



Norfolk Public Schools

The cornerstone of a proudly diverse community

CONTRACT AMENDMENT

Norfolk Public Schools
Department of Purchases & Supply
800 E City Hall Ave - Room 1205
Norfolk, VA 23510

Vendor: MeTEOR
Contract Number: 2017000082
Contract Amendment # 5
Contract Officer: Fred Ledbetter

THIS CONTRACT IS AMENDED AS FOLLOWS:

Effective June 1, 2017, MeTEOR Education, LLC has been approved to offer the following changes to their existing agreement:

- The discount terms for MiEN have been adjusted due to manufacturer changes. The attached letter serves as documentation.
- The discount terms for Mediatechnologies have been adjusted due to manufacturer changes. The attached letter serves as documentation.
- "Additional Services" have been removed from the price matrix and listed separately. New services have been added:
 - "Enhanced Installation" – Includes personalized professional services to insure site and end user readiness prior to installation, as well as best fit user training upon installation.
 - "Miscellaneous Labor" – For labor not covered in the installation matrix.
- Freight terms for Jasper Seating were added and the freight terms for Balt/Best-Rite (MooreCo) were changed to match MooreCo (Soft Seating).

These changes will also be made available to the National-IPA group Agreement.

Following is the updated Product discount structure, Freight charges and installation charges, being utilized for each manufacturer:

ALL OTHER PROVISIONS, AS IDENTIFIED IN THE ORIGINAL CONTRACT DOCUMENTS DATED MARCH 5, 2015, AND ANY EXTENSIONS, AMENDMENTS, OR ADDENDUMS SHALL REMAIN IN THEIR ENTIRETY.

BY SIGNATURE, CONTRACTOR HEREBY ACKNOWLEDGES RECEIPT OF AND UNDERSTANDING OF THE ABOVE AMENDMENT:

Signature & Date	 5/17/2017
Print Name & Title	William I. Latham III, CEO
Company Name	MeTEOR Education, LLC
Street Address	690 NE 23rd Avneu
City, State, Zip	Gainesville, FL 32609
E-Mail Address	Bids@meteoreducation.com
Phone Number	800-699-7516

For questions about this Amendment, contact:

Fred Ledbetter, Senior Buyer
Department of Purchases and Supply
Norfolk Public Schools
fledbetter@npsk12.com
757-628-3476



NORFOLK/NIPA DISCOUNT MATRIX 05-11-17

Percentages listed below are for product only. Please see attached freight and installation fee structures.

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Description	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
9 To 5 Seating	Task seating, management seating, executive seating, guest seating, drafting stools	45.50%	46.50%	47.00%	48.00%	48.50%
Allied Plastics	Activity tables, science tables, and early childhood tables	57.50%	58.00%	59.00%	59.50%	60.00%
Allseating	Task seating, management seating, executive seating, guest seating, drafting stools	39.50%	40.50%	41.00%	42.00%	43.00%
Alumni	Classroom furniture	47.00%	48.00%	48.00%	49.00%	49.50%
AmTab Manufacturing Corporation - General Line	General line	32.00%	33.00%	33.00%	40.50%	41.50%
AmTab Manufacturing Corporation - Mobile Tables and EZ Risers	Mobile tables and EZ risers	29.00%	30.00%	30.00%	38.00%	38.50%
Andersen Mat Company	Indoor/outdoor mats, anti-slip & anti-fatigue mats	24.00%	25.50%	26.50%	27.50%	28.50%
Angeles	Early childhood furniture, tricycles, floor mats	9.00%	10.50%	12.00%	13.00%	14.50%
Annin	Indoor/outdoor flag products	24.00%	25.50%	26.50%	27.50%	28.50%
Balt/Best-Rite (Moore Co)	Marker and bulletin boards, AV carts & stands, computer furniture	35.00%	36.00%	36.00%	46.00%	47.00%
Balt/Best-Rite (Moore Co) Sharewall ³	Sharewall	35.00%	36.00%	36.00%	46.00%	47.00%
Benchmark	Tables, Seating, Lounge Furnishings, Planters, Receptacles and Bike Racks	39.50%	40.50%	41.00%	42.00%	43.00%
BCI Eurobib USA	Library furnishings	42.00%	43.00%	44.00%	44.50%	45.50%
Berco	Conference tables, training tables, power net tables	39.50%	40.50%	41.00%	42.00%	43.00%
BioFit	Seating, mobile folding tables and carts	24.00%	25.50%	26.50%	27.50%	28.50%
Bretford Manufacturing: Basics	Audio-visual furniture, technology, TV & monitor stands, & computer furniture	42.50%	43.50%	44.00%	45.00%	45.50%
Bretford Manufacturing: EDU	Technology enabled furniture	24.00%	24.00%	40.50%	41.00%	42.00%
Bretford Manufacturing: Technology	Audio-visual furniture, technology, TV & monitor stands, & computer furniture	32.00%	33.00%	34.00%	35.00%	35.00%
Bulman	Paper racks	SELL PRICER				
Carpets for Kids	Children's educational rugs	SELL PRICER				
Case Furniture & Design	Office furniture and seating	54.50%	55.50%	56.50%	60.50%	61.00%
Central Restaurant Products	Restaurant products	SELL PRICER				
Champion Sports	Athletic & physical education equipment	24.00%	25.50%	26.50%	27.50%	28.50%
Clarín by Hussey Seating	Portable seating	30.50%	31.50%	32.50%	33.50%	34.50%
Clinton Industries	Recovery beds, sports training tables	9.00%	10.50%	12.00%	13.00%	14.50%
Community	Public space furnishings	39.50%	40.50%	41.00%	42.00%	43.00%
Contrax Catalog	Turn-key school furnishings	19.00%	19.00%	19.00%	19.00%	19.00%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Description	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Copernicus Educational Products (discount does not include Interactive Technical Line - call for quote)	Early childhood and reading furniture	16.50%	18.00%	19.00%	20.50%	21.50%
Correll	Lightweight folding tables	32.00%	33.00%	34.00%	35.00%	35.50%
Creative Arts Unlimited	Art, Décor, and Custom Designs Packages for Cafeterias and Libraries	SELL PRICER				
Crest Manufacturing	Laminate casegoods products for office, classroom, and general storage applications	40.00%	40.50%	41.50%	42.50%	43.00%
Diversified Woodcrafts (including Shain Shopbuilt)	Science lab products, science tables, vocational and art furniture	35.00%	36.00%	36.00%	48.00%	49.00%
Eagle Manufacturing	Flammable, acid, and chemical storage cabinets	39.50%	40.50%	41.00%	42.00%	43.00%
ECR 4 Kids	Early childhood furniture and learning products	SELL PRICER				
Edsal	Commercial grade shelving, racking and storage systems	15.50%	16.50%	18.00%	19.00%	20.00%
Educational Specialty Furnishings	Classroom & computer furniture, outdoor tables, mobile storage, teacher desks, and seating	30.00%	30.00%	30.00%	30.00%	30.00%
Ergo Contract Furniture	Office Seating, Height and Width Adjustable Table Bases, PEDS, Monitor Arms and Tops	39.50%	40.50%	41.00%	42.00%	43.00%
Fire King	Fireproof file cabinets and safes	34.00%	38.50%	39.50%	40.50%	41.50%
Fleetwood Group	Library, science, computer, mobile cabinets, student tables, early learning, multimedia, casegoods, specialty and teacher furnishings	24.00%	24.00%	27.50%	32.00%	33.00%
Flexi-Felt	Floor saver glides	SELL PRICER				
Gared Sports	Sporting goods	SELL PRICER				
Gavco	Standard and custom office furniture,, tack boards, conference boards, lecterns, conference tables, closet storage systems, etc.	39.50%	40.50%	41.00%	42.00%	43.00%
Georgia Chair	Seating	30.50%	31.50%	32.50%	33.50%	34.50%
Ghent	Whiteboard, tackboards and easels	9.00%	10.50%	12.00%	13.00%	14.50%
Global	Metal filing, seating, casegoods, and storage	35.00%	36.00%	40.00%	41.00%	42.00%
Grand Rapids Chair Company	Seating	32.00%	33.00%	34.00%	35.00%	35.50%
Great Openings	Metal filing and storage	60.50%	61.00%	62.00%	62.50%	63.00%
Greene Manufacturing, Inc.	Automotive, computer Furniture, cosmetology lab furniture, green house, office & media furniture, science & nursing and seating furnishings	SELL PRICER				
Gressco LTD	Library Chairs, Tables, Book Browsers, Activity Centers, and Soft Goods	SELL PRICER				
Groupe Lincora Inc.		38.50%	39.50%	40.50%	41.50%	42.00%
Guidecraft	Educational toys and furniture	SELL PRICER				

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Description	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Hamilton Buhl	AV Carts, overhead carts, book carts, wall Screens, overhead projectors, portable PA systems, document cameras, and laptop storage & charging Stations	SELL PRICER				
Hann	Art, science, drafting educational furniture	38.00%	39.00%	39.50%	40.50%	41.50%
High Point Furniture Industries (HPFI)	Casegoods, seating and tables	40.00%	40.00%	41.00%	42.00%	43.00%
IFC/Horizon Seating	Desks, tables and seating	39.50%	40.50%	41.00%	42.00%	43.00%
Innovative Office Products, Inc.	Monitor mounts and arms	38.50%	39.00%	40.00%	41.00%	42.00%
Integra Seating	Soft Seating	32.00%	33.00%	34.00%	35.00%	35.50%
Interior Concepts	Modular workstations & panel systems	24.00%	24.00%	44.00%	45.00%	45.50%
Interior Systems Inc. (ISI)	Design packages and cafeteria furnishings	39.50%	40.50%	41.00%	42.00%	43.00%
Invincible Office	Metal office casegoods	47.00%	48.00%	48.50%	49.50%	50.00%
IRN	Furniture recycling service	SELL PRICER				
Ironwood Manufacturing	Classroom & computer tables, drafting tables, mobile storage, teacher desks, musical instrument storage	47.00%	48.00%	48.50%	49.50%	50.00%
Jasper Seating (JSI)	Seating	39.50%	40.50%	41.00%	42.00%	43.00%
Jonti-Craft	Early childhood furniture and learning products	15.00%	16.50%	16.50%	22.00%	23.00%
Jonti-Craft	Berries, ladderback chairs, all act	29.00%	30.00%	31.00%	32.00%	33.00%
Joy's Carpets	Early childhood carpets	SELL PRICER				
Keilhauer	Seating and tables	30.50%	31.50%	32.50%	33.50%	34.50%
KI	Complete line of furnishings	16.50%	16.50%	34.50%	35.50%	36.00%
Kidstuff Playsystems, Inc.	Playground equipment and outdoor furnishings.	SELL PRICER				
Kore Design	Seating, active seating, alternative seating chairs	15.00%	16.00%	17.50%	18.50%	20.00%
Legends Fitness	Weight room and workout room equipment	SELL PRICER				
Leisure Craft	Outdoor furniture	SELL PRICER				
Lesro	Lounge seating	37.50%	38.50%	46.00%	40.50%	41.50%
Liat	Library & classroom furniture	39.50%	40.50%	41.00%	42.00%	43.00%
LifeSecure	Emergency preparedness, lockdown kits, first aid products	SELL PRICER				
Logiflex	Office furniture and lounge seating	42.00%	43.00%	43.50%	44.50%	45.50%
Magnuson Group	Support furnishings and accessories	24.00%	25.50%	26.50%	27.50%	28.50%
Markant	Office furniture and seating	24.00%	25.50%	25.50%	30.00%	31.00%
Marvel: Non-Pronto Series	Office furniture, seating and file cabinets	42.50%	43.50%	44.00%	45.00%	45.50%
Marvel: Pronto Series	Office furniture, seating and file cabinets	57.50%	58.00%	59.00%	59.50%	60.00%
Maverick Desk	Laminate casegoods & conference tables	50.00%	50.50%	51.50%	52.00%	53.00%
Maxon	Panel System Furniture	65.00%	65.50%	66.00%	66.50%	67.00%
Mayline	Casegoods, seating, training furniture, high density filing systems	39.50%	40.50%	41.00%	42.00%	43.00%
Mediatechnologies	Complete offering of library furniture	38.00%	42.00%	46.00%	47.00%	47.50%
MEG	Storage shelving	24.00%	25.00%	26.00%	27.00%	28.50%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Description	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
MiEN Company, Inc	Classroom furniture, administration offices, desking, tables, teacher stations, student furniture, common area furniture	15.00%	39.00%	40.00%	41.00%	44.50%
Mitchell Furniture Systems	Mobile cafeteria and dining furniture, heavy-duty folding tables, portable risers	35.00%	36.00%	37.00%	37.50%	38.50%
Mity-Lite: Carts	Carts	32.00%	33.00%	34.00%	35.00%	35.50%
Mity-Lite: Tables	Lightweight folding tables	42.50%	43.50%	44.00%	45.00%	45.50%
MooreCo (Soft Seating)	Modular soft seating	35.00%	36.00%	36.00%	41.50%	42.50%
MTS Seating	Restaurant style tables and chairs	39.50%	40.50%	41.00%	42.00%	43.00%
Muzo	Tables, Seating, Storage, Workspaces, Wall Space, Accessorie, etc.	30.50%	31.50%	32.50%	33.50%	34.50%
National Office Furniture	Complete line of office, conference and lounge furnishings	41.00%	42.00%	42.50%	43.50%	44.50%
National Public Seating	Folding tables and chairs, seating, cafeteria tables, mobile choral risers	35.00%	36.00%	37.00%	38.00%	39.00%
Nexel Shelving	Wire shelving solutions	39.50%	40.50%	41.00%	42.00%	43.00%
Offices To Go: Casegoods (A Division of Global Total Office)	Complete line of laminate casegoods and veneer desking	53.00%	53.50%	54.50%	55.00%	55.50%
Offices To Go: Seating (A Division of Global Total Office)	Executive seating, managerial seating, task seating, stack and guest seating	39.00%	40.00%	41.00%	42.00%	42.50%
Oklahoma Sound Corp	Portable sound systems	35.00%	36.00%	37.00%	38.00%	39.00%
Olympic Kiln	Art kilns	SELL PRICER				
Palmer Hamilton	Mobile cafeteria tables	39.50%	40.50%	41.00%	42.00%	43.00%
Paragon Furniture	Office, computer, specialty storage, library furniture	35.00%	36.00%	37.00%	37.50%	38.50%
Pepco	Lab and art tables	24.00%	25.50%	26.50%	27.50%	28.50%
Platnium Visual	Markerboards, chalkboards, tackboards and visual display systems	39.50%	40.50%	41.00%	42.00%	43.00%
Playcore - BigToys	Outdoor playground equipment	SELL PRICER				
Playcore - Everlast Climbing	Climbing Walls	SELL PRICER				
Playcore - GT Grandstands	Grandstands	SELL PRICER				
Playcore - UltraPlay Systems Inc. (Includes UltraPlay (Discovery Centers, Uplay Today and Snug), UltraShelter and UltraSite)	Outdoor playgrounds	SELL PRICER				
Plymold	Cafeteria booths, tables, dining chairs	39.50%	40.50%	41.00%	42.00%	43.00%
Right Angle	Ergonomic products	44.00%	45.00%	45.50%	46.50%	47.00%
Safco: Code AB	Bookcases, signs, flat files, literature organizers, media storage shelvings	24.00%	25.50%	26.50%	27.50%	28.50%
Safco: Code B	Bookcases, signs, flat files, literature organizers, media storage shelvings	32.00%	33.00%	34.00%	35.00%	35.50%
Safco: Code D	Bookcases, signs, flat files, literature organizers, media storage shelvings	39.50%	40.50%	41.00%	42.00%	43.00%
Sandusky Lee	Metal casegood products, filing, and storage, and desking	45.50%	46.50%	47.00%	48.00%	48.50%
Sedia Systems	Lecture hall, classroom, auditorium and multi-purpose seating	SELL PRICER				
Sico America	Cafeteria booths, tables, dining chairs and stages (Parts are not included with this discount structure)	24.00%	25.50%	26.50%	27.50%	28.50%
Six Inch	Foam coated furniture and architectural products	30.50%	31.50%	32.50%	33.50%	34.50%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Description	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Smith System	Classroom, library, office, and computer furniture.	32.00%	33.00%	33.00%	43.50%	44.50%
Smith System - Cascade	Cascade line	32.00%	33.00%	33.00%	40.00%	42.00%
Smith System - UXL	UXL Line	32.00%	33.00%	33.00%	40.00%	42.00%
Sparkeology	Caseloads, seating, tables, and accessories.	34.50%	35.50%	36.50%	37.50%	38.00%
Special T	Tables	39.50%	40.50%	41.00%	42.00%	43.00%
Sports Graphics	Scoring tables, wall padding, bleacher enclosures, wall graphics and wind screens	SELL PRICER				
Stampede	Projectors and screens, audio, cables and accessories	SELL PRICER				
Tenjam	Unique seating for the library & media center	35.00%	36.00%	37.00%	38.00%	39.00%
Tennsco Corp	Metal storage cabinets & bookcases, storage shelving	29.00%	30.00%	31.00%	32.00%	33.00%
Trendway	Office furniture	39.50%	40.50%	41.00%	42.00%	43.00%
Troutman Chair	Round Top Stools	SELL PRICER				
United Stationers	Furnishings and consumables	SELL PRICER				
United Visual Products	Enclosed visual display boards, indoor/outdoor signage	SELL PRICER				
USA Capitol	Student desks and chairs, activity tables, teacher's desks, combo desks/chairs combinations	44.50%	48.50%	50.50%	53.00%	56.50%
Versare Portable Products	Mobile partitions	SELL PRICER				
Via Seating	Task seating, management seating, executive seating, guest seating, lounge seating	38.50%	39.50%	40.50%	41.00%	42.00%
VS America	Tables, seating, desks and computer workstations	9.00%	10.50%	12.00%	13.00%	14.50%
Waddel	Trophy and Display Cases	32.00%	33.00%	34.00%	35.00%	35.50%
WB Manufacturing	Moveable casework, fixed casework, classroom products	27.50%	28.50%	28.50%	36.50%	37.50%
Webcoat	Outdoor tables, benches, receptacles and related products	SELL PRICER				
Wenger Corp	Music equipment and storage products	SELL PRICER				
Wood Designs	Early childhood furniture	18.00%	19.50%	20.50%	21.50%	21.50%
Working Walls	Working Walls	35.00%	36.00%	37.00%	37.50%	38.50%
ADDITIONAL SERVICES						
Freight	Drop ship and inside delivery options available	Please see attached freight rates by vendor.				
Installation	Professional installation- furniture set in place, ready for use, dunnage removed	Please see attached installation rates by vendor.				
Additional Support Services	High-Impact Learning Environment and High-Impact Learning Experience Support Services	Please see Additional Services Price List.				

NOTES:

- Discount will always be taken from current manufacturer price list. We will provide updated price lists as they become available. Please contact MeTEOR to ensure most accurate pricing.
- If using purchasing cards, 2.5% fee will be assessed to order.
- All fees for performance and payment bonds will be paid by customer. MeTEOR's current bonding fee is 2.5% of project cost. Rate is subject to change, so please confirm bonding rate at time of order placement.



NORFOLK/NIPA FREIGHT TERMS BY VENDOR 03-08-17

Percentages listed below are for dock delivery. See inside delivery terms at bottom of sheet.

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
9 To 5 Seating	Freight Paid					
Allied Plastics	Freight Added					
	Zone 1	Quote	8%	7%	7%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Allseating	Freight Paid					
Alumni U.S.	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	10%	9%	8%	7%
	Zone 3	Quote	10%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	10%
AmTab Manufacturing	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Andersen Mat Company	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Angeles	Freight Added					
	Zone 1	Quote	10%	9%	9%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	9%	9%	8%	8%
Annin	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Balt/Best-Rite (MooreCo)	Freight Added					
	Zone 1	Quote	18%	13%	13%	13%
	Zone 2	Quote	18%	13%	13%	13%
	Zone 3	Quote	18%	13%	13%	13%
	Zone 4	Quote	18%	13%	13%	13%
BCI Eurobib USA	Freight Added					

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 1	Quote	17%	15%	FRT PAID	FRT PAID
	Zone 2	Quote	17%	15%	FRT PAID	FRT PAID
	Zone 3	Quote	17%	15%	FRT PAID	FRT PAID
	Zone 4	Quote	17%	15%	FRT PAID	FRT PAID
Benchmark	Freight Added					
	Zone	Quote	18%	12%	12%	12%
BERCO						
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Biofit	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Bretford Manufacturing	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Bulman	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Carpets for Kids	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	10%	9%	8%	7%
	Zone 3	Quote	10%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Case Furniture & Design	Freight Added					
	Zone 4	Quote	12%	12%	12%	12%
Central Restaurant Products	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Champion Sports	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Clarín by Hussey Seating	Freight added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Clinton Industries	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Community	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Contrax	Freight Added					
	Zone 1	Quote	19%	12%	10%	9%
	Zone 2	Quote	19%	12%	10%	9%
	Zone 3	Quote	19%	12%	10%	9%
	Zone 4	Quote	19%	15%	14%	11%
Copernicus Educational Products	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Correll	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Creative Arts Unlimited	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Crest Manufacturing	Freight Added					
	Zone 1	Quote	13%	12%	11%	10%
	Zone 2	Quote	13%	12%	11%	10%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Diversified Woodcrafts (including Shain Shopbuilt)	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Eagle Manufacturing	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 4	Quote	12%	11%	10%	9%
ECR 4 Kids	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Edsal	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Educational Specialty Furnishings	Freight Added					
	Zone 1	Quote	13%	12%	11%	10%
	Zone 2	Quote	13%	12%	11%	10%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Ergo Contract Furniture	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Fire King	Freight Added					
	All Zones	Quote	\$135 FEE	\$135 FEE	\$135 FEE	\$135 FEE
Fleetwood Group	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Flexi-Felt	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Gared Sports	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Gavco	Freight Added					
	All Zones	Quote	12%	11%	10%	9%
Georgia Chair	Freight Added					
	Zone 1	Quote	13%	12%	11%	10%
	Zone 2	Quote	13%	12%	11%	10%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Ghent	Freight Added					

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Global	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Grand Rapids Chair Company	Freight Paid for Delivered Price List, Freight Added for Non-Delivered Price List					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Great Openings	Freight Added					
	All Zones	Quote	\$100 FEE	FRT PAID	FRT PAID	FRT PAID
Greene Manufacturing, Inc.	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Gressco LTD	Freight Added					
	Zone 1	Quote	16%	16%	16%	16%
	Zone 2	Quote	16%	16%	16%	16%
	Zone 3	Quote	16%	16%	16%	16%
	Zone 4	Quote	16%	16%	16%	16%
Groupe Lincora	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Guidecraft	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Hamilton Buhl	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Hann	Freight added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
High Point Furniture Industries (HPFI)	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
IFC/Horizon Seating	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	9%	9%	8%	7%
Innovative Office Products, Inc.	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	10%	9%	8%	7%
	Zone 3	Quote	10%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Integra Seating	Freight Added					
	All Zones	Quote	\$250	FRT PAID	FRT PAID	FRT PAID
Interior Concepts	Freight Paid					
	All Zones	Quote	\$200	FRT PAID	FRT PAID	FRT PAID
Interior Systems Inc. (ISI)	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Invincible Office	Freight Added					
	Zone 1	Quote	8%	FRT PAID	FRT PAID	FRT PAID
IRN	Freight Added					
	Zone 1	Quote	8%	8%	8%	8%
	Zone 2	Quote	8%	8%	8%	8%
	Zone 3	Quote	8%	8%	8%	8%
	Zone 4	Quote	8%	8%	8%	8%
Jasper Seating (JSI)	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Ironwood Manufacturing	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Jonti-Craft	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Joy's Carpets	Freight Added					

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Keilhauer	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
KI	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Kidstuff Playsystems, Inc.	Freight Added					
	Zone 1	Quote	25%	20%	20%	20%
	Zone 2	Quote	25%	20%	20%	20%
	Zone 3	Quote	25%	20%	20%	20%
	Zone 4	Quote	25%	20%	20%	20%
Kore Design	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Legends Fitness	Freight Added					
	Zone 1	Quote	25%	20%	20%	20%
	Zone 2	Quote	25%	20%	20%	20%
	Zone 3	Quote	25%	20%	20%	20%
	Zone 4	Quote	25%	20%	20%	20%
Leisure Craft	Freight Added					
	Zone 1	Quote	25%	20%	20%	20%
	Zone 2	Quote	25%	20%	20%	20%
	Zone 3	Quote	25%	20%	20%	20%
	Zone 4	Quote	25%	20%	20%	20%
Lesro	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Liat	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
LifeSecure	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Logiflex	Freight Added					
	Zone 1	Quote	\$400 FEE	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	\$400 FEE	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	\$400 FEE	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	\$400 FEE	FRT PAID	FRT PAID	FRT PAID
Magnuson Group	Freight Added					
	Zone 1	Quote	8%	8%	8%	8%
	Zone 2	Quote	8%	8%	8%	8%
	Zone 3	Quote	8%	8%	8%	8%
	Zone 4	Quote	8%	8%	8%	8%
Markant	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Marvel	Freight Paid					
Maverick Desk	Freight Added					
	Zone 2	Quote	12%	12%	12%	12%
	Zone 4	Quote	12%	12%	12%	12%
Maxon	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Mayline	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Mediatechnologies	Freight Added					
	Zone 1	Quote	13%	9%	8%	8%
	Zone 2	Quote	13%	9%	9%	8%
	Zone 3	Quote	13%	9%	9%	8%
	Zone 4	Quote	16%	12%	11%	10%
MEG	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
MIEN	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Mitchell Furniture Systems	Freight Added					

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Mity-Lite	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	10%	9%	9%	8%
MooreCo (Soft Seating)	Freight Added					
	Zone 1	Quote	18%	13%	13%	13%
	Zone 2	Quote	18%	13%	13%	13%
	Zone 3	Quote	18%	13%	13%	13%
	Zone 4	Quote	18%	13%	13%	13%
MTS Seating	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Muzo	Freight Added					
	Zone 1	Quote	13%	10%	9%	8%
	Zone 2	Quote	13%	10%	9%	8%
	Zone 3	Quote	13%	10%	9%	8%
	Zone 4	Quote	16%	12%	11%	10%
National Office Furniture	Freight Paid					
National Public Seating	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Nexel Shelving	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Offices To Go (A Division of Global Total Office)	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Oklahoma Sound Corp	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 4	Quote	12%	11%	10%	9%
Olympic Kiln	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Palmer Hamilton	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	11%	10%	9%	8%
	Zone 3	Quote	12%	11%	10%	9%
	Zone 4	Quote	13%	12%	11%	10%
Paragon Furniture	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	10%	9%	8%	7%
	Zone 3	Quote	10%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Pepco	Freight Added					
	Zone 1	Quote	13%	12%	11%	10%
	Zone 2	Quote	13%	12%	11%	10%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Platnium Visual	Freight Added					
	Zone 1	Quote	13%	12%	11%	10%
	Zone 2	Quote	13%	12%	11%	10%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	13%	12%	11%	10%
Platnium Visual - FCS	Freight Added					
	Zone 1	Quote	30%	25%	20%	15%
	Zone 2	Quote	30%	25%	20%	15%
	Zone 3	Quote	30%	25%	20%	15%
	Zone 4	Quote	30%	25%	20%	15%
Playcore Companies	Freight Added					
	Zone 1	Quote	25%	20%	20%	20%
	Zone 2	Quote	25%	20%	20%	20%
	Zone 3	Quote	25%	20%	20%	20%
	Zone 4	Quote	25%	20%	20%	20%
Plymold	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Right Angle	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Safco	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Sandusky Lee	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Sedia Systems	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Sico America	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	10%	9%	8%	7%
	Zone 3	Quote	10%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Six Inch	Freight added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Smith System	Freight Added					
	Zone 1	Quote	10%	9%	8%	7%
	Zone 2	Quote	10%	9%	8%	7%
	Zone 3	Quote	10%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Sparkeology	Freight Added					
	Zone 1	Quote	20%	16%	16%	16%
	Zone 2	Quote	20%	16%	16%	16%
	Zone 3	Quote	20%	16%	16%	16%
	Zone 4	Quote	20%	16%	16%	16%
Special T	Freight Added					
	Zone 1	Quote	\$85 FEE	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	\$85 FEE	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	\$85 FEE	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	\$85 FEE	FRT PAID	FRT PAID	FRT PAID
Sports Graphics	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Stampede	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Tenjam	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Tennsco Corp	Freight Added					
	Zone 1	Quote	10%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Trendway	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%
Troutman Chair	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
United Stationers	Freight Added					
	Zone 1	Quote	13%	13%	13%	13%
	Zone 2	Quote	13%	13%	13%	13%
	Zone 3	Quote	13%	13%	13%	13%
	Zone 4	Quote	13%	13%	13%	13%
United Visual Products	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
USA Capitol	Freight Added					
	Zone 1	Quote	13%	9%	8%	7%
	Zone 2	Quote	13%	9%	8%	7%
	Zone 3	Quote	13%	9%	8%	7%
	Zone 4	Quote	15%	11%	10%	9%
Versare Portable Products	Freight Added					
	Zone 1	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	FRT PAID	FRT PAID	FRT PAID	FRT PAID
Via Seating	Freight Paid					
VS America	Freight Added					
	Zone 1	Quote	14%	FRT PAID	FRT PAID	FRT PAID
	Zone 2	Quote	145	FRT PAID	FRT PAID	FRT PAID
	Zone 3	Quote	11%	FRT PAID	FRT PAID	FRT PAID
	Zone 4	Quote	16%	FRT PAID	FRT PAID	FRT PAID

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Waddell	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
Webcoat	Freight Added					
	Zone 1	Quote	25%	20%	20%	20%
	Zone 2	Quote	25%	20%	20%	20%
	Zone 3	Quote	25%	20%	20%	20%
	Zone 4	Quote	25%	20%	20%	20%
Wenger Corp	Freight Added					
	Zone 1	Quote	9%	9%	8%	7%
	Zone 2	Quote	9%	9%	8%	7%
	Zone 3	Quote	9%	9%	8%	7%
	Zone 4	Quote	12%	11%	10%	9%
WB Manufacturing	Freight Added					
	Zone 1	Quote	13%	12%	11%	10%
	Zone 2	Quote	13%	12%	11%	10%
	Zone 3	Quote	13%	12%	11%	10%
	Zone 4	Quote	15%	13%	12%	10%
Wood Designs	Freight Added					
	Zone 1	Quote	10%	9%	9%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	9%	9%	8%	8%
	Zone 4	Quote	13%	12%	11%	10%
Working Walls	Freight Added					
	Zone 1	Quote	9%	9%	8%	8%
	Zone 2	Quote	10%	9%	9%	8%
	Zone 3	Quote	10%	9%	9%	8%
	Zone 4	Quote	13%	12%	11%	10%

NOTES

1. Quotes will be provided upon request.

ZONES

Zone 1	Zone 2	Zone 3	Zone 4
Michigan	Arkansas	Alabama	Arizona
Minnesota	Illinois	Connecticut	California
Missouri	Indiana	Delaware	Colorado
Montana	Iowa	Florida	Nevada
Nebraska	Kansas	Georgia	Oregon
North Dakota	Louisiana	Idaho	Utah
South Dakota	Mississippi	Kentucky	Washington
Texas	New Mexico	Maine	New York
Wyoming	Oklahoma	Maryland	
	Wisconsin	Massachusetts	
		New Hampshire	
		New Jersey	

		\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Vendor	Freight Terms	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
		North Carolina Ohio Pennsylvania Rhode Island South Carolina Tennessee Vermont Virginia West Virginia District of Columbia				

INSIDE DELIVERY

For LTL - Add \$30.00 per delivery For Truckload - Add \$615.00 per truck
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NORFOLK/NIPA INSTALL TERMS BY VENDOR 05-11-17

Numbers below are the percentage add for installation services, organized by vendor and tier.

	\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
9 To 5 Seating	Quote	4%	4%	4%	4%
Allied Plastics	Quote	12%	10%	8%	8%
Allseating	Quote	4%	4%	4%	4%
Alumni U.S.	Quote	12%	10%	8%	8%
AmTab Manufacturing	Quote	12%	10%	8%	8%
Andersen Mat Company	Quote	4%	4%	4%	4%
Angeles	Quote	12%	10%	8%	8%
Annin	Quote	4%	4%	4%	4%
Balt/Best-Rite (MooreCo)	Quote	12%	10%	8%	8%
Balt/Best-Rite (MooreCo) - Sharewall ²	Quote	30%	30%	30%	30%
BCI Eurobib USA	Quote	14%	14%	14%	14%
Benchmark	Quote	12%	12%	12%	12%
Berco	Quote	12%	10%	8%	8%
BioFit	Quote	12%	10%	8%	8%
Bretford Manufacturing	Quote	12%	10%	8%	8%
Bulman	Quote	12%	10%	8%	8%
Carpets for Kids	Quote	4%	4%	4%	4%
Case Furniture & Design	Quote	12%	10%	8%	8%
Central Restaurant Products	Quote	12%	12%	12%	12%
Champion Sports	Quote	12%	10%	8%	8%
Clarín by Hussey Seating	Quote	12%	12%	12%	12%
Clinton Industries	Quote	12%	10%	8%	8%
Community	Quote	12%	10%	8%	8%
Contrax	Quote	12%	10%	8%	8%
Contrax - Outdoor	Quote	30%	30%	30%	30%
Copernicus Educational Products	Quote	4%	4%	4%	4%
Correll	Quote	12%	10%	8%	8%
Creative Arts Unlimited	Quote	12%	10%	8%	8%
Crest Manufacturing	Quote	12%	10%	8%	8%
Diversified Woodcrafts (including Shain Shopbuilt)	Quote	12%	12%	12%	12%
Eagle Manufacturing	Quote	12%	10%	8%	8%
ECR 4 Kids	Quote	12%	10%	8%	8%
Edsal	Quote	12%	10%	8%	8%
Educational Specialty Furnishings	Quote	12%	12%	12%	12%
Educational Specialty Furnishings - Outdoor	Quote	30%	30%	30%	30%
Ergo Contract Furniture	Quote	12%	10%	8%	8%
Fire King	Quote	12%	12%	12%	12%
Fleetwood Group	Quote	12%	12%	12%	12%
Flexi-Felt	Quote	4%	4%	4%	4%
Gared Sports	Quote	4%	4%	4%	4%
Gavco	Quote	12%	12%	12%	12%
Georgia Chair	Quote	4%	4%	4%	4%
Ghent	Quote	12%	10%	8%	8%
Global	Quote	12%	12%	12%	12%
Grand Rapids Chair Company	Quote	4%	4%	4%	4%
Great Openings	Quote	12%	12%	12%	12%
Greene Manufacturing, Inc.	Quote	12%	10%	8%	8%
Gressco LTD	Quote	12%	10%	8%	8%
Groupe Lincora Inc.	Quote	12%	12%	12%	12%
Guidecraft	Quote	12%	12%	12%	12%

	\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Hamilton Buhl	Quote	4%	4%	4%	4%
Hann	Quote	12%	10%	8%	8%
High Point Furniture Industries (HPFI)	Quote	10%	10%	10%	10%
Horizon Seating	Quote	4%	4%	4%	4%
IFC	Quote	12%	10%	8%	8%
Innovation Office Systems, Inc.	Quote	12%	10%	8%	8%
Integra Seating	Quote	4%	4%	4%	4%
Interior Concepts	Quote	12%	12%	12%	12%
Interior Systems Inc. (ISI)	Quote	12%	12%	12%	12%
Invincible Office	Quote	12%	10%	8%	8%
IRN	Quote	12%	10%	8%	8%
Ironwood Manufacturing	Quote	12%	12%	12%	12%
Jasper Seating (JSI)	Quote	12%	10%	8%	8%
Jonti-Craft	Quote	12%	10%	8%	8%
Joy's Carpets	Quote	4%	4%	4%	4%
Keilhauer	Quote	12%	12%	12%	12%
KI	Quote	12%	10%	8%	8%
Kidstuff Playsystems, Inc.	Quote	35%	35%	35%	35%
Kore Design	Quote	4%	4%	4%	4%
Legends Fitness	Quote	12%	12%	12%	12%
Leisure Craft	Quote	30%	30%	30%	30%
Lesro	Quote	12%	12%	12%	12%
Liat	Quote	12%	10%	8%	8%
LifeSecure	Quote	4%	4%	4%	4%
Logiflex	Quote	12%	10%	8%	8%
Magnuson Group	Quote	12%	10%	8%	8%
Markant	Quote	12%	10%	8%	8%
Marvel	Quote	12%	10%	8%	8%
Maverick Desk	Quote	12%	10%	8%	8%
Maxon	Quote	12%	10%	8%	8%
Mayline	Quote	12%	10%	8%	8%
Mediatechnologies	Quote	12%	12%	12%	12%
MEG	Quote	12%	10%	8%	8%
MiEN	Quote	12%	10%	8%	8%
Mitchell Furniture Systems	Quote	12%	10%	8%	8%
Mity-Lite: Carts	Quote	4%	4%	4%	4%
Mity-Lite: Tables	Quote	4%	4%	4%	4%
MooreCo (Soft Seating)	Quote	12%	12%	12%	12%
MTS Seating	Quote	4%	4%	4%	4%
Muzo	Quote	12%	12%	12%	12%
National Office Furniture	Quote	12%	10%	8%	8%
National Public Seating	Quote	12%	10%	8%	8%
Nexel Shelving	Quote	12%	10%	8%	8%
Offices To Go: Caseloads (A Division of Global Total Office)	Quote	12%	10%	8%	8%
Offices To Go: Seating (A Division of Global Total Office)	Quote	4%	4%	4%	4%
Oklahoma Sound Corp	Quote	12%	10%	8%	8%
Olympic Kiln	Quote	12%	10%	8%	8%
Palmer Hamilton	Quote	12%	10%	8%	8%
Paragon Furniture	Quote	12%	10%	8%	8%
Pepco	Quote	12%	10%	8%	8%
Platinum Visual	Quote	12%	10%	8%	8%
Platinum Visual - FCS	Quote	40%	40%	40%	40%
Platinum Visual - FCS with framing	Quote	43%	43%	43%	43%
Playcore - BigToys	Quote	30%	30%	30%	30%
Playcore - Everlast Climbing	Quote	30%	30%	30%	30%
Playcore - GT Grandstands	Quote	30%	30%	30%	30%

	\$0-\$9,999	\$10,000-\$29,999	\$30,000-\$99,999	\$100,000-\$199,999	\$200,000+
Brand	Price Tier I	Price Tier II	Price Tier III	Price Tier IV	Price Tier V
Playcore - UltraPlay Systems Inc. (Includes UltraPlay (Discovery Centers, Uplay Today and Snug), UltraShelter and UltraSite)	Quote	30%	30%	30%	30%
Plymold	Quote	12%	10%	8%	8%
Right Angle	Quote	12%	10%	8%	8%
Safco	Quote	12%	10%	8%	8%
Sandusky Lee	Quote	12%	10%	8%	8%
Sedia Systems	Quote	15%	15%	15%	15%
Sico America	Quote	12%	10%	8%	8%
Six Inch	Quote	12%	12%	12%	12%
Smith System	Quote	12%	10%	8%	8%
Sparkeology	Quote	12%	12%	12%	12%
Special T	Quote	12%	10%	8%	8%
Sports Graphics	Quote	12%	10%	8%	8%
Stampede	Quote	4%	4%	4%	4%
Tenjam	Quote	4%	4%	4%	4%
Tennsco Corp	Quote	12%	10%	8%	8%
Trendway	Quote	12%	10%	8%	8%
Troutman Chair	Quote	4%	4%	4%	4%
United Stationers	Quote	13%	13%	13%	13%
United Visual Products	Quote	12%	10%	8%	8%
USA Capitol	Quote	12%	10%	8%	8%
Versare Portable Products	Quote	12%	10%	8%	8%
Via Seating	Quote	5%	5%	5%	5%
VS	Quote	12%	10%	8%	8%
Waddell	Quote	12%	10%	8%	8%
WB Manufacturing	Quote	12%	12%	12%	12%
Webcoat	Quote	30%	30%	30%	30%
Wenger	Quote	12%	10%	8%	8%
Wood Designs	Quote	12%	10%	8%	8%
Working Walls	Quote	12%	12%	12%	12%
ADDITIONAL SERVICES					
Miscellaneous Labor	Please see Additional Services Price List.				
MeTEOR Enhanced Installation	Personalized professional services which ensure site and end user readiness prior to installation, as well as best fit user training upon installation. Please see Additional Services Price List.				
Additional Support Services	Please see Additional Services Price List.				

NOTES:

1. Installation services may or may not include attachment to walls, floors, concrete, etc. Please confirm at time of quote.

2. This product is ideally for dry-wall application and if concrete block, dry-wall backer is recommended. These elements are not included in the contract pricing listed above.

3. Installations in the following cities/areas/states/regions will have an additional 3% installation fee: Bay Area, CA, Southern California, New York, New Jersey, Central Texas including San Antonio, Houston, TX, Dallas Fort Worth and Outer Areas of New Mexico

4. Quotes will be provided upon request.

5. Prevailing Wage - Prevailing wage rate as required by law will vary throughout the course of this contract. Per the requirements of the individual state, any time a government entity is required by law to abide by the prevailing wage rate clause for that state, MeTEOR will submit all support materials (ex: current prevailing wage rates, number of hours needed for installation, etc.) from the contractor or subcontractor before the project for an estimate and after for the final bill according the guidelines so that the install can be audited with firm pricing.