DISCOUNTING	
List Price	TAILGATE DOCK DELIVERED	
\$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	
List Price	FOB Factory	
\$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	
Units	DELIVERED TAILGATE	
\$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	
List Price	CUSTOMER DISCOUNTING
	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
List Price	CUSTOMER DISCOUNTING
	FOB FACTORY
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 Freestanding, 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)
	CUSTOMER DISCOUNTING
	FOB FACTORY
List Price	
\$1 - \$9,999	46.00%
\$10,000 +	51.00%
	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.

	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.

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.

** 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 as 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 included to offer the best value pricing option to all members. FOB FACTORY pricing provides deeper product discounts with the provision to provide pass-thru actual freight charges as applicable. The actual freight charges will be applied as a line item charge on the invoice. Based on the logistics of shipping relative to the factory and ordering entity state of designation, freight rates can vary significantly. Freight quotes will be provided to member entities prior to order placement to determine BEST VALUE and lowest cost on an order by order basis.

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, functional 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 (5/1/2020)

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>	\$65.00 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>	\$46.00 Per Hour
<i>Union Labor Rate – Prevailing Wage</i>	Compliance to local ordinances an pay scales
<i>Weekend & Holiday Non-Union Labor Rate</i>	\$86.50 Per hour
<i>Overtime Installation Rate (Monday through Saturday) Non-Union</i>	\$59.50 Per hour
<i>Overtime Installation Rate (Sundays and Holidays)</i>	\$86.50 Per hour
<i>Service Technician (furniture repair not under warranty)</i>	\$46.00 Per hour
<i>Warehouse Inventory Storage Rate per Square Foot</i>	\$1.50/Square Foot
<i>Asset Management</i>	Quote on a Project – by – Project Basis
<i>Professional Installation Service (Non-Union/Std Business Hours)</i>	8-10% of Project Sell
<i>Professional Installation Service – 2nd -3rd Shift Differential</i>	15% of Project Sell
<i>Tailgate Dock Delivery – Customer must have a fully functioning loading dock for in-carton dock deliveries</i>	No charge for members within a 50-mile radius of a Staples Fulfillment Center
<i>Site conditions to include access to freight elevators, requirement of stair carries, move/relocation of existing equipment</i>	Quote on Project-by-Project Basis





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%

All rebates are payable from dollar one and will be paid annually based on the customers anniversary start date.

Rebates are calculated on factory sourced project furniture sales only.

Billable Services - Design, Delivery, Installation, Freight are rebate eligible for calculation totals