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July 28, 2020

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

Re: Trendway Corporation, Contract Number: R191817

Dear Mr. Zingelmann,

Trendway requests to add our new product line AeraMax Pro Air Purifiers as a Value Add. The air purifiers are offered by Trendway Corporation. The changes have been addressed in the Request for Contract Update Form. I have provided the supporting documentation and the discounting sheet for these products.

If you have any questions regarding the Contract Update Form, please reach out to me.

Sincerely,

A handwritten signature in blue ink that reads "Melissa Fuller".

**Melissa Fuller**

SLED Contract Manager | Phone: 812.639.8141 | [MFuller@fellowes.com](mailto:MFuller@fellowes.com)





**Region 4 Education Service Center/ OMNIA Partners, Public Sector**  
**Contract #R191817**  
**Discount Schedule**

**Systems Furniture - Trendway Capture & Choices Price Lists**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$250,000	66%
\$250,001	\$500,000	69%
\$500,001	\$1,841,620	71%

**Pack - Trendway Pack Price Lists**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$250,000	66%
\$250,001	\$500,000	67%
\$500,001	\$1,841,620	69%

**Freestanding Furniture - Trendway Trig Desking, Confer Benching & Intrinsic Price Lists**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$250,000	62%
\$250,001	\$500,000	64%
\$500,001	\$1,841,620	66%

**Seating/Chairs - Trendway Seating Price List (excluding the Plus and Parlay Soft Seating on pages 85-97)**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$350,000	61%
\$350,001	\$1,433,487	62%

**Soft Seating - Trendway Plus and Parlay Seating Price List pages 85-97**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
All order levels		60%

**Filing & Storage - Trendway Pack Price List**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$250,000	66%
\$250,001	\$500,000	67%
\$500,001	\$1,841,620	69%

**Tables - Trendway Tables Price List**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$350,000	61%
\$350,001	\$1,433,487	62%


**AeraMax Pro Air Purifiers - Trendway AeraMax Price List**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$100,000	50%
\$100,001+		Negotiable

**Moveable Walls & Partitions - TrendWall, Clear Wall & Volo Price Lists**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$7,500	54%
\$7,501	\$15,000	56%
\$15,001	\$25,000	59%
\$25,001	\$50,000	62%
\$50,001	\$100,000	65%
\$100,001	\$1,667,779	68%

**Field Tech Service Fees:**

1 day trip to Measure	\$1,800
3 day Install Support Trip	\$2,500
5 day Install Support Trip	\$3,000
1 day trip to Measure & 5 day Install Support	\$4,800

**Services Available All Products:**

Design Services - \$55.00 per Hour

Installation Services - Not to Exceed \$100 per Hour

Project Management - \$80.75 per Hour

Reconfiguration Services - Not to Exceed \$100 per Hour



**Region 4 Education Service Center/ OMNIA Partners, Public Sector**  
**Contract # R180102**  
**Discount Schedule**

**Moveable Walls & Partitions - TrendWall, Clear Wall & Volo Price Lists**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$7,500	54%
\$7,501	\$15,000	56%
\$15,001	\$25,000	59%
\$25,001	\$50,000	62%
\$50,001	\$100,000	65%
\$100,001	\$1,667,779	68%

**AeraMax Pro Air Purifiers - Trendway AeraMax Price List**

<u>Dollar</u>	<u>Range</u>	<u>Discount</u>
\$1	\$100,000	50%
\$100,001+		Negotiable

**Field Tech Service Fees:**

1 day trip to Measure	\$1,800
3 day Install Support Trip	\$2,500
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**Services Available All Products:**

Design Services - \$55.00 per Hour  
 Installation Services - Not to Exceed \$100 per Hour  
 Project Management - \$80.75 per Hour  
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# AERA MAX<sup>®</sup>

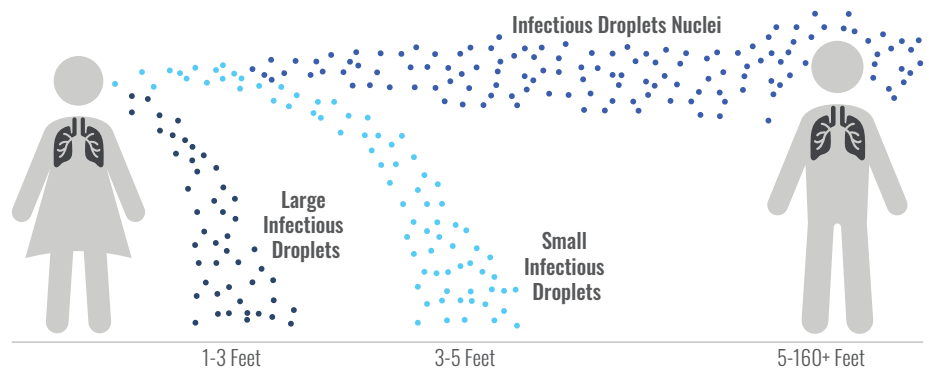
## PROFESSIONAL

### Clean the Air We Share

The rapid global spread of COVID-19 has increased our urgency to protect ourselves and each other. Multiple studies have demonstrated that when it comes to virus transmission, the airborne threat is real and cannot be ignored.

Healthy and safe facilities matter now, more than ever. We must protect ourselves in shared environments against future viral outbreaks.

A complete hygiene solution should consist of 3 essential components – washing your hands, sanitizing surfaces and cleaning the air for protection against person-to-person virus transmission.



\* <http://www.cdc.gov/flu/about/disease/spread.htm>

### AeraMax<sup>®</sup> Professional COMMERCIAL GRADE AIR PURIFIERS

Our air purifiers provide maximum protection by removing up to 99.97% of all airborne contaminants, including airborne viruses\*. Specifically designed to provide 24/7 smart air cleaning for shared air environments using proven filtration technology.



The Invisible becomes visible with PureView™ technology, a display that allows occupants to see the difference as they feel the difference.

Trendway >



## Clean the air you share

with AeraMax Professional Air Purifiers from Trendway.

### EFFECTIVE

#### Proven Performance

Four stage filtration process to effectively clean the air.

### SMART

#### Patented, Responsive Technology

Dual self-regulating laser sensors and display to feel and see the difference.

### INTEGRATED

#### A Seamless Addition

Seamlessly integrates into your facility's environment.

### RELIABLE

#### Commercial Grade Durability

Constructed with superior components, high-grade filters and reinforced housing.



AERAMAX PRO 2

22.6"h x 14"w x 4.1"d  
135-225 sq ft. coverage\*  
3 Year Warranty  
10.6 lbs. | 1.4 amp



AERAMAX PRO 3

19.6"h x 20.9"w x 9"d  
300-500 sq ft. coverage\*  
5 Year Warranty  
20.2 lbs. | 2 amp



AERAMAX PRO 4

19.6" x 34.7" x 9"  
650-1,000 sq ft. coverage\*  
5 Year Warranty  
33.3 lbs. | 2 amp

1st Order Entry 8/17, 1st Shipments 9/8

Model	Product Number	Manufacturer Number	List
AeraMax PRO AM 2	AM2WAP	9416101	\$1,149
AeraMax PRO AM2 Stand Only	AM2STAND	9540901	\$100
AeraMax PRO AM 2 Drywall Recess Mount	AM2DRECMT	9540801	\$163
AeraMax PRO AM 3 PC	AM3WPC	9573001	\$1,950
AeraMax PRO AM 4 PC	AM4WPC	9573101	\$2,925
AeraMax PRO AM 3 PC Stand	AM3SPC	9573201	\$2,050
AeraMax PRO AM 4 PC Stand	AM4S PC	9573301	\$3,025
Filter			
AeraMax PRO AM 2 1-3/4 Hybrid Filter (1 ea.)	AM2HYBRIDFILTER	9544501	\$205
AeraMax PRO 3/8" Carbon Filter with Pre Filter (4 pk)	AM3OR4CARBONFILTR	9416502	\$238
AeraMax PRO 2" HEPA Filter with Antimicrobial Treatment (2 pk)	AM3OR4HEPAFILTR	9416602	\$399
AeraMax PRO 2" Hybrid Filter (1" Carbon/1" HEPA, with pre-filter (2 pk)	AM3OR4HYBRIDFILTR	9436902	\$475

\*based on 9' ceiling

# AERA MAX<sup>®</sup>

## PROFESSIONAL



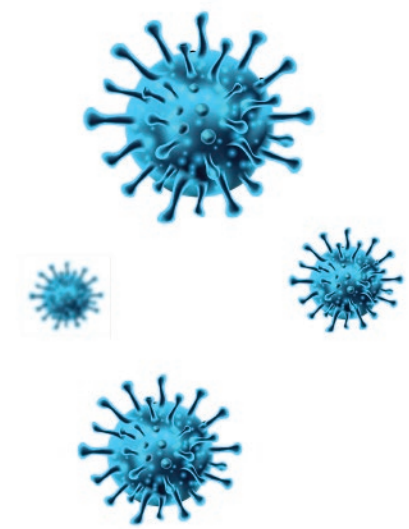
CLEAN THE AIR WE SHARE

Trendway >



## The Rapid Global Spread of Covid-19

has increased our urgency to protect ourselves and each other. Healthy and safe facilities matter now, more than ever.



### The Airborne Threat is Real

Global healthcare experts and virologists agree: airborne, aerosol transmission of viruses poses a significant threat.

- The Centers for Disease Control (CDC) found that COVID-19 can travel up to 13 feet in the air <sub>1</sub>
- The New England Journal of Medicine reported the virus can remain suspended in air for up to 3 hours <sub>2</sub>
- Research in The Netherlands found the typical 6-foot social distancing measurement between people to be ineffective... and recommended spacing of up to 65 feet (20 meters) <sub>3</sub>

### How People are Infected

Study after study proves there are two transmission routes.

- A person can become infected through direct contact with a person or object carrying the virus.
- By air, with two transmission methods:
  - Airborne transmission via large droplets (> 10 microns) when people cough or sneeze (3-6ft risk)
  - Airborne transmission through small particles (<5 microns) also generated by coughing/sneezing/talking

## A Complete Hygiene Solution

A proactive approach must consist of three essential components for protection against virus transmission in shared environments.



Washing Your Hands



Sanitizing Surfaces



Cleaning the Air

### We Need to Clean the Air

ASHRAE, the world's largest association dedicated to the subject of ventilation and air quality (HVAC), published a statement regarding transmission of SARS-CoV-2 and the operation of HVAC systems during the COVID-19 pandemic which opened with:

*"Transmission of SARS-CoV-2 through the air is sufficiently likely that airborne exposure to the virus should be controlled."*

### It Doesn't Stop at Viruses

The average person inhales 3,000 gallons of indoor air every day, with most people spending 90% of their time indoors and nine hours per day in shared environments—spaces that are up to five times more polluted than outdoors.



\*Source: EPA



Viruses /  
Bacteria



Allergens



VOCs



Odors



# PROTECT WHAT MATTERS

Office buildings are a prime example of a space that we share for upwards of 9 hours every day and have a constant flow of visitors, vendors and employees who bring viruses, germs and pathogens into the workplace with them. Couple that with odors from food left in wastebaskets, conference rooms and common areas and it's an IAQ hot spot.



AERAMAX PRO 2



AERAMAX PRO 3



AERAMAX PRO 4

Trendway can help you plan your facility air purification safety program. After consideration of hot spots and HVAC airflow, we will calculate and customize the installation locations and sizes according to your air purification needs. You can feel confident in the design for a safe, clean air environment.







Patented EnviroSmart™ Technology uses dual self-regulating laser sensors to measure sound, motion and air quality.

This technology means that AeraMax Professional works hard when it needs to, and shifts to standby when possible, saving energy and extending filter lifespan.

There are two sensing modes:

- 🔊 Normal Mode: automatically adjusts between all fan speeds to control air quality (ideal for most shared spaces)
- 🔊 Quiet Mode: uses quieter fan speeds when the space is occupied and all fan speeds when space is unoccupied (ideal where noise could be a concern)



Seeing is believing - the best way to show your facility occupants that you are taking their health seriously is to show them! The Invisible becomes visible with PureView™ technology, a display that allows occupants to see the difference as they feel the difference.

Two high grade laser particle counters monitor air quality as it enters and exists the machine, enabling the screen to show the air quality data in two different display modes:

- Room Status: shows the current air quality in the room and the % of particles being captured in real-time.
- PM2.5: Displays real time the PM2.5 levels entering the unit and being removed in the filtration process.

The screen also showcases VOC/Odor levels and filter change reminders.

**Maximum peace of mind** for your facility users and **maximum visibility** for your facilities team.



# CLEAN THE AIR YOU SHARE

The AeraMax Professional four-stage filtration process uses the following proven methods to effectively clean the air.

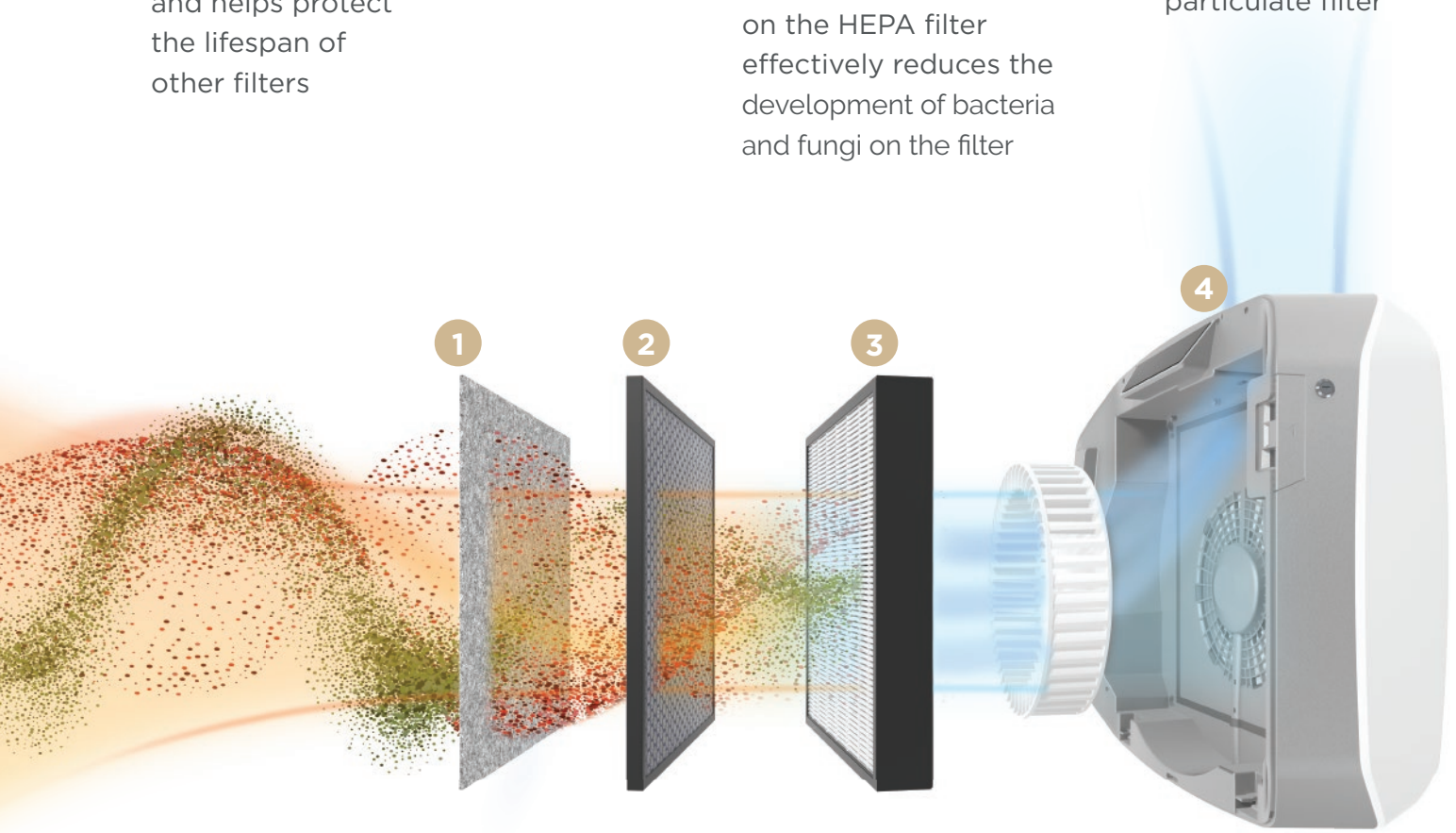
- 1

The **pre-filter** captures large particles and contaminants and helps protect the lifespan of other filters
- 2

The **Active Carbon** filtration adsorbs odors and VOCs from the air
- 3

The **True HEPA filter** captures and traps **99.97%** of airborne particles\*  
  
Anti-microbial treatment on the HEPA filter effectively reduces the development of bacteria and fungi on the filter
- 4

The **PlasmaTrue™ Bipolar Ionizer** improves the capture efficiency of the particulate filter



## EFFECTIVE Proven Performance

Four stage filtration process to effectively clean the air.

## SMART Patented, Responsive Technology

Dual self-regulating laser sensors and display to feel and see the difference.

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