



## Request for Contract Update

Pursuant to the terms of contract number R191806 for Jasper Seating Company, Inc. dba JSI & Jasper Desk 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 & Jasper Desk hereby provides notice of the following update on  
(Contractor)

this date July 21, 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**

       X Supporting Documentation

☐ **Products/Services**

       New Addition

       Update Only

       Supporting Documentation

☐ **Discontinued Products/Services**

       Supporting Documentation

☐ **States/Territories**

       Supporting Documentation

☒ **Other** modification to installation services terms

       X 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 8/9/2021 | 1:22 PM CDT

☐ **Denied by Email:** Date                     

DocuSigned by:  
Robert Engelmann  
Region 4 ESC: 0B1D33BB0130490...

*love what you do*

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!



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



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



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July 21, 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 Afternoon:

Our contract has become a very important tool for our Field Sales Representatives and our Dealer Network. Due to the changing needs during these difficult times, I would like to propose a modification to our contract that will allow us to better support our Dealers and contract members.

In our first Region 4 contract, the contract required to have standard installation built into the discounting. Over the years this had worked very well, so through the transition to other Region 4 Contracts, I continued to follow suit. As you are aware, our new normal has changed drastically and our dealers are taking on opportunities that before they would not have. Staff reductions, installation to non-local areas, fuel costs, etc. have made it difficult for our dealers to support this contract as much as they want to. In an effort to continue our growing business with Omnia Partners, I would like to request a modification to our contract that would allow for installation to be negotiable between the Dealer of Record and the contract member.

Our current contract # R191806 includes the following terms and conditions.

53% off of list for Dock Delivery (direct shipment to enduser)

52% off of list for Inside Delivery (by servicing dealer)

51% off of list for Delivered and Installed (bring to point of use, uncrate, standard assembly, ready to use)

**\*\*THIS IS AN ALL-INCLUSIVE CONTRACT.** No additional installation can be charged to the enduser\*\* Installation consists of removal from truck, bringing to point of use, uncrating, standard assembly (Ex. Attach hutch to desk or credenza), leaving ready for use and removal of debris. As well as no installation can be charged for dock delivery orders.

**\*\*EXTREME INSTALLATION SITUATIONS** such as stair carry to upper floors, tear down and relocation/removal of existing furniture, etc may incur charges that will be negotiated on a case by case basis between the enduser and installing dealer. These charges must be listed as a separate line item on the order and tagged Extreme Installation Charges



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I would like to request the following modifications:

(1) Increase the discount to Omnia Partners

54% off of list for Dock Delivery (direct shipment to enduser)

53% off of list for Inside Delivery (by servicing dealer)

52% off of list for Delivered and Installed (bring to point of use, uncrate, standard assembly, ready to use)

(2) Include the following dealer provided service options

Dealer provided Normal Delivery and Installation: \$60.00 to \$95.00 per hour

Dealer provided After Hours Delivery and Installation: \$100.00 to \$150.00 per hour

Dealer provided Design Services: \$65.00-\$75.00 per hour

Additionally, I am requesting the following. Effective May 3, 2021, JSI necessitated a pricing change which was an overall average of 3.2%. Attached to this email is the commercial announcement letter outlining the price changes. As well, on July 15, 2021 JSI added a temporary 2% material surcharge to assist with sudden material cost increases in nearly every commodity that we purchase. We are seeing 40+% increases in hardwood and 25+% in foam, not to mention veneer, steel, plywood, fuel and freight. I have also included the commercial announcement letter for this.

The link to the price lists for our complete product offering is located here. [https://jaspergroupus1-my.sharepoint.com/:f/g/personal/kvonderheide\\_jaspergroup\\_us\\_com/Ejx0DTvigLtlnvwz-Rfx22MBeSDx52KgMab5jckE59NVRA?e=BAE7qh](https://jaspergroupus1-my.sharepoint.com/:f/g/personal/kvonderheide_jaspergroup_us_com/Ejx0DTvigLtlnvwz-Rfx22MBeSDx52KgMab5jckE59NVRA?e=BAE7qh)

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



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February 18, 2021

Since our last price adjustment in early 2020, we have seen significant cost increases in raw materials, freight and various manufacturing costs. Although we make every effort to minimize this impact, we must periodically adjust pricing to accommodate these increases.

Effective May 3, 2021, we will implement a new price list with an overall average increase of 3.2%. The list price changes will vary by series, including some series that remain the same and some with decreases for the upper fabric grades. More details will be posted to the *my JSI* portal in the Documents Library soon and updated pricing will be available on e-tools following the release of the April DVD from 2020 Technologies and on the JSI website on May 3.

We are also working to bring you some exciting changes for our Lok and Vision series throughout this year, so stay tuned!

Lok – New options, model changes and associated price changes will start with *Lok Training* in the February DVD from 2020 Technologies, available March 1 on the JSI website.

Vision – New models and options along with associated price changes will start this summer.

These series enhancements will happen in a rolling fashion, and we will provide updates as we prepare to release them throughout 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 in these unpredictable times, it is our hope to help you to #lovewhatyoudo each and every day!

Please stay safe.



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## Price Increase Details by Series:

### **0% INCREASE** (change to some grades & models)

ARWYN	KNOX	PILLOWS
LOK*	VISION	

\*model changes and associated price changes will occur by model category in a rolling fashion beginning with the Feb 2021 Giza DVD release

### **2.4% INCREASE**

ADDISON	FLORETTE	MELROSE
ALDEN	HANOVER	MURPHY
AMERICANA	HOOPZ	NOSH
AVALON	JEFFERSON	ROMY
AVINI	JUDE	TRINITY
BISON	KYLA	
BRYN	LINCOLN	
CYM	MACKEY	

### **3.4% INCREASE** (\*denotes change to some fabric grades)

ACCESSORY	COLLECTIVE MOTION	MILLIE	RIA
ANSEN	CONNECT	MOTO*	SOSA*
APOGEE	FINN	NATIVE	STRATA
AXIS	FINN NU	NEWTON*	TOTEM
BESPACE	FLUX	OXLEY	TRAIL
BOSTON	GARVEY R5*	PROST	TYLER
BOURNE*	GATSBY*	PROTOCOL	WELLINGTON
BROGAN	HARBOR	PROXY*	WINK
CĀAV*	INDIE*	RAMONA	ZIVA
COLLECTIVE CONF	MADISON	REEF	



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**5% INCREASE**

BROADWAY  
ENCORE  
FINALE  
HEDRON  
LAUREL  
WALDEN

**9.5% INCREASE**

BENTLEY	CONGRESS	PORTRAIT
BISTRO	CORBIN	PREP
BRAVADO	ESQUE	REGAL
BRAVO	FRESCO	SHUFFLE
CABARET	HUDSON	SOLARA
CAFE	LUCI	STOCKTON
CLASS_ACT	MENU	TARA
CLASSMATE	MILK	WALTHAM
COLLEGIAN	OLYMPIAN	



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