



Request for Contract Update

Pursuant to the terms of contract number R191815 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.

School Specialty LLC hereby provides notice of the following update on
(Contractor)
this date 11/3/2021.

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

☒ **Products/Services**

 x New Addition

 Update Only

 x Supporting Documentation

☐ **States/Territories**

 Supporting Documentation

☒ **Price Update**

 Supporting Documentation

☐ **Discontinued Products/Services**

 Supporting Documentation

☒ **Other Additional Manufacturers**

 Supporting Documentation

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

1. School Specialty LLC is requesting to increase the Furniture & Equipment catalog discount from 12% to 14% on contract # R191815.

School Specialty LLC will extend the same terms and conditions of this contract to OMNIA customers who have logged into their respective schoolspecialty.com account for our online and digital content which is updated with new products and services from our manufacturers on a regular basis.

Discounts will be applied to list price only. No other discounts can be applied to net priced or sales items.

2. We are requesting to have the following language added to the contract: In circumstances where there are installations delays outside of standard installation timelines, there can be additional billing of warehousing/storage fees at current market rate.
3. Adding new Manufactures (see attached list of manufacturers listed on Attachment 1A) and Revised Discount Schedule 2A

Submitted By: Leonard Adkins

Title: Assistant Secretary

Email Address: Leonard.Adkins@schoolspecialty.com

☐ **Approved by Email: Date** 11/11/2021 | 4:07 PM CST

☐ **Denied by Email: Signed by Date** Robert Engelmann

Region 4 ESC:

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SCHOOL SPECIALTY'S DISCOUNT SCHEDULE - ADDITIONAL VENDORS ADDED ON 11.6.2021
SOLICITATION #19-18 - Furniture, Installation, and Related Services

Manufacturer	\$0 - \$25,000	\$25,001 - \$100,000	\$100,001 - \$250,000	\$250,001 +
Amtab	29%	30%	31%	32%
Children's Factory	18%	20%	23%	25%
Draper	8%	11%	12%	14%
EKO	34%	35%	36%	37%
Everlast Climbing	2%	3%	4%	5%
Ghent	34%	36%	39%	40%
Legend Fitness	1%	2%	3%	5%
Luxor	18%	20%	23%	25%
Martin Yale	2%	4%	6%	9%
Monaco LLC	10%	12%	16%	18%
Paragon Furniture	35%	36%	37%	38%
Paragon Industries	2%	2%	3%	4%
Plymold	39%	40%	41%	42%
Screenflex	1%	1%	2%	2%
Ubtech Robotics Corp.	1%	1%	1%	1%
Waddell	39%	40%	41%	42%
WB Mfg	57%	58%	59%	59%

All products are priced FOB to all member agencies within the continental US (free freight). Shipments to Alaska, Hawaii and Territories and Outlying areas are prepaid to the port of exportation. Additional freight from US port to final destination will be applied at actual charges on a separate line.

Delivered pricing provides for dock/tailgate delivery during normal business hours (8:00 am - 4:00 pm, Monday-Friday). Additional delivery requirements such as inside delivery, lift gate, limited access sites and the exception of weekend deliveries will incur an additional expense and will be the responsibility of the member.

Installation costs, if necessary, will be quoted on a job by job basis with a minimum charge of \$30.00 per hour not to exceed \$65.00 per hour including orders that may have prevailing wage requirements.

Discounts will remain firm for the term of this contract. In addition, School Specialty reserves the right to provide deeper discounts than those listed above based on the size and scope of the opportunity. New manufacturer list prices will be provided when available, with every effort made to provide 30 days advance notice. School Specialty F&E catalog discount is also free freight on all items with a 6 or 8 item number prefix.

**SCHOOL SPECIALTY'S DISCOUNT SCHEDULE****SOLICITATION #19-18 - Furniture, Installation, and Related Services Revised 11.9.2021**

Manufacturer	\$0 - \$25,000	\$25,001 - \$100,000	\$100,001 - \$250,000	\$250,001 +
Amtab	29%	30%	31%	32%
Aurora Storage	33%	32%	34%	35%
Balt / Mooreco	37%	38%	41%	42%
Best-Rite / Mooreco	37%	38%	41%	42%
Vanerum & Soft Seating / Mooreco	28%	30%	33%	35%
Bird-in-Hand / Childcraft	68%	69%	70%	71%
Brodart	47%	48%	50%	52%
Califone	3%	7%	10%	13%
Carpets for Kids	20%	22%	25%	27%
CEF	20%	22%	25%	27%
Children's Factory	18%	20%	23%	25%
Classroom Select	69%	70%	71%	71%
Classroom Select - Contemporary	71%	71%	72%	73%
Classroom Select - Inspo	67%	68%	69%	70%
Classroom Select - NeoClass	67%	68%	69%	70%
Classroom Select - Traditional	71%	71%	72%	73%
Royal Seating	71%	72%	73%	74%
Copernicus - not including Irover	28%	30%	33%	35%
Diversified Woodcrafts	50%	52%	54%	55%
Draper	8%	11%	12%	14%
Dukane	36%	38%	40%	42%
EKO	34%	35%	36%	37%
Everlast Climbing	2%	3%	4%	5%
Eurotech	39%	41%	43%	45%
Fire King	34%	35%	37%	39%
Fleetwood	20%	22%	25%	27%
Fomcore	40%	42%	44%	45%
Ghent	34%	36%	39%	40%
Global	36%	38%	41%	42%
Global - Offices To Go	42%	44%	46%	48%
Haskell	36%	38%	40%	42%
Horizon Seating	34%	36%	39%	40%
High Point	48%	50%	52%	53%
IFC	36%	38%	40%	42%
Interior Concepts	40%	42%	44%	45%
Ironwood	42%	43%	45%	47%
ISI	36%	38%	40%	42%
KFI Seating	47%	48%	50%	52%
Legend Fitness	1%	2%	3%	5%
Luxor	18%	20%	23%	25%
Martin Yale	2%	4%	6%	9%
Marvel - Zapf, MW, Mailroom	39%	41%	43%	45%
Marvel - Pronto	55%	56%	58%	59%
Marvel - Vizion	20%	22%	25%	27%
Media Technologies	36%	38%	40%	42%
Monaco LLC	10%	12%	16%	18%
National Public Seating / Oklahoma Sound	35%	37%	40%	41%
Nook	20%	22%	25%	27%
OFM	52%	53%	55%	56%
Paragon Furniture	35%	36%	37%	38%
Paragon Industries	2%	2%	3%	4%
Perpetual	46%	47%	48%	50%
Plymold	39%	40%	41%	42%
Projects by Design	Value added service: No Charge			
RFM Seating	29%	31%	33%	35%
Republic Storage (KC Bin)	26%	28%	31%	32%
Sandusky Lee	11%	14%	17%	19%
School Specialty F & E Catalog	14%	14%	14%	14%
Screenflex	1%	1%	2%	2%
Smith System	20%	22%	25%	27%
Tenjam	36%	38%	40%	42%
Tesco	26%	28%	31%	33%
Ubtech Robotics Corp.	1%	1%	1%	1%
Ultra Play	2%	2%	2%	2%
Ultra Site	4%	5%	7%	8%
Waddell	39%	40%	41%	42%
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