



Request for Contract Update

Pursuant to the terms of contract number R191805 for Furniture, Installation and Related Services Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

Irwin Seating Company (Contractor) hereby provides notice of the following update on this date 8-4-2022.

Instructions: Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

Authorized Distributors/Dealers
 Addition
 Deletion
 Supporting Documentation

Price Update
 Supporting Documentation

Products/Services
 New Addition
 Update Only
 Supporting Documentation

Discontinued Products/Services
 Supporting Documentation

States/Territories
 Supporting Documentation

Other _____
 Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary).
Please see attached cover letter and supporting documentation.

Submitted By: Spence Benedict Spence Benedict

Title: Director of Sales

Email Address: spence.benedict@irwinseating.com

Approved by Email: Date 8/8/2022 | 9:14 AM CDT

Denied by Email: Date _____

DocuSigned by:
Robert Eichelmann
Region 4 ESC: _____
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Dedicating ourselves to customer satisfaction, employee well-being, and profitable growth.

8-5-2022

Robert Zingelmann
Chief Financial Officer, Finance and Operations Services
Region 4 Education Service Center
7145 West Tidwell Road
Houston, TX 77092

Dear Mr. Zingelmann;

RE: R191805 – Price List Update

Irwin Seating Company is pleased to submit our 2022 Purchase Contract update for your consideration. Our last update to the pricelist was approved on 12/16/2020, so it has been 18+ months since our last adjustment request.

During those 18 months we have seen unprecedented increases in the cost of the main raw materials that are consumed by Irwin Seating as we manufacture chairs and telescopic seating systems as offered under this contract. Likewise, we have seen significant increases in transportation costs and labor costs. All these factors have forced us to increase list pricing in an effort to maintain reasonable margins and the profitability necessary to be a sustainable business venture. I've attached documentation highlighting material increases in some of our most common raw materials.

The price updated price list attached would bring our Region 4 ESD contract list pricing into alignment with our current commercial list pricing, allowing us to continue to offer Region 4 ESD, and Omnia Partners members very competitive, contract mandated 50% discount from list pricing.

We have also made product line changes based on additions and deletions to our product line. Those are:

- Page 1, Terms & Conditions: Traditionally, escalation for future year shipment has been 3% per year. Considering the inflationary economic environment, we request that be increased to 6% per year.
- Page 7, Removal of American Stadium Model 406.406.201.201. Product has been discontinued due to lack of volume and replacement with more current product.
- Page 7, Addition of Solara Model 125.115.5.15 and Solara Model 125.135.70.25. New back style introduced by Irwin Seating in early 2022. Very similar to other products on contract already.
- Page 8, Removal of American Stadium Model 505.515.201.201. Product has been discontinued due to lack of volume and replacement with more current product.

Spence Benedict, Director of Sales

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An EEOC/AA Employer

- Page 9, Removal of Dimension Model 230, 240, and 250. Product has been discontinued due to lack of volume and replacement with more current product.
- Page 9, Add Integra Model 215.215.40.40 and Model 225.225.40.40 rail mounted seating. Modern replacement of discontinued Dimension product.
- Page 11, Addition of No. 20 fully upholstered seat with veneer insert. New product introduction which is an option for most of our padded/upholstered chairs.
- Page 12, Addition of ADA flip up arm for Integra and Solara Chairs.
- Page 12, Addition of 83” size tablet arm option
- Page 13, Elimination of tablet arms for Dimension Chairs (discontinued).
- Page 13, Addition of tablet arms for Integra Series Chairs.
- Page 14, Addition of row and seat number plates for Solara/Integra.
- Page 16, Addition of pricing for “extended spacing” bleachers, which are becoming more popular with our customers.
- Page 16, Addition of pricing for seat spacers (to allow for build of wider spacing bleachers).
- Page 16, Addition of pricing for iScape graphics – a popular new option introduced in 2021.
- Page 17, 18 and 19, Expanded options and accessories typical for bleacher projects.
- Page 20, Addition of VersaDeck construction option for Integra chair platforms.
- Page 22 and 23, Expanded options and accessories for telescopic chair platform projects.

Please review the information presented here and let me know if you have any questions.

Thank you.

Irwin Seating Company



Spence Benedict
Director of Sales