

PRODUCT CATEGORY SOURCE GUIDE

League of Oregon Cities/National Purchasing Partners

Appendix 1 – Product and Pricing effective 5/9/2014



	Premium	Mid Price Point	Value Proposition
Instruction Furniture (Classroom)	The HON Company	Scholarcraft	National Public Seating
	CDF	The HON Company	Jonti Craft
	Paragon	Wisconsin Bench	Artcobell
	Venerum Stelter	USA Capitol	Copernicus
	Artcobell	Venerum Stelter	Whitney Brothers
Classroom Storage	Fleetwood	Wisconsin Bench	Safco Products
	Vanerum Stelter	Whitney Brothers	Copernicus
	HON	Jonti Craft	Luxor
	Shain Shop Bilt	Diversified Woodcraft	Jonti Craft
Filing and Storage Cabinets	Allsteel	The HON Company	Tennsco
	National Office Furniture	Global Total Office	Safco Products
	Fleetwood	Mayline	Bretford
	Allsteel	Wisconsin Bench (Casework)	Luxor
	Fire King	Tennsco	Copernicus
Furniture Systems, workstations, partitions, walls.	HON Abound	HON Initiate	Allsteel Optimize
	National Office Furniture	Allsteel Concensys	Global Total Office
	Swiftspace	National Office Furniture	HON Accelerate
	Allsteel Terrace DNA, Stride	Mayline	Global
Seating, Executive Task, Side, Stack	Sedia	The HON Compny	Scholarcraft
	Allsteel	Allseating	Seating to Go
	The HON Company	Venerum Stelter	Safco Products
	Gunlocke	Mayline	National Public Seating
	National Office Furniture	Sedia	HON Basyx
Executive and Administrative Wood Office Furniture	National Office Furniture	National Office Furniture	Offices to GO
	The HON Company	The HON Company	HON Basyx
	Allsteel	Mayline	Safco Products
	Gunlocke	Global Total Office	Mayline
	Global Total Office	LIAT (Formerly Jasper Library)	Vanerum Stelter
Tables and Accessories	Allsteel	The HON Company	National Public Seating
	The Hon Company	Scholarcraft	Basyx
	Venerum Stelter	Community	Copernicus
	Bretford	Diversified Woodcrafts	USA Capitol
	National Office Furniture	Jonti Craft	Safco Products
	Global Total Office	Wisconsin Bench	Wisconsin Bench
	Paragon	Artcobell	Whitney Brothers
	Jasper Library	Mayline	Artcobell
Fully Upholstered Furniture Reception	Community	Community	HON Basyx
	National Office Furniture	The HON Company	Seating to Go
	Global Health Care	Global Total Office	Global Total Office
	Ecologic Furniture	National Office Furniture	Safco Products
	Gunlocke	Mayline	Paragon
Cafeteria, Library Science, Laboratory Vocational Furniture and Furnishings	Community	Wisconsin Bench	National Public Seating
	AmTAB	The Hon Company	Safco Products
	Diversified Woodcraft	Fleetwood	Mayline
	Paragon	LIAT (Formerly Jasper Library)	Wisconsin Bench
	Shain Shop Built	Vanerum Stelter	Media Technologies
	Media Technologies	Diversified Woodcraft	Fleetwood
Early Childhood	Jonti Craft	Scholarcraft	Copernicus
	Scholarcraft	Community	Whitney Brothers
	Whitney Brothers	Flagship Carpets	Flagship Carpets
SPECIALTY-MISCELLANEOUS			
Display Cases	Waddell	Fleetwood	Safco Products
Lecture/Training Room	Sedia	Vanerum Stelter	Woodware
Mailroom Systems	Mayline	Mayline	Safco Products
Presentation Boards	Ghent	Ghent	Copernicus
Drafting	Shain Shop Bilt	Mayline	Safco Products
Ergonomic Accessories	Anatome	Mayline	Safco Products
Institutional Chairs/Tables	Allseating	Mayline	National Public Seating
	The HON Company	National Public Seating	Safco
	Venerum-Stelter	Scholarcraft	Scholarcraft
	Allsteel	Global	Artcobell
Acoustics	Lencore	Lencore	Lencore
Music-Specialty Storage	Wisconsin Bench	Fleetwood	Safco
	Fleetwood	Wisconsin Bench	Tennsco
Stages/Choral Risers	AmTAB	AmTAB	National Public Seating
Dormitory/Residence Hall	Ecologic Furniture	Wisconsin Bench	Global Health Care
Infant/Toddler Care	Whitney Brothers	Jonti Craft	Copernicus
Security/Fire Files	Fire King	The HON Company	Fire King
Visual Boards/Applications	Ghent	Idea Paint	Copernicus

League of Oregon Cities/National Purchasing Partners

Appendix 1 – Product and Pricing effective 5/9/2014



Allseating

List Price	CUSTOMER DISCOUNTING		
\$0 - \$9,999	48.0%	Free Dock Delivery	
\$10,000 - \$24,999	50.0%	Free Dock Delivery	
\$25,000 - \$49,999	51.0%	Free Dock Delivery	
\$49,999 - \$74,999	52.0%	Free Dock Delivery	
\$75,000 +	Extended Volume Discounts		
Pricing is based on standard lead times - FOB Customer			
Dock Delivery. Discounts apply to factory direct orders ONLY			

ALLSTEEL - PRICING BY PRODUCT CATEGORY/SERIES

Allsteel Systems Furniture - Concensys, Terrace, Involve, Reach, Align, Optimize, Terrace DNA, Stride, Further

List Price	CUSTOMER DISCOUNTING		
Value At List Price	Drop Ship	Delivered & Installed	
\$1 - \$99,999	68.3%	65.3%	
\$100,000 - \$249,999	70.6%	67.6%	
\$250,000 - \$399,999	70.6%	67.6%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Free-Standing - Modular Metal Systems (Cadence/Terrace)

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	68.3%	65.3%	
\$100,000 - \$249,999	70.6%	67.6%	
\$250,000 - \$399,999	70.6%	67.6%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Freestanding - Wood - Align / Stride

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	57.6%	54.6%	
\$100,000 - \$249,999	59.8%	56.8%	
\$250,000 - \$399,999	59.8%	56.8%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Tables - Get Set, Merge, Aware

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	67.2%	64.2%	
\$100,000 - \$249,999	70.6%	67.6%	
\$250,000 - \$399,999	70.6%	67.6%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Seating - Acuity, Scout, Seek & Inspire

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	55.3%	52.3%	
\$100,000 - \$249,999	55.3%	52.3%	
\$250,000 - \$399,999	55.3%	52.3%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Seating - Gather Seating / Tables, Clarity

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	46.5%	43.5%	
\$100,000 - \$249,999	49.5%	46.5%	
\$250,000 - \$399,999	49.5%	46.5%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Seating - Trooper, Nimble, Get Set, #19, Relate, Sum & Access

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	66.1%	63.1%	
\$100,000 - \$249,999	66.1%	63.1%	
\$250,000 - \$399,999	66.1%	63.1%	
\$400,000 +	Extended Volume Discounts May Apply		

Allsteel Seating - Filing/Storage - Lateral Files, Vertical Files (Towers/bookcases/cabinets), Persona, Essentials, Align, Stride, Involve

Value At List Price	CUSTOMER DISCOUNTING		
\$1 - \$99,999	65.1%	59.1%	
\$100,000 - \$249,999	67.5%	62.5%	
\$250,000 - \$399,999	67.5%	62.5%	
\$400,000 +	Extended Volume Discounts May Apply		

Discounts apply to current List Price in effect at time of order. Discounts eligible on factory direct orders only.
Note - Pricing Reflects BOTH Dock Delivered and Delivered and Installed Pricing. Dock delivery schedule is eligible for
End Users that possess a formal/operational delivery dock and the ability to off load product from truck to dock.

Note: A surcharge of 3% will be applied to Express Ship Orders.

AMTAB				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$14,999.99		41.0%		
\$15,000 - \$49,999.99		43.0%		
\$50,000 - \$74,999.99		45.0%		
\$75,000 +	Extended Volume Discounts			
Pricing is based on current List Price in effect at time of order. Freight Terms - FOB Factory.				

ANATOMÉ (ALLSEATING)			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$9,999	48.0%	Free Dock Delivery	
\$10,000 - \$24,999	50.0%	Free Dock Delivery	
\$25,000 - \$49,999	51.0%	Free Dock Delivery	
\$49,999 - \$74,999	52.0%	Free Dock Delivery	
\$75,000 +	Extended Volume Discounts		
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY			

ARTCOBELL				
List Price	CUSTOMER DISCOUNTING			
	FOB Factory	Dock Delivered	Delivered & Installed	
\$0 - \$10,000	48.0%	40.0%	34.0%	
\$10,000 +		Extended Volume Discounts May Apply		
Pricing is based on standard lead times/standard finishes. Note FOB, Dock Delivered and Delivered and Installed pricing if offered. End user must have a formal, fully functional receiving dock to be eligible for FOB Factory and Dock Delivered rates. FOB option will result in pass thru of actual freight costs as a line item billing. Discounts apply to factory direct orders ONLY.				

BRETTFORD				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$75,000	45.00%	Dock Delivered		
\$75,001 +	Extended Volume Discounts			
	**Full General Line Products - All Categories			
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY				

CAPITOL (USA CAPITOL)			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$7499.99	46.0%	FOB Factory	
\$7500.00 - \$24,999.99	48.0%	FOB Factory	
\$25,000 - \$99,999.00	51.0%	FOB Factory	
\$100,000 +	Extended Volume Discounts		
Pricing is based on standard fabrics and finishes - FOB Factory Discounts apply to factory direct orders under standard lead times			

CDF			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$4,999.99	55.0%	FOB Factory	
\$5,000.00 - \$9,999.99	58.0%	FOB Factory	
\$10,000 - \$24,999.99	60.0%	FOB Factory	
Over \$25,000	Extended Volume Discounts		
Pricing is based on freight terms - FOB Factory.		Reflects 2013 List Prices	

COMMUNITY			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$7,499.99	47.0%	Dock Delivered	
\$7,500.00 - \$24,999.99	48.0%	Dock Delivered	
\$25,000 - \$99,999.00	50.0%	Dock Delivered	
\$100,000 +	Extended Volume Discounts		
Pricing is based on standard fabrics and finishes - FOB Customer Dock. Discounts apply to factory direct orders under standard lead times.			

COPERNICUS			
List Price	CUSTOMER DISCOUNTING		
Copernicus Branded Products - Traditional/General Line			
\$0 - \$9,999	39.0%	FOB Factory	
\$10,000 - \$24,999	40.0%	FOB Factory	
\$25,000 - \$49,999	41.0%	FOB Factory	
\$50,000 +	42.0%	FOB Factory	
iRover - Technology Focused Products for Interactive Products (DISCONTINUED NO LONGER AVAILABLE)			
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY			

DIVERSIFIED WOODCRAFTS				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$7,499.99	62.0%	FOB Factory		
\$7,500 - \$24,999.99	64.0%	FOB Factory		
\$25,000 - \$99,999.99	66.0%	FOB Factory		
\$100,000 - \$150,000	68.0%	FOB Factory		
\$150,001 +	Extended Discounts May Apply			
Pricing is based on standard lead times - FOB Factory		Pricing is applicable to 2014 Price List		
Discounts apply to factory direct orders ONLY				

ECOLOGIC FURNITURE				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$9,999.99	53.0%	FOB Factory		
\$10,000 - \$49,999.99	56.0%	FOB Factory		
\$50,000 +	Extended Volume Discounts			
Pricing is based on FOB Factory Freight Terms.				

FIRE KING				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$15,000	45.00%	Dock Delivered		
\$15,001 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer				
Dock Delivery. Discounts apply to factory direct orders ONLY				

FLAGSHIP CARPETS			
List Price	CUSTOMER DISCOUNTING		
	FOB Factory	Dock Delivered	
\$0 - \$2,500	37.0%	27.0%	
\$2,501 - \$5,000	39.5%	37.0%	
\$5,001 - \$10,000	43.5%	38.0%	
\$10,001 - \$25,000	45.5%	41.0%	
\$25,001 +	Extended Volume Discounts		
Pricing reflects FOB Factory and Customer Dock Delivery Rates. Discounts apply to factory sourced orders ONLY			

FLEETWOOD				
List Price	CUSTOMER DISCOUNTING			
		FOB Factory	Dock Delivered	
\$0 - \$5,000		50.0%	39.0%	
\$5,001-\$25,000		53.0%	45.0%	
\$25,001 - \$100,000		56.0%	50.0%	
\$100,001 +	Extended Volume Discounts May Apply			
FOB Factory and Dock Delivered Pricing is provided.			Discounts apply to 2014 Price List	
A formal dock area must be available to be eligible for Dock Delivered Pricing.				
When FOB pricing is selected, actual freight charges will be applied as a line item charge to the order.				
Freight quotes provided upon request. Discounts schedule applies to factory sourced orders ONLY.				

GHENT (a GMI Company)				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$4999.99	46.0%	FOB Factory		
\$5,000 - \$9,999.99	47.0%	FOB Factory		
\$10,000 - \$24,999.99	48.0%	FOB Factory		
\$25,000 +	50.0%	FOB Factory		
Pricing is based on standard lead times - FOB Customer Dock. Discounts apply to factory direct orders ONLY		Discounts apply to 2014 Price List		

GLOBAL TOTAL OFFICE				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$16,499.99	54.0%	Dock Delivered		
\$16,500 - \$49,999.99	55.0%	Dock Delivered		
\$50,000 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer				
Dock Delivery. Discounts apply to factory direct orders ONLY				

(Global) OFFICES TO GO Casegoods (deskings)				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$16,499.99	57.0%	Dock Delivered		
\$16,500 - \$49,999.99	59.0%	Dock Delivered		
\$50,000 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer				
Dock Delivery. Discounts apply to factory direct orders ONLY				

GLOBAL HEALTH CARE				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$16,499.99	54.0%	Dock Delivered		
\$16,500 - \$49,999.99	55.0%	Dock Delivered		
\$50,000 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer				
Dock Delivery. Discounts apply to factory direct orders ONLY				

(Global) OFFICES TO GO (Seating)				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$16,499.99	55.0%	Dock Delivered		
\$16,500 - \$49,999.99	56.0%	Dock Delivered		
\$50,000 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY				

GUNLOCKE				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$49,999	53.0%	Dock Delivered		
\$50,000 - \$149,999	54.0%	Dock Delivered		
\$150,000 - \$249,999	55.6%	Dock Delivered		
\$250,000	Extended Volume Discounts			

Minimum order for Free Freight \$2,000. Orders falling under that list price threshold may incur freight/handling charges.

The HON Company				
List Price	CUSTOMER DISCOUNTING			
	\$1-\$50K	\$50K-\$150K	\$150K-\$250K	\$250K+
Seating	55.0%	57.0%	58.0%	Extended Volume Discounts
Training Tables	55.0%	57.0%	58.0%	Extended Volume Discounts
Desks/Caseworks	55.0%	57.0%	58.0%	Extended Volume Discounts
38000 Series	55.0%	57.0%	58.0%	Extended Volume Discounts
Tables Conf/MP	55.0%	57.0%	58.0%	Extended Volume Discounts
Filing/Storage	56.0%	58.0%	65.0%	Extended Volume Discounts
Vicinity	Discontinued			
Panels/Systems	56.0%	62.0%	67.0%	Extended Volume Discounts
Educ/Classroom	55.0%	57.0%	58.0%	Extended Volume Discounts
Basyx Brand- Select Items	55.0%	57.0%	58.0%	Extended Volume Discounts
Basyx General Line	55.0%	57.0%	58.0%	Extended Volume Discounts
Audio Visual	55.0%	57.0%	58.0%	Extended Volume Discounts

Pricing is based on standard lead times - FOB Customer Dock Delivery

Discounts apply to product sourced from the factory only.

Free dock delivery on any size orders - however service fees may

apply for orders that require delivery 40 miles outside our primary distribution/service areas.

Basyx is a subsidiary of The HON Company - discount schedules will apply to the Basyx Brand per the terms of this contract.

IDEA PAINT				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$2,000	30.0%	Dock Delivered		
\$2,001 - \$5,000	32.0%	Dock Delivered		
\$5,001 +	Extended Volume Discounts			

Pricing is based on standard lead times - FOB Customer

Dock Delivery. Discounts apply to factory direct orders ONLY

Discounts reflect product pricing only and excludes installation - Please call for quote

LIAT FURNITURE - formerly Jasper Library			
List Price	CUSTOMER DISCOUNTING		
0 - \$100,000	47.0%	FOB Factory	
\$100,000 - \$200,000	49.0%	FOB Factory	
\$200,000 - \$300,000	51.0%	FOB Factory	
\$300,000 - \$400,000	53.0%	FOB Factory	
\$000,000 +	Extended Volume Discounts		

Pricing is based on standard lead times - FOB Factory.

Discounts apply to factory direct orders ONLY

JONTI-CRAFT				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$1,000	30.0%	FOB Factory		
\$1,001 - \$5,000	31.0%	FOB Factory		
\$5,001 - \$10,000	32.0%	FOB Factory		
\$10,001 - \$15,000	33.0%	FOB Factory		
\$15,001 - \$20,000	34.0%	FOB Factory		
\$20,001 - \$25,000	35.0%	FOB Factory		
\$25,001 - \$50,000	37.0%	FOB Factory		
\$50,001 +	Extended Volume Discounts			

Pricing is based on standard lead times - FOB Factory.

Discounts apply to 2014 Price List

Discounts apply to factory direct orders ONLY

LENCORE				
List Price	CUSTOMER DISCOUNTING			
\$1 - \$49,999			55.0%	FOB Factory
\$50,000 - \$149,999			56.0%	FOB Factory
\$150,000 - \$299,999			57.0%	FOB Factory
\$300,000 +			Extended Volume Discounts	
All freight will be calculated based on total shipment weight and destinations using standard UPS ground. As labor costs for sound masking varies greatly depending on site conditions, will be quoted on a project by project basis.				

LUXOR				
List Price	CUSTOMER DISCOUNTING			
1 - 49 Units	25.0%	FOB Factory		
50 - 100 Units	36.0%	FOB Factory		
100 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer Dock Delivery Discounts apply to factory direct orders.				

MAYLINE				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$99,999		45%	Dock Delivered	
\$100,000 - \$249,999		46%	Dock Delivered	
\$250,000 +		48%	Dock Delivered	
Discounts apply to factory direct orders ONLY. Discounts are applied to the current list price at time of order. Pricing is freight delivered - customer dock.				

MEDIA TECHNOLOGIES				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$,2500		45.0%	FOB Factory	
\$2,501 - \$12,200		46.0%	FOB Factory	
\$12,201 - \$50,000		47.0%	FOB Factory	
\$50,001 +		Extended Volume Discounts		
Pricing is based on standard lead times - FOB Factory.			Discounts apply to 2014 Price List	
Discounts apply to factory direct orders ONLY				

NATIONAL OFFICE FURNITURE				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$199,999.99		54.0%	Dock Delivered	
\$200,000 +		Extended Volume Discounts		
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY				

NATIONAL PUBLIC SEATING				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$4999.99		43.0%	Dock Delivered	
\$5,000 - \$24,999		46.0%	Dock Delivered	
\$25,000 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY				

OKLAHOMA SOUND				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$10,000			50.0%	FOB Factory
\$10,001 - \$25,000			52.0%	FOB Factory
\$25,001 - \$50,000			53.0%	FOB Factory
\$50,001 +			Extended Volume Discounts	
Pricing is based on standard lead times - FOB Factory. (Most items are UPS'able) Discounts apply to factory direct orders ONLY				

PARAGON				
List Price	CUSTOMER DISCOUNTING			
\$1 - \$4,999.99		42.0%		
\$5,000 - \$14,999.99		45.0%		
\$15,000 - \$24,999.99		48.0%		
\$25,000 +		Extended Volume Discounts		
Pricing is based on FOB Factory Freight Terms.			Discounts apply to PL30 Price List 2014	

SAFCO PRODUCTS				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$3499.99 - Code A		32.5%	Dock Delivered	
\$3500 + Code A		44.0%	Dock Delivered	
\$0 - \$3499.99 - Code B		40.0%	Dock Delivered	
\$3500 + Code B		49.0%	Dock Delivered	
\$0 - \$3499.99 - Code D		50.0%	Dock Delivered	
\$3500 + Code D		52.0%	Dock Delivered	
\$3501 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Customer Dock Delivery. Discounts apply to factory direct orders ONLY				

SCHOLARCRAFT			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$4,999.99	55.0%	FOB Factory	
\$5,000.00 - \$9,999.99	58.0%	FOB Factory	
\$10,000 - \$24,999.99	60.0%	FOB Factory	
Over \$25,000	Extended Volume Discounts		
Pricing is based on freight terms - FOB Factory.		Reflects 2013 List Prices	

SEDIA				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$24,999	46%	Dock Delivered		
\$25,000 - \$49,999	48%	Dock Delivered		
\$50,000 - \$74,999	50%	Dock Delivered		
\$75,000 +	Extended Volume Discounts			
Pricing is based on standard fabrics and finishes - FOB Customer Dock. Discounts apply to factory direct orders under standard lead times. This product is not eligible for electronic on line order placement/purchase.				

SHAIN SHOP BILT				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$7,499.99	62.0%	FOB Factory		
\$7,500 - \$24,999.99	64.0%	FOB Factory		
\$25,000 - \$99,999.99	66.0%	FOB Factory		
\$100,000 - \$150,000	68.0%	FOB Factory		
\$150,001 +	Extended Discounts May Apply			
Pricing is based on standard lead times - FOB Factory.		Discounts apply to 2014 Price List		
Discounts apply to factory direct orders ONLY				

SWIFTSPACE INC.			
List Price	CUSTOMER DISCOUNTING		
	Delivered	FOB Factory	
\$0 - 24,999	38.0%	42.0%	
\$25,000 - \$49,999	40.0%	44.0%	
\$50,001 - \$249,999	44.0%	46.0%	
\$250,000 - \$399,999	46.0%	48.0%	
Pricing is based on standard lead times - FOB Factory and delivered.			
Note - Pricing Reflects BOTH Dock Delivered and Delivered and Installed Pricing. Dock delivery schedule is eligible for End Users that possess a formal/operational delivery dock and the ability to off load product from truck to dock.			

TENNSCO				
List Price	CUSTOMER DISCOUNTING			
Office Products Category				
\$0 - \$2,999.99	33.0%	FOB Factory		
\$3,000 - \$9,999.99	38.0%	FOB Factory		
\$10,000 - \$19,999.99	40.0%	FOB Factory		
\$20,000 +	Extended Volume Discounts			
Industrial Products Category				
List Price	CUSTOMER DISCOUNTING			
\$0 - \$2,999.99	40.0%	FOB Factory		
\$3,000 - \$9,999.99	42.0%	FOB Factory		
\$10,000 - \$19,999.99	44.0%	FOB Factory		
\$20,000 +	Extended Volume Discounts			
Pricing is based on standard lead times - FOB Factory. Discounts apply to factory direct orders ONLY				

VANERUM-STELTER			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$24,999.99	42.0%	FOB Factory	
\$25,000 - \$49,999.99	45.0%	FOB Factory	
\$50,000 - \$99,999.99	48.0%	FOB Factory	
\$100,000 +	Extended Volume Discounts		
Pricing is based on standard lead times - FOB Factory. Discounts apply to factory direct orders ONLY			

WADDELL (Division of GMI)				
List Price	CUSTOMER DISCOUNTING			
\$1 - \$7,500	49.0%	FOB Factory		
\$7,501 - \$24,999.99	52.0%	FOB Factory		
\$25,000 +	Extended Volume Discounts			
Pricing as quoted is FOB factory. Actual freight will be charged.		Discounts apply to 2014 Price List		
Freight quotes can be provided on an order-by-order basis.				
Given the range of products within the brand - a flat percentage of freight cannot be quoted.				
Freight rates will be capped at 12%.				
This product is not eligible for electronic on-line order placement/purchase. Discounts apply to factory direct orders.				

WHITNEY BROTHERS					
List Price	CUSTOMER DISCOUNTING				
\$0 - \$1,000	30.0%	FOB Factory	20.00%	Dock Delivered	
\$1,001 - \$5,000	31.0%	FOB Factory	21.00%	Dock Delivered	
\$5,001 - \$10,000	33.0%	FOB Factory	23.00%	Dock Delivered	
\$10,001 - \$15,000	35.0%	FOB Factory	25.00%	Dock Delivered	
\$15,001- \$20,000	37.0%	FOB Factory	27.50%	Dock Delivered	
\$20,001 - \$25,000	39.0%	FOB Factory	29.00%	Dock Delivered	
\$25,001 - \$50,000	41.0%	FOB Factory	32.00%	Dock Delivered	
\$50,001 +	Extended Volume Discounts				
<i>Pricing as quoted is both FOB factory and dock delivered.</i> <i>FOB Factory orders will incur actual freight charges in addition to the product price.</i> <i>Dock delivered includes freight - factory to customer dock.</i> <i>Please indicate the freight charge preference at time of order.</i> <i>Discount for items sourced direct from the factory.</i>					

WISCONSIN BENCH			
List Price	CUSTOMER DISCOUNTING		
\$0 - \$7,499.99	48.0%	FOB Factory	
\$7,500.00 - \$24,999.99	50.0%	FOB Factory	
\$25,000 - \$99,999.99	53.0%	FOB Factory	
\$100,000 +	Extended Volume Discounts		
Pricing is based on standard lead times - FOB Factory.		Discounts apply to 2014 Price List	
Discounts apply to factory direct orders ONLY			

WOODWARE (Division of GMI)				
List Price	CUSTOMER DISCOUNTING			
\$1 - \$5,999.99		42.0%	FOB Factory	
\$6,000 - \$10,999.99		44.0%	FOB Factory	
\$11,000 - \$24,999.99		Extended Volume Discounts		
Pricing as quoted is FOB factory. Actual freight will be charged.			Discounts apply to 2014 Price List	
Freight quotes can be provided on an order-by-order basis.				
Given the range of products within the brand - a flat percentage of freight cannot be quoted.				
Freight rates will be capped at 12%.				
This product is not eligible for electronic on-line order placement/purchase. Discounts apply to factory direct orders.				

Template Usage and Overview					
Pricing is predicated on Factory Direct Ordering for best value and product selection.					
Volume templates are specific per brand. The aggregate spend within a brand offering determines the purchase volume discount tier for each respective manufacturer					
Freight terms are included per brand offering.					
For maximum efficiency and ease of order, shipping and delivery coordination, multiple branded items can be combined on a single purchase order. However, tiered pricing is based on the aggregate spend for each individual supplier.					
Full line catalogs, cut sheets, specification, color & finish cards are available on request.					
The current list price in effect at time of order will determine the purchase price.					

Service Charge Billing Rates

Design Work will be billed at \$55.00/per man hour.

Non-union charges will apply at a rate of \$37.50/per man hour (standard delivery rate) for delivery/install services above two-man one truck standard.

Facilities that do not have the requirements necessary for a standard commercial delivery (proper loading dock, elevators, etc) will be billed at a rate equal to **\$46.87 /per man hour** (125% of quoted labor rate).

Overtime or after hours work (Monday-Friday) will be billed at a rate of \$56.25/per man hour (150% of standard non-union hourly delivery/install rate).

Weekend and holiday work shall be billed at an hourly rate of \$75/per man hour (200% of standard non-union hourly delivery/install rate).

*****Labor rates for reconfiguration, tear down, upholstery cleaning (services rendered not in conjunction with a product purchase) will be quoted based on the specific characteristics of the project and will be handled on a case-by-case basis.***

Prevailing Wage/Union Labor Rates:

Union rates that are higher than Prevailing Wage will be additionally billed at a rate commensurate with those local union rates.

Union resources utilized beyond 40 miles of any major metro city for delivery and/or installation will be billed at a rate commensurate with those local union rates that apply to the locale for the particular job.

Design Service Rates:

Design services include one set of drawings and one revision at no charge per project.

The Dock Delivered Pricing as specified is inclusive ONLY if the following client site criteria are met:

- Site resides within 40 miles of a major metropolitan city.
- End user has a proper loading dock, elevator and all other such requirements for a normal delivery.
- Delivery can be completed with two men and one truck – NON union labor rates during normal business hours.
- Install can be completed with two men and one truck – NON union labor rates during normal business hours.