

Claridge Pricing Proposal - Product: NEW

(4.2.2) There are NO ANSI/BIFMA Standards governing this product. Claridge is a BIFMA Member. Glass is Greenguard Certified. Attachment in Folder.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Claridge	\$1 - \$50,000	40%	No	Lifetime	N/A
		\$50,001 - \$250,000	40%			
		\$250,000 +	Negotiable			

ESI Pricing Proposal - Product: NEW

(4.2.2) ESI is a BIFMA Member. Most Products are Level Certified. List of Certificates Listed Attached in Folder.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Work Tools	ESI	\$1 - \$50,000	43%	Yes - Above \$250 Net	15 Year - Per Attached	N/A
		\$50,001 - \$250,000	43%			
		\$250,000 +	Negotiable			
Ergonomic Ancillary Products	ESI	\$1 - \$50,000	43%	Yes - Above \$250 Net	15 Year - Per Attached	N/A
		\$50,001 - \$250,000	43%			
		\$250,000 +	Negotiable			
Ancillary Items	ESI	\$1 - \$50,000	43%	Yes - Above \$250 Net	15 Year - Per Attached	N/A
		\$50,001 - \$250,000	43%			
		\$250,000 +	Negotiable			

Fomcore Pricing Proposal - Product: NEW

(4.2.2) No ANSI-BIFMA Criteria for this Solid Foam Construction. Fomcore is a BIFMA Member.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Guest Seating	Fomcore	\$1 - \$50,000	49%	Yes - Over \$2500 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	49%			
		\$250,000 +	Negotiable			

OCI_Sitwell Pricing Proposal - Product: NEW

(4.2.2) All chairs meet ANSI-BIFMA X5.1-2002 certified by an independent laboratory.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Guest Seating	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Conference Seating	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Stack Chairs	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
High Performance Task Seating	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Ancillary Items	OCI_Sitwell	\$1 - \$50,000	55%	No	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			

Safco_Mayline Pricing Proposal - Product: NEW

4.2.2) Products on GSA Schedule meet ANSI-BIFMA Requirements. Safco is a BIFMA Member. Many products are Greengaurd Certified. Cedrtificates Attached

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Laminate Casegoods	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Guest Seating	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Conference Seating	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Bookcases	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Storage Cabinets	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Conference Tables	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Classroom/Nesting Tables	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Ergonomic Work Tools	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			
Ancillary Items	Safco_Mayline	\$1 - \$50,000	54%	Yes - Above \$1000 Net	Lifetime - Per Attached	N/A
		\$50,001 - \$250,000	54%			
		\$250,000 +	Negotiable			

Smith Systems Pricing Proposal - Product: NEW

(4.2.2) Product Intended for Students. Entire Portfolio is Greenguard Certified.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			
Stack Chairs	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			
Storage Cabinets	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			
Classroom/Nesting Tables	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			
Classroom Seating	Smith Systems	\$1 - \$50,000	37%	No	12 Year - Per Attached	N/A
		\$50,001 - \$250,000	37%			
		\$250,000 +	Negotiable			

Trendway Pricing Proposal - Product: NEW

(4.2.2) Trendway is BIFMA Level Certified.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Panel Wrapped Systems	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Laminate Casegoods	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Ergonomic Seating and Stools	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Guest Seating	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Conference Seating	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Bookcases	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Storage Cabinets	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Conference Tables	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Ergonomic Work Tools	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Ergonomic Ancillary Products	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Ancillary Items	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			
Classroom Seating	Trendway	\$1 - \$50,000	42%	Yes	10 Year - Per Attached	N/A
		\$50,001 - \$250,000	42%			
		\$250,000 +	Negotiable			

VS Pricing Proposal - Product: NEW

(4.2.2) Product is Mostly Intended for Student Use. Meets BIFMA Level, Greenguard, and European DIN Standards.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Guest Seating	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Conference Seating	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Stack Chairs	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Bookcases	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Storage Cabinets	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Classroom/Nesting Tables	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Ancillary Items	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			
Classroom Seating	VS	\$1 - \$50,000	13%	Yes - Above \$35,000 Net	10 Years- Per Attached	N/A
		\$50,001 - \$250,000	13%			
		\$250,000 +	Negotiable			

Wisconsin Bench Pricing Proposal - Product: NEW

(4.2.2) Product Intended for Student Use.

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Laminate Casegoods	Wisconsin Bench	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Side Chairs and Stools	Wisconsin Bench	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Bookcases	Wisconsin Bench	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Storage Cabinets	Wisconsin Bench	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Moderate Computer Support Tables	Wisconsin Bench	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			
Ancillary Items	Wisconsin Bench	\$1 - \$50,000	55%	No	12 Years - Per Attached	N/A
		\$50,001 - \$250,000	55%			
		\$250,000 +	Negotiable			