

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Wood Casegoods	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Laminate Casegoods	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	AIS	\$1-\$50,000	55%	Y	10	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Guest Seating	AIS	\$1-\$50,000	55%	Y	10	
		\$50,001-\$250,000	55%			

		\$250,000+	Negotiable			\$ 50.00
Conference Seating	AIS	\$1-\$50,000	55%	Y	10	
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
						\$ 50.00
Side Chairs and Stools	AIS	\$1-\$50,000	55%	Y	10	
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
						\$ 50.00
Stack Chairs	AIS	\$1-\$50,000	55%	Y	10	
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
						\$ 50.00
High Performance Task Chairs (24/7 seating)	AIS	\$1-\$50,000	55%	Y	10	
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
						\$ 50.00
Bookcases	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
						\$ 50.00
Storage Cabinets	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
						\$ 50.00
		\$1-\$50,000	75%			

Conference Tables	AIS	\$50,001-\$250,000	76%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$250,000+	Negotiable			
Classroom/Nesting Tables	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	AIS	\$1-\$50,000	75%	less than \$10,000 will incur freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
Classroom Seating	AIS	\$1-\$50,000	55%	Y	10	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Guest Seating	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Seating	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Side Chairs and Stools	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Stack Chairs	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom Seating	All Seating	\$1-\$50,000	55%	Y	Allseating products, including those designated for Multi-Shift, are warranted to be free from defects in materials and workmanship for a period of 12 years from original date of purchase, with the exception of Foster Sleep Chair, Foster Recliner and Foster Patient Recliner.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Guest Seating	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Conference Seating	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Stack Chairs	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Classroom Seating	Borgo	\$1-\$50,000	55%	less than \$3,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Wood Casegoods	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Laminate Casegoods	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
		\$1-\$50,000	50%	less than \$1500	Carolina products warrant to	

Bookcases	Carolina	\$50,001-\$250,000	52%	will incur a freight charge	12 years on single-shift applications with exceptions.	\$ 50.00
		\$250,000+	Negotiable			
Storage Cabinets	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/Nesting Tables	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	Carolina	\$1-\$50,000	50%	less than \$1500 will incur a freight charge	Carolina products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Claridge	\$1-\$50,000	55%	N	Lifetime	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Clarus	\$1-\$50,000	57%	N	10	\$ 50.00
		\$50,001-\$250,000	60%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Wood Casegoods	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Laminate Casegoods	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Guest Seating	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Conference Seating	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			

Stack Chairs	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Bookcases	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Storage Cabinets	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Conference Tables	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Classroom/Ne sting Tables	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			

Ancillary Items	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Classroom Seating	Clear Design	\$1-\$50,000	62%	less than \$10,000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Wood Casegoods	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Laminate Casegoods	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Bookcases	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Storage Cabinets	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Tables	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ancillary Items	Collaborative Spaces	\$1-\$50,000	55%	Less than \$5000 will incur a freight charge	limited timeframe with certain exceptions	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Conference Tables	CompartmentA	\$1-\$50,000	47%	Y	Warranted for lifetime of product.	\$ 50.00
		\$50,001-\$250,000	47%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	CompartmentA	\$1-\$50,000	47%	Y	Warranted for lifetime of product.	\$ 50.00
		\$50,001-\$250,000	47%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Wood Casegoods	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Guest Seating	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Stack Chairs	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Bookcases	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Storage Cabinets	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Tables	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Coriander	\$1-\$50,000	55%	Y	10 Year Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Wood Casegoods	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Laminate Casegoods	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Bookcases	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Storage Cabinets	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Tables	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Ancillary Items	Corona	\$1-\$50,000	55%	N	Lifetime on Writing Surface	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Guest Seating	Dauphin	\$1-\$50,000	55%	Y	11	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Dauphin	\$1-\$50,000	55%	Y	11	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Stack Chairs	Dauphin	\$1-\$50,000	55%	Y	11	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Dauphin	\$1-\$50,000		Y	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000				
		\$250,000+	Negotiable			
Classroom Seating	Dauphin	\$1-\$50,000	55%	N	10	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Wood Casegoods	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Guest Seating	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Conference Seating	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Stack Chairs	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Bookcases	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Storage Cabinets	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			

Conference Tables	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Classroom/Nesting Tables	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Ancillary Items	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Classroom Seating	Davis	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Wood Casegoods	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Laminate Casegoods	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Bookcases	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Tables	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	Desk Makers	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	Limited Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Work Tools	ECA	\$1-\$50,000	40%	Y	Warranted for a period of one year from the date of purchase.	\$ 50.00
		\$50,001-\$250,000	40%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	ECA	\$1-\$50,000	40%	Y	Warranted for a period of one year from the date of purchase.	\$ 50.00
		\$50,001-\$250,000	40%			
		\$250,000+	Negotiable			
Ancillary Items	ECA	\$1-\$50,000	40%	Y	Warranted for a period of one year from the date of purchase.	\$ 50.00
		\$50,001-\$250,000	40%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Work Tools	Egan	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Egan	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ancillary Items	Egan	\$1-\$50,000	50%	less than \$10,000 will incur a freight charge	10	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Side Chairs and Stools	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Bookcases	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Tables	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	ERG	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Moderate Computer Support Tables	ESI	\$1-\$50,000	59%	less than \$250 will incur a freight charge	15	\$ 50.00
		\$50,001-\$250,000	61%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	ESI	\$1-\$50,000	59%	less than \$250 will incur a freight charge	15	\$ 50.00
		\$50,001-\$250,000	61%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	ESI	\$1-\$50,000	59%	less than \$250 will incur a freight charge	15	\$ 50.00
		\$50,001-\$250,000	61%			
		\$250,000+	Negotiable			
Ancillary Items	ESI	\$1-\$50,000	59%	less than \$250 will incur a freight charge	15	\$ 50.00
		\$50,001-\$250,000	61%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Guest Seating	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Bookcases	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Frovi	\$1-\$50,000		Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	52%			

Ergonomic Ancillary Products	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Frovi	\$1-\$50,000	50%	Less than \$3000 will incur freight charges	10-Year Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Fulbright	\$1-\$50,000	50%	N	2	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	Gordan International	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Grosfillex	\$1-\$50,000	55%	N	Product has own warranty terms	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Guest Seating	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Bookcases	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	H Contract	\$1-\$50,000	50%	Less than \$1500 will incur a freight charge	Warranty terms vary. Check warranty document.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Offered	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Haworth-Patterns, Intuity	\$1-\$50,000	62%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth-X Series	\$1-\$50,000	68%			
		\$50,001-\$250,000	71%			
		\$250,000+	Negotiable			
	Haworth- Master Series, Suite	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Haworth-PREMISE, Compose	\$1-\$50,000	73%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	76%			
		\$250,000+	Negotiable			
	Haworth-UniGroup, PLACES, UniGroup Too, and adaptable components	\$1-\$50,000	77%			
		\$50,001-\$250,000	79%			
		\$250,000+	Negotiable			
Wood Casegoods	Haworth- Master Series, Suite	\$1-\$50,000	62%	see separate warranty statement in section 3.18	\$ 50.00	
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
Laminate Casegoods	Haworth- Master Series	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
	Haworth- Fern	\$1-\$50,000	58%			
		\$50,001-\$250,000	59%			
		\$250,000+	Negotiable			

Ergonomic Seating and Stools	Haworth- Improv	\$1-\$50,000	68%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	71%			
		\$250,000+	Negotiable			
	Haworth- Soji	\$1-\$50,000	60%			
		\$50,001-\$250,000	62%			
		\$250,000+	Negotiable			
	Haworth- Very	\$1-\$50,000	62%			
		\$50,001-\$250,000	66%			
		\$250,000+	Negotiable			
	Haworth- X99	\$1-\$50,000	67%			
		\$50,001-\$250,000	69%			
		\$250,000+	Negotiable			
Guest Seating	Haworth-Cassis, Candor	\$1-\$50,000	64%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth-Improv	\$1-\$50,000	68%			
		\$50,001-\$250,000	71%			
		\$250,000+	Negotiable			
	Haworth-Maari	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
	Haworth-Very	\$1-\$50,000	62%			
		\$50,001-\$250,000	66%			
		\$250,000+	Negotiable			
	Haworth-X99	\$1-\$50,000	67%			
		\$50,001-\$250,000	69%			
		\$250,000+	Negotiable			

	Haworth- Haworth Collection	\$1-\$50,000	43%	Y	see separate warranty statement in section 3.18	\$ 50.00					
		\$50,001-\$250,000	43%								
		\$250,000+	Negotiable								
	Haworth-BuzziSpace	\$1-\$50,000	50%		Y	see separate warranty statement in section 3.18	\$ 50.00				
		\$50,001-\$250,000	52%								
		\$250,000+	Negotiable								
	Haworth- Poltrona Frau	\$1-\$50,000	43%			Y	see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	43%								
		\$250,000+	Negotiable								
Conference Seating	Haworth-Fern	\$1-\$50,000	58%	Y			see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	59%								
		\$250,000+	Negotiable								
	Haworth-Improv, Monaco	\$1-\$50,000	68%		Y		see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	71%								
		\$250,000+	Negotiable								
	Haworth-Soji	\$1-\$50,000	60%			Y	see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	62%								
		\$250,000+	Negotiable								
	Haworth-Very, Zody, Very Task	\$1-\$50,000	62%				Y	see separate warranty statement in section 3.18	\$ 50.00		
		\$50,001-\$250,000	66%								
		\$250,000+	Negotiable								
	Haworth-X99	\$1-\$50,000	67%					Y	see separate warranty statement in section 3.18	\$ 50.00	
		\$50,001-\$250,000	69%								
		\$250,000+	Negotiable								
	Haworth-Poltrona Frau	\$1-\$50,000	43%						Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	43%								
		\$250,000+	Negotiable								

	Haworth-BuzziSpace	\$1-\$50,000	50%	see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	52%					
		\$250,000+	Negotiable					
		Haworth-Haworth Collection	\$1-\$50,000			43%		
			\$50,001-\$250,000			43%		
			\$250,000+			Negotiable		
Side Chairs and Stools	Haworth-Cassis, Candor	\$1-\$50,000	64%	see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	65%					
		\$250,000+	Negotiable					
	Haworth-Improv	\$1-\$50,000	68%					
		\$50,001-\$250,000	71%					
		\$250,000+	Negotiable					
	Haworth-Maari	\$1-\$50,000	62%					
		\$50,001-\$250,000	62%					
		\$250,000+	Negotiable					
	Haworth-Very	\$1-\$50,000	62%					
		\$50,001-\$250,000	66%					
		\$250,000+	Negotiable					
	Haworth-X99	\$1-\$50,000	67%					
		\$50,001-\$250,000	69%					
		\$250,000+	Negotiable					
	Haworth-BuzziSpace	\$1-\$50,000	50%					
		\$50,001-\$250,000	52%					
		\$250,000+	Negotiable					
	Haworth-Haworth Collection	\$1-\$50,000	43%					
		\$50,001-\$250,000	43%					
		\$250,000+	Negotiable					

Y

Stack Chairs	Haworth-Improv	\$1-\$50,000	68%	Y	see separate warranty statement in section 3.18	\$ 50.00				
		\$50,001-\$250,000	71%							
		\$250,000+	Negotiable							
	Haworth-Maari	\$1-\$50,000	62%		Y	see separate warranty statement in section 3.18	\$ 50.00			
		\$50,001-\$250,000	63%							
		\$250,000+	Negotiable							
	Haworth-Very	\$1-\$50,000	62%			Y	see separate warranty statement in section 3.18	\$ 50.00		
		\$50,001-\$250,000	66%							
		\$250,000+	Negotiable							
	Haworth-X99	\$1-\$50,000	67%				Y	see separate warranty statement in section 3.18	\$ 50.00	
		\$50,001-\$250,000	69%							
		\$250,000+	Negotiable							
	Haworth- Haworth Collection	\$1-\$50,000	43%					Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	43%							
		\$250,000+	Negotiable							
High Performance Task Chairs (24/7 seating)	Haworth-Fern	\$1-\$50,000	58%	Y					see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	59%							
		\$250,000+	Negotiable							
	Haworth-Imrov, Monaco	\$1-\$50,000	68%		Y				see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	71%							
		\$250,000+	Negotiable							
	Haworth-Lively	\$1-\$50,000	64%			Y			see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%							
		\$250,000+	Negotiable							
	Haworth-Soji	\$1-\$50,000	60%				Y		see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	62%							
		\$250,000+	Negotiable							

	Haworth-Very, Very Task, Zody	\$1-\$50,000	62%		see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	66%			
		\$250,000+	Negotiable			
	Haworth-X99	\$1-\$50,000	67%			
		\$50,001-\$250,000	69%			
		\$250,000+	Negotiable			
Bookcases	Haworth-X Series	\$1-\$50,000	68%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	71%			
		\$250,000+	Negotiable			
	Haworth-Master Series, Suite	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
Storage Cabinets	Haworth-Active Components, Be_Hold storage	\$1-\$50,000	62%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth-Compose storage, X Series (Peds, Files, Towers & lockers), Beside, V Series	\$1-\$50,000	68%			
		\$50,001-\$250,000	71%			
		\$250,000+	Negotiable			
	Haworth-Master Series, Suite	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
Haworth - Reside	Haworth - Reside	\$1-\$50,000	62%			
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth- Jive	\$1-\$50,000	60%			
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			

Conference Tables	Haworth-Cultivate, Immerse	\$1-\$50,000	64%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	67%			
		\$250,000+	Negotiable			
	Haworth-Planes Fixed Tables	\$1-\$50,000	66%			
		\$50,001-\$250,000	67%			
		\$250,000+	Negotiable			
	Haworth-BuzziSpace	\$1-\$50,000	50%			
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
	Haworth- Haworth Collection	\$1-\$50,000	55%			
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
	Haworth- Master Series, Suite	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Haworth-Patterns, Reside Desking	\$1-\$50,000	62%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth- Jive, Swivel	\$1-\$50,000	60%			
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
	Haworth- Cultivate, Immerse	\$1-\$50,000	64%			
		\$50,001-\$250,000	67%			
		\$250,000+	Negotiable			
	Haworth-Planes HAT, Hoop, Planes Fixed Tables	\$1-\$50,000	66%			
		\$50,001-\$250,000	67%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	Haworth- Patterns, Reside Desking, Pip Tables	\$1-\$50,000	62%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth-Hop, Jump, Jive	\$1-\$50,000	60%			
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
	Haworth- Planes HAT, Planes Fixed Tables, Upside	\$1-\$50,000	66%			
		\$50,001-\$250,000	67%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Haworth-Belong & Jump stuff Work Tools, Belong work Screens	\$1-\$50,000	61%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
	Haworth-Ergotron	\$1-\$50,000	58%			
		\$50,001-\$250,000	62%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Haworth-BuzziSpace	\$1-\$50,000	50%	Y		
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Haworth-(Lounge seating)- Hello, ToDo, Harbor work Lounge, Openest, Poppy, Riverbend, Pebble, Cabana Lounge	\$1-\$50,000	62%	v	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
	Haworth-Haworth Collection	\$1-\$50,000	55%			
		\$50,001-\$250,000	59%			
		\$250,000+	Negotiable			
	Haworth- BuzziSpace	\$1-\$50,000	50%			
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Ancillary Items	Haworth- JANUS et Cie	\$1-\$50,000	45%		see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	45%			
		\$250,000+	Negotiable			
	Haworth-Poltrona Frau	\$1-\$50,000	43%			
		\$50,001-\$250,000	43%			
		\$250,000+	Negotiable			
	Haworth- Haworth Health, Atwell	\$1-\$50,000	63%			
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Demountable Wall Systems	Haworth-Enclose	\$1-\$50,000	62%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Classroom Seating	Haworth-Improv	\$1-\$50,000	68%	Y	see separate warranty statement in section 3.18	\$ 50.00
		\$50,001-\$250,000	71%			
		\$250,000+	Negotiable			
	Haworth-Maari	\$1-\$50,000	62%			
		\$50,001-\$250,000	63%			
		\$250,000+	Negotiable			
	Haworth-X99	\$1-\$50,000	67%			
		\$50,001-\$250,000	69%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Homecrest	\$1-\$50,000	55%	Y	Limited Commercial Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Wood Casegoods	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Laminate Casegoods	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Guest Seating	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Seating	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Side Chairs and Stools	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Stack Chairs	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Bookcases	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Storage Cabinets	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Tables	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom/Nesting Tables	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ancillary Items	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom Seating	HPFi	\$1-\$50,000	55%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Humanscale	\$1-\$50,000	63%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Humanscale	\$1-\$50,000	57%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Guest Seating	Humanscale	\$1-\$50,000	50%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Humanscale	\$1-\$50,000	57%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Humanscale	\$1-\$50,000	50%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Humanscale	\$1-\$50,000	50%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Humanscale	\$1-\$50,000	57%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Humanscale	\$1-\$50,000	50%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			

Ergonomic Work Tools	Humanscale	\$1-\$50,000	66%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	67%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Humanscale	\$1-\$50,000	64%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Ancillary Items	Humanscale	\$1-\$50,000	62%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	64%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Wood Casegoods	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Laminate Casegoods	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Guest Seating	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Seating	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Stack Chairs	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Bookcases	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Storage Cabinets	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Tables	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Ancillary Items	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom Seating	Indiana Furniture	\$1-\$50,000	55%	Y	Warranty periods are limited for certain Products and parts.	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Guest Seating	Integra	\$1-\$50,000	50%	less than \$7500 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Conference Seating	Integra	\$1-\$50,000	50%	less than \$7500 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Integra	\$1-\$50,000	50%	less than \$7500 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Stack Chairs	Integra	\$1-\$50,000	50%	less than \$7500 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Integra	\$1-\$50,000	50%	less than \$7500 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Ancillary Items	Integra	\$1-\$50,000	50%	less than \$7500 will incur a freight charge	Lifetime	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Wood Casegoods	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Laminate Casegoods	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	JSI	\$1-\$50,000		Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000				
		\$250,000+	Negotiable			
Guest Seating	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Seating	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Side Chairs and Stools	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Stack Chairs	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

High Performance Task Chairs (24/7 seating)	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Bookcases	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Storage Cabinets	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Tables	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ancillary Items	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom Seating	JSI	\$1-\$50,000	55%	Y	JSI warrants, to the original purchaser that each piece of furniture will be free from defects in workmanship, given normal use for a period of fifteen (15) years of single shift service.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Guest Seating	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Seating	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Side Chairs and Stools	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Stack Chairs	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Tables	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ancillary Items	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom Seating	KFI	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	12	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Wood Casegoods	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Laminate Casegoods	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Guest Seating	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Conference Seating	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Side Chairs and Stools	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Stack Chairs	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or	
		\$50,001-\$250,000	50%			

		\$250,000+	Negotiable		distributed from a KI manufacturing site	\$ 50.00
High Performance Task Chairs (24/7 seating)	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Bookcases	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Storage Cabinets	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Conference Tables	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ancillary Items	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Demountable Wall Systems	KI	\$1-\$50,000	50%	N	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or	
		\$50,001-\$250,000	50%			

		\$250,000+	Negotiable		distributed from a KI manufacturing site	\$ 50.00
Classroom Seating	KI	\$1-\$50,000	50%	Y	KI product warranty applies to products manufactured on or after November 1, 2019 and manufactured and/or distributed from a KI manufacturing site	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Wood Casegoods	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Laminate Casegoods	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Bookcases	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Tables	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	Krug	\$1-\$50,000	50%	Y	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Landscapeforms	\$1-\$50,000	5%	N	Warranties differ based on product	\$ 50.00
		\$50,001-\$250,000	5%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Loftwall	\$1-\$50,000	50%	N	A Limited Lifetime Warranty applies to products manufactured after June 1, 2009.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Demountable Wall Systems	Loftwall	\$1-\$50,000	50%	N	A Limited Lifetime Warranty applies to products manufactured after June 1, 2009.	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Guest Seating	La-Z Boy	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Seating	La-Z Boy	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Side Chairs and Stools	La-Z Boy	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Stack Chairs	La-Z Boy	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ancillary Items	La-Z Boy	\$1-\$50,000	55%	less than \$1500 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Laminate Casegoods	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools		\$1-\$50,000				
		\$50,001-\$250,000				
		\$250,000+	Negotiable			
Guest Seating	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Tables	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Classroom Seating	Nevins	\$1-\$50,000	50%	N	10	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Wood Casegoods	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Laminate Casegoods	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Stack Chairs	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Bookcases	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Storage Cabinets	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Tables	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Ancillary Items	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	Nienkamper	\$1-\$50,000	50%	N	5	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Nook	\$1-\$50,000	44%	N	5 Year limited warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Wood Casegoods	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Laminate Casegoods	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Bookcases	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Storage Cabinets	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Conference Tables	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	\$ 50.00
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	
		\$50,001-\$250,000	51%			

		\$250,000+	Negotiable			\$ 50.00
Moderate Computer Support Tables	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
Ancillary Items	Nucraft	\$1-\$50,000	50%	if less than \$2100 will incur freight charges	10 Years with Limitations	
		\$50,001-\$250,000	51%			
		\$250,000+	Negotiable			
		\$250,000+	Negotiable			\$ 50.00

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Demountable Wall Systems	NxtWall	\$1-\$50,000	42%	Y	10	\$ 50.00
		\$50,001-\$250,000	42%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Guest Seating	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Conference Seating	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Side Chairs and Stools	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Stack Chairs	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Ancillary Items	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Classroom Seating	OCIsitwell	\$1-\$50,000	61%	N	OCIsitwell warrants from the date of purchase, the structural frame construction of any of our chairs to be free from defects in materials and workmanship for a period of 10 years to the original purchase	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Wood Casegoods	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Laminate Casegoods	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Guest Seating	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Conference Seating	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Side Chairs and Stools	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			

Stack Chairs	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Bookcases	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Storage Cabinets	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Conference Tables	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			

Ancillary Items	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Classroom Seating	OFS	\$1-\$50,000	55%	if less than \$1500 will incur freight charges	OFS products warrant to 12 years on single-shift applications with exceptions.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	OM Seating	\$1-\$50,000	52%	Y	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Wood Casegoods	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Laminate Casegoods	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Guest Seating	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight	12	
		\$50,001-\$250,000	58%			

		\$250,000+	Negotiable	charges		\$ 50.00
Conference Seating	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Side Chairs and Stools	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Stack Chairs	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Bookcases	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Storage Cabinets	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
		\$1-\$50,000	58%	If less than		

Conference Tables	PS Furniture	\$50,001-\$250,000	58%	\$250 will incur freight charges	12	\$ 50.00
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Ancillary Items	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			
Classroom Seating	PS Furniture	\$1-\$50,000	58%	If less than \$250 will incur freight charges	12	\$ 50.00
		\$50,001-\$250,000	58%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Laminate Casegoods	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Guest Seating	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Seating	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Stack Chairs	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Bookcases	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Storage Cabinets	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Tables	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Ancillary Items	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom Seating	Safco	\$1-\$50,000	57%	Less than \$1000 will incur a freight charge	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Snowsound	\$1-\$50,000	47%	N	Snowsound warranty is a lifetime warranty against manufacturer's defects	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Demountable Wall Systems	Snowsound	\$1-\$50,000	47%	N	Snowsound warranty is a lifetime warranty against manufacturer's defects	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 5.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	Source	\$1-\$50,000	50%	N	All chairs are guaranteed against structural failure for a lifetime of normal commercial use by the original purchaser.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Guest Seating	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Seating	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Stack Chairs	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
High Performance Task Chairs	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	
		\$50,001-\$250,000	55%			

(24/7 seating)		\$250,000+	Negotiable			\$ 50.00
Bookcases	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Storage Cabinets	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Conference Tables	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
Ancillary Items	Spec	\$1-\$50,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$50,001-\$250,000	55%			
		\$250,000+	Negotiable			
		\$1-\$50,000	55%			

Classroom Seating	Spec	\$50,001-\$250,000	55%	N	Lifetime Structural Warranty	\$ 50.00
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Wood Casegoods	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Laminate Casegoods	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Bookcases	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Storage Cabinets	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Conference Tables	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			
Ancillary Items	Special-T	\$1-\$50,000	55%	less than \$2000 will incur freight charges	Warranty differs per product.	\$ 50.00
		\$50,001-\$250,000	56%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Guest Seating	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Conference Seating	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Side Chairs and Stools	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Stack Chairs	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables		\$1-\$50,000				
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables		\$1-\$50,000	5%			
		\$50,001-\$250,000				
		\$250,000+	Negotiable			
Classroom Seating	St.Timothy	\$1-\$50,000	55%	Less than \$125 will incur a freight charge	St. Timothy warrants to the original purchaser that our seating products will be free from defects in workmanship given normal conditions for a period of 10 years in single shift service	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Guest Seating	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Conference Seating	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Stack Chairs	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Conference Tables	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ancillary Items	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Classroom Seating	Stylex	\$1-\$50,000	50%	less than \$4000 will incur a freight charge	10 Years, with limitations	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Takeform	\$1-\$50,000	16%	Y	5	\$ 50.00
		\$50,001-\$250,000	22%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Wood Casegoods	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Laminate Casegoods	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Guest Seating	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Conference Seating	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			

Stack Chairs	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Bookcases	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Storage Cabinets	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Conference Tables	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			

Ancillary Items	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			
Classroom Seating	Tayco	\$1-\$50,000	63%	If less than \$4000 will incur freight charges	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	65%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Tenjam	\$1-\$50,000	50%	Y	Session Series = 10 Duraflex = 3	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Tenjam	\$1-\$50,000	50%	Y	Session Series = 10 Duraflex = 3	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Stack Chairs	Tenjam	\$1-\$50,000	50%	Y	Session Series = 10 Duraflex = 3	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ancillary Items	Tenjam	\$1-\$50,000	50%	Y	Session Series = 10 Duraflex = 3	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Classroom Seating	Tenjam	\$1-\$50,000	50%	Y	Session Series = 10 Duraflex = 3	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Desking Systems	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Panel Wrapped Systems	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Wood Casegoods	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Laminate Casegoods	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Seating and Stools	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Guest Seating	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Conference Seating	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Stack Chairs	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Bookcases	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Storage Cabinets	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Conference Tables	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Moderate Computer Support Tables	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Work Tools	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Ergonomic Ancillary Products	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Ancillary Items	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			
Classroom Seating	Versteel	\$1-\$50,000	50%	Y	Limited Lifetime Warranty	\$ 50.00
		\$50,001-\$250,000	50%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 5.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	Via	\$1-\$50,000	50%	Y	All via seating products, INCLUDING VIA SEATING FOAM, are warranted for 12 Years. With exceptions.	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ergonomic Seating and Stools	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Guest Seating	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Seating	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Side Chairs and Stools	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Stack Chairs	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
High Performance Task Chairs (24/7 seating)	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Conference Tables	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom/ Nesting Tables	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Moderate Computer Support Tables	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Ancillary Items	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			
Classroom Seating	West Coast Industries	\$1-\$50,000	50%	N	Warranty differs per product	\$ 50.00
		\$50,001-\$250,000	52%			
		\$250,000+	Negotiable			

Pricing Proposal

Category	Manufacturer	Dollar Threshold	% Discount Off	Freight Included (Y/N)	Warranty Term (Years)	Minimum Trip Charge
Ancillary Items	Zonez	\$1-\$50,000	55%	N	Limited Warranty	\$ 50.00
		\$50,001-\$250,000	57%			
		\$250,000+	Negotiable			

Labor Rates for Services	Hourly Rate	
Design Services(Includes drawings and revisions) (Regular Hours)	\$	50.00
Installation Services (Regular Hours)	\$	40.00
Installation Services (After Hours)	\$	60.00
Disassembly/Relocation/Reconfiguration Services (Regular Hours)	\$	40.00
Project Management (Regular Hours)	\$	50.00
Project Management (After Hours)	\$	70.00
Disassembly/Relocation/Reconfiguration Services (After Hours)	\$	60.00
Repair Services (Regular Hours)	\$	40.00
Repair Services (After Hours)	\$	60.00
Reupholstering Services (Regular Hours)	\$	70.00
Reupholstering Services (After Hours)	\$	100.00
Refurbishing Services (Regular Hours)	TBD	
Refurbishing Services (After Hours)	TBD	
Warehousing Services	.99 per sq foot	
Custom Fabricated Furniture Services (Regular Hours)	NA	
Custom Fabricated Furniture Services (After Hours)	NA	
Minimum Delivery Fee	\$	50.00
	XXhr	Yhr
	min.	