

# UNIVERSITY OF CALIFORNIA

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SANTA BARBARA • SANTA CRUZ

OFFICE OF THE EXECUTIVE VICE PRESIDENT – CHIEF FINANCIAL OFFICER

OFFICE OF THE PRESIDENT  
1111 Franklin Street, 10<sup>th</sup> Floor: Oakland, California 94607-5200

Date: August 15, 2022  
To: Participating Organizations, Education Entities, State Agencies, and Suppliers  
From: Marilyn Biscotti, Senior Commodity Manager  
RE: Kimball International & University of California National Contract 2019.00186  
- October 2022 Market Price Increase

This memo will serve as notice that a market price increase for both Kimball Omnia National and UC Agreements has been agreed to by the University of California and will reflect new pricing beginning October 3, 2022. This increase will replace the recently implemented surcharge of 9% which was effective on July 1, 2022.

As supply chain continue to drive cost increases with raw material commodities, labor and freight, this memo reflects an average 10% price increase. The increases ranging from 0%, 5%, 10%, and 12% on all products within the Kimball, National, Etc. and Interwoven brands.

All other terms and conditions of the agreement shall remain in full unless changed, altered, or amended on a formal contract amendment signed by both parties per the requirements of the contract.

Thank you,

*Marilyn Biscotti*

Marilyn Biscotti  
Senior Commodity Manager – Strategic Sourcing  
UC Procurement Services  
Marilyn.Biscotti@ucop.edu

Cc: Sean Parker, Associate Director – Facilities, Maintenance, & Capital Programs  
Gerhard Stadel, Public Sector Sales Manager, Workplace  
Kelli Jenkins, Trade manager – Strategic Contracts, Workplace  
Christine Dorantes, OMNIA

Attachments: Kimball International Letter  
Kimball International Price Increase

# Kimball International Price Increase

EFFECTIVE OCTOBER 3, 2022

The average 10% price increase is outlined as following for the Kimball, National, Etc. and Interwoven brands. These percent increases are the result of the deep analysis we have conducted regarding material and related cost increases, balanced with our goal of maintaining competitive prices and protecting your ability to compete strongly in the marketplace.

## We will be implementing a 10% List Price Increase on all series except those noted below:

	Product Category	0% List Increase	5% List Increase	12% List Increase
Kimball	SEATING			Bingo®, Collage™, Event™, Flip®, Jelsen™, Pep®
	CASEGOODS	Everyspace™		Definition®, Fundamental®, LF™ Series, President™, Transcend®, Xsede®
	TABLES	Everyspace™	Priority™ Height Adjustable, Priority™ Height Desk, Xsede® Adjustable Height Surface/Base, Laminate, Xsede® Adjustable Height Surface/Base, Metal	Collections, Conferencing Solution, Dock®, FiXt®, Riffel™, Scenario™, Teem® Media Cabinet
	SYSTEMS	Narrate®		Cetra™, Interworks® EQ, Xsite®
NATIONAL	SEATING		Reno®, Swift™	Admire®, Fuel®, Mix-It®, Monterrey™, Triumph™ Wood, Whirl®
	CASEGOODS		Tessera™ Height Adjustable, Waveworks® Height Adjustable	Alloy®, Conference Laminate/ Wood, Epicenter®, Escalade®, Roosevelt™, Tarver™
	TABLES		Reno® Non-Wood Tables, Reno® Wood Tables, Swift™ Laminate Tables, Swift™ Wood Tables, Waveworks® Height Adjustable, Naviyd Height Adjustable	Conference Table Base Laminate/ Metal/Wood/Combo, Fold™, Footings™, Maneuver®, Marnia™, Mio™, Myriad™, Staccato®, Strassa™, Wixler®
interwoven™	SEATING			Alpine™, Greer™, Twill™, Wren™
	CASEGOODS	Alterna® (*excluding Solid Surface Worksurfaces – 10% increase)		Sanctuary™
	TABLES			Aidin™, Overbed Tables
ETC.			All Etc. Series	
DAVID EDWARD				All David Edward Collection Series

July 15th, 2022

Dear Valued Customer,

As industry demand recovers, supply chain imbalances and disruptions continue to drive cost increases with commodities, labor, and freight. The following is a summary of recent cost increases we have borne for key materials utilized in the production and shipment of furniture.

Commodity	Inflation
Steel Raw Material	14%
Steel Components	6%
OSB Board	23%
Aluminum Extrusions	6%
Seating Foam	3%
Particleboard	14%
Corrugated / Packaging	11%
Wages	8%
Freight	5%

Due to the continued escalation and volatility of material, freight, and labor costs, we recently implemented a surcharge of 9% effective on July 1, 2022. Today we are announcing a market price increase effective October 3rd, which is intended to replace the current surcharge.

The average 10% price increase is made up of increases ranging from 0%, 5%, 10% and 12% on all products within the Kimball, National, Etc. and Interwoven brands. These percent increases are the result of the deep analysis we have conducted regarding material and related cost increases.

Continuous improvement and intentional actions to mitigate the escalating cost increases, including supplier diversification, commodity hedging, nearshoring (domestic supplier), insourcing (make vs buy), and expanding freight and warehousing capacity are actively being pursued to help offset the above necessary actions.

Thank you for your continued support of Kimball International.

Regards,



Lisa Schmidt  
Senior Director, Trade Marketing, Workplace & Health  
Kimball International