

Manufacturer	Discount				
	\$0-\$2,500	\$2,501-\$10,000	\$10,001-\$30,000	\$30,001-\$100,000	\$100,000-\$250,000
Artco Bell	28%	30%	33%	36%	39%
Bretford – Basics	31%	33%	36%	39%	42%
Bretford – Store and Charge	0%	0%	4%	8%	13%
Brodart	40%	42%	44%	46%	48%
Ceia	5%	5%	5%	5%	5%
Childcraft	66%	66%	68%	68%	71%
Classroom Select	66%	66%	68%	68%	71%
Community	31%	33%	36%	39%	42%
Copernicus	23%	25%	28%	31%	34%
Diversified Woodcrafts	46%	48%	50%	55%	57%
Draper	0%	0%	4%	8%	13%
Dukane	31%	33%	36%	39%	42%
Eurotech	35%	37%	39%	42%	45%
Fire King	36%	38%	41%	43%	46%
Fleetwood	14%	17%	20%	26%	30%
Fomcore	31%	33%	36%	39%	42%
Global	32%	34%	37%	39%	42%
Global – Offices To Go	38%	40%	43%	45%	48%
Hallowell – KD Lockers, Shelving	31%	33%	36%	39%	42%
Hallowell – Welded Lockers	0%	0%	4%	8%	13%
Haskell	31%	33%	36%	39%	42%
High Point	37%	39%	41%	44%	46%
Hon	33%	35%	38%	40%	43%
Horizon Seating	30%	32%	35%	37%	40%
Interior Concepts	36%	38%	40%	43%	45%
Ironwood	37%	39%	42%	44%	47%
Jasper Seating	31%	33%	36%	39%	42%
KFI Seating	43%	45%	47%	49%	52%
Kodiak Seating	14%	17%	20%	23%	27%
Lafayette Interior Fashions	30%	33%	35%	38%	41%
Marvel – Pronto	52%	53%	55%	57%	59%
Marvel – Vizion, Focus	14%	17%	20%	23%	27%
Marvel – Zapf, MW	35%	37%	39%	42%	45%
Media Technologies	31%	33%	36%	42%	45%

Manufacturer	Discount				
	\$0-\$2,500	\$2,501 - \$10,000	\$10,001 - \$30,000	\$30,001 - \$100,000	\$100,000 - \$250,000
Mien	6%	8%	12%	19%	23%
Mitchell Furniture	30%	33%	35%	40%	44%
Mooreco – Balt	32%	34%	37%	42%	45%
Mooreco – Best Rite	32%	34%	37%	39%	42%
Mooreco – Vanerum	21%	23%	25%	28%	31%
National Public Seating	30%	33%	35%	38%	41%
OFM	49%	50%	52%	54%	56%
Oklahoma Sound	30%	33%	35%	38%	41%
Palmer Hamilton	31%	33%	36%	39%	42%
Palmer Hamilton – Hive	23%	25%	28%	31%	34%
Palmer Hamilton – Nomad	31%	33%	36%	39%	42%
Perpetual	40%	42%	44%	46%	49%
Plymod – Foldcraft	28%	30%	33%	36%	39%
Republic Storage	31%	33%	36%	39%	42%
Royal Seating	66%	66%	68%	68%	71%
Safco	35%	37%	39%	42%	45%
Sandusky Lee	38%	40%	42%	45%	47%
Screenflex	23%	25%	28%	31%	34%
Sico – stages	34%	36%	39%	41%	44%
Sico – tables	27%	29%	32%	35%	38%
Smith System	14%	17%	20%	26%	30%
Tenjam	23%	25%	28%	31%	34%
Tesco	14%	17%	20%	23%	27%
Wisconsin Bench	31%	33%	36%	39%	42%
ZK Teco	30%	30%	30%	30%	30%



All products are priced FOB within the continental US (free freight). Shipments to Alaska, Hawaii and Territories and Outlying areas are prepaid to the port of exportation. Additional freight from US port to final destination will be applied as actual charges. Delivered pricing provides for dock/tailgate delivery. Additional charges may include Inside Delivery - \$45.00, Liftgate Services - \$69.00. Installation costs, if necessary, will be quoted on a per job basis by the local Account Manager.



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