



Request for Contract Update

Pursuant to the terms of contract number R190303, R190502, R191812, R210405, R211302, R171404 for Office Supplies, School Supplies, Educational Supplies, Furniture Solutions, Technology Solutions, Cleaning Supplies, & Managed Print Solutions 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.

ODP Business Solutions, LLC hereby provides notice of the following update on
(Contractor)

this date July 7, 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

■ **Products/Services**

_____ New Addition
_____ Update Only
_____ Supporting Documentation

■ **States/Territories**

_____ Supporting Documentation

■ **Price Update**

_____ Supporting Documentation

■ **Discontinued Products/Services**

_____ Supporting Documentation

■ **Other SURCHARGE**

X _____ Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary).

Manufacturer surcharge for AllSeating, ERG, Kimball, Darran, and Source. ODP will keep you updated as market conditions change.

Submitted By: Drew Tuller

Title: Public Sector Program Manager

■ **Approved by Email: Date** 7/12/2022 | 12:45 PM CDT

■ **Denied by Email: Date** _____

Email Address: drew.tuller@OfficeDepot.com

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

NEWS BULLETIN



BULLETIN #267: 6% FUEL SURCHARGE ON ALL ORDERS EFFECTIVE MAY 1, 2022

As we continue to navigate the worldwide volatility in freight and fuel prices, Allseating can no longer absorb all of the escalating costs. In response, the company has been compelled to implement a fuel surcharge of 6% on the NET price on all orders. This fuel surcharge is effective **MAY 1, 2022** and will be visible on Allseating's Specall configurator and 2022 price list.

We anticipate this surcharge to be temporary and will notify the field of any changes as we move forward. Allseating has found this to be a necessary action in order to keep its supply chain running optimally and to prevent any more disruptions in getting products to clients with the quality and efficiency they expect.

Additionally, the price of corrugate has continued to increase at a similar pace to fuel. Due to this, Allseating is encouraging all customers to order their product blanket wrapped by maintaining the current blanket wrapped charge. However, the list price for Fully Assembled in a box will increase to \$115 and the list price for Partially Assembled for Exchange, Foster, and Halsa units will increase to \$100 per seat. The list price of the Knocked Down freight option for residential deliveries has increased from \$79 to \$99.

Finally, Allseating is implementing a zero sum price upgrade for its Eighty Two task chair. The price of the standard T1 arm is decreasing from \$105 to \$70 while the base price with no arms is increasing from \$360 to \$395. This adjustment had no effect on the chair with arms which remains the same at \$465. The change takes effect **MAY 1, 2022**.

We appreciate your continued understanding during these uncertain times. Your support is integral to our success.

Should you have any questions, please do not hesitate to contact our Sales Support team at 1-800-563-3502 or at customerservice@allseating.com. Thank you for your continued support of Allseating. We appreciate your business.

We'll be back with more industry news and trends.
Stay safe, and stay productive!

May 16, 2022

RE: ERG International Fuel Surcharge Notice – 6%

Dear Valued Customer,

Due to the unrelenting rising costs of fuel and fuel related increases we are seeing from our supply chain, ERG will implement a revised Fuel Surcharge totaling 6%.

Effective Wednesday, June 1, 2022, ERG will add a 6% net fuel surcharge to ALL ORDERS. There will be no grace period as ERG cannot absorb these significant increases.

Please understand that we are doing all we can to negotiate best pricing with our entire supplier base to remain competitive without compromising our highest quality of contract furniture. We will continue to monitor the situation and keep you informed of any changes to our pricing and surcharges. These are challenging times and I hope the situation stabilizes for all of us.

We value you and thank you as always for your continued support.

Regards,

ROY ZAKI

PRESIDENT/CEO



P: 805.981.9978 x124

royz@erginternational.com





Upcoming Surcharge

June 17, 2022

Dear Valued Customer,

The surging inflation rate, continued material and labor constraints and escalating fuel costs have impacted us all, both personally and professionally. Kimball International continues to experience unprecedented cost increases for the production and shipping of furniture. In April we implemented a 3% fuel surcharge to help offset these impacts, however continued escalation of fuel as well as material costs persists resulting in a need to adjust the current surcharge.

Thus, we are announcing the following for all Kimball (including David Edward), National, Interwoven, and Etc. brand orders (this excludes Poppin):

1. Effective July 1, 2022, our surcharge will be increasing from 3% to 9%.
2. Our efforts are continuing to mitigate the escalating cost increases through supplier diversification, commodity hedging, nearshoring (domestic supplier), insourcing (make vs buy), and other actions.

Thank you for your continued support of Kimball International.

Sincerely,

A handwritten signature in black ink that reads "Lisa Schmidt".

Lisa Schmidt

Senior Director, Trade Marketing

Kimball International

SOURCE

6.1.22

To Our Valued Customers,

We regret to inform you that effective immediately we are implementing a 3% of NET Fuel Surcharge. This 3% Fuel Surcharge will be acknowledged on orders received June 1, 2022 and beyond.

We apologize for any inconvenience this causes.

Sincerely

A handwritten signature in black ink that reads "Bethany Parks". The signature is written in a cursive, flowing style.

Bethany Parks

Director of Sales

Source International

DARRAN®

April 19, 2022

Like most industries, we continue to experience inflation that has impacted all aspects of business. To offset these rapid, rising costs it is necessary that we implement a 5% surcharge on all products beginning May 16, 2022. We will continue all our efforts working to minimize the cost impact for you and remain focused on advancing quality standards to provide superior value ensuring your success.

A separate line item noted "Surcharge" will appear on all acknowledgments and invoices. This surcharge will be calculated as 5% of the net subtotal of the order.

If we see a reduction in fuel and material surcharges from suppliers we will reduce or eliminate the surcharge. We appreciate your continued business and look forward to helping you create beautiful spaces!

Sincerely,



Cas McDaniel
Director of Marketing and Design

2402 Shore Street
High Point NC 27263
darran.com

