



## Request for Contract Update

Pursuant to the terms of contract number R191806 for Jasper Seating Company, Inc. dba JSI 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.

Jasper Seating Company, Inc. dba JSI  
(Contractor) hereby provides notice of the following update on

this date November 5, 2021.

**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** Removal of 2% material surcharge

☒ Supporting Documentation

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

Submitted By: Kathy Vonderheide

Title: Contract Sales Manager

Email Address: KVonderheide@jaspergroup.us.com

☐ **Approved by Email:** Date 11/8/2021 | 3:09 PM CST

☐ **Denied by Email:** Date \_\_\_\_\_

DocuSigned by:  
Robert Zingelmann  
Region 4 ESC 081D335B0130490...



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November 5, 2021

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

RE: Contract # R191806

Good Morning,

In compliance with the terms and conditions of our contract, I am requesting the following modification to our contract. Effective October 4, 2021 JSI necessitated a pricing change to our commercial network. Attached to this email is the commercial announcement letter outlining the price changes. The link to these price lists is as follows:  
[https://jaspergroupus1-my.sharepoint.com/:f/g/personal/kvonderheide\\_jaspergroup\\_us\\_com/EgOGii8XqcZLkCiq9b09hvUBN5fKXLqqOF-NOUM6Gr9s\\_g?e=rpfl6L](https://jaspergroupus1-my.sharepoint.com/:f/g/personal/kvonderheide_jaspergroup_us_com/EgOGii8XqcZLkCiq9b09hvUBN5fKXLqqOF-NOUM6Gr9s_g?e=rpfl6L)

Due to sudden increases to most raw materials for the commodities we produce, we are requesting your approval of this request as soon as possible.

If you should have any questions or need anything further, please feel free to contact me at 800-457-4511 ext 15402 or via email at [kvonderheide@jaspergroup.us.com](mailto:kvonderheide@jaspergroup.us.com).

If you should have any questions, please feel free to contact me at 800-457-4511 ext 15402. I look forward to receiving your approval confirmation of this request.

Sincerely,

A handwritten signature in purple ink that reads 'Kathy R. Vonderheide'.

Kathy R. Vonderheide  
Contract Sales Manager

Attachments



**CORPORATE OFFICE**  
225 CLAY STREET  
JASPER, INDIANA 47546



800.457.4511 **TOLL FREE**  
812.482.3204 **OFFICE**  
812.482.1548 **FAX**



JSIFURNITURE.COM



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July 1, 2021

In all our years of being in business, we have never experienced such unusual supply chain disruption along with sudden material cost increases in nearly every commodity that we purchase. We are seeing 40+% increases in hard wood and 25+% in foam, not to mention veneer, steel, plywood, fuel and freight. As the adage says, unusual times call for unusual measures. As a result, we plan to implement a temporary surcharge and then we will be removing it upon implementation of a fall price increase scheduled for October 4th.

### **Surcharge**

~~Effective for orders placed on and after July 12, 2021, we will be adding a 2% surcharge to the order total, which will be reflected as a line item on your acknowledgment and invoice. This temporary surcharge will allow us to recover a portion of the fuel and transportation increases we are incurring, while we continue to absorb material and other inflationary cost increases. The surcharge will end with the fall price increase and will not be applied to any future orders that receive the October 4th increase outlined below. We apologize for any inconvenience administering this surcharge may cause you and want to assure you that we continue to do all we can to offset cost increases.~~

### **Price Increase**

Effective October 4, 2021, we will implement a 5.5% price increase for all JSI products. Updated pricing will be available on e-tools following the release of the September DVD from 2020 Technologies and on the JSI website on October 4.

We are also working to bring you some exciting new products and sales tools this year, so stay tuned! Be on the lookout for JSI lounge and CET solutions ...

Parlour – broad lounge offering with timeless lines and a relaxed, casual feel.

Teekan – classic tuxedo lounge series.

Vision – most-loved and broadest casegoods family joining the JSI CET extension.

We will provide an update as each of these is released throughout the back half of the year.

We appreciate your continued support and, as always, are committed to providing the best service in the business. You are our #1 priority – and as our great country makes big strides to rise beyond this tragic pandemic, it is our hope to help you #lovewhatyoudo each and every day!



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