



Request for Contract Update

Pursuant to the terms of contract number R191817 & R180102 for Trendway Corporation 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.

Trendway Corporation (Contractor) hereby provides notice of the following update on
this date January 31, 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

☒ **Price Update**

☒ Supporting Documentation

☒ **Products/Services**

☐ New Addition

☐ Update Only

☒ Supporting Documentation

☐ **Discontinued Products/Services**

☐ Supporting Documentation

☐ **States/Territories**

☐ Supporting Documentation

☐ **Other** _____

☐ Supporting Documentation

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

Trendway requests to update price lists to our 1/1/2023 price lists effective 3/1/2023. Supporting documentation

includes PPI data. In order to manage costs and improve efficiencies, we will be amending our freight policy effective 3/1/2023

as stated in the supporting documentation.

Trendway has also implemented a new warranty attached as supporting documentation that will go into effect on 3/1/2023.

Submitted By: Melissa Fuller

Title: Vertical Markets Contract Manager

Email Address: mfuller@fellowes.com

☐ **Approved by Email:** Date 2/1/2023 | 12:00 PM CST

☐ **Denied by Email:** Date _____

DocuSigned by:
Robert Engelmann
Region 4 ESC: _____
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January 31, 2023

Re: Request for contract update for R191817 and R180102

Dear Region 4,

The year 2022 has been a turbulent one, to say the least. We have all seen select material and energy costs climb, and we feel the labor shortage everywhere we go. These increased costs are not only seen at Trendway but also at all our supplier partners.

Effective March 1, 2023, Trendway will be instituting a 3% list price increase on all products except for the following:

- Pack Filing and Storage will have a price increase of 25% of list (this includes the above mentioned 3% increase + the elimination of the previous 7% surcharge)
- Architectural Products will have a price increase of 15% of list (this includes the above mentioned 3% increase + the elimination of the previous 4% surcharge)

The goal of removing surcharges was to make it easier for project quoting, specification pricing and correct and issue-free order processing. Any orders that are received and acknowledged on or before February 28, 2023 will not be affected by the list price increase.

In addition, effective March 1, 2023, Trendway will have an updated freight program. Trendway is seeing considerable increases in freight costs. These increases are being occurred on both incoming sourced materials and outgoing finished goods to the customer. In order to manage costs and improve efficiencies, we will be amending our freight policy effective March 1, 2023 as follows:

- Orders under \$2,500 list will incur a flat \$25 net fee
- Orders between \$2,501 list and \$5,000 will incur a flat \$100 net fee
- Orders between \$5,001 list and \$7,000 will incur a flat \$200 net fee
- Orders over \$7,001 list ship free
- Residential freight deliveries will incur a flat \$70 net fee

Effective March 1, 2023, Trendway will implement a new warranty agreement that is attached.

We are thankful for your business, and we are committed to our partnership. We have reduced our lead-times through the year and continue to monitor them to reduce them further. We have filled over half our open manufacturing positions and continue to actively recruit to fill the remaining openings. We are poised for multiple product launches in 2023. We thank you for understanding, and we are excited to share our futures together.

Sincerely,

Melissa Fuller

Vertical Markets Contract Manager | Phone: 812.639.8141 | MFuller@fellowes.com

LIFETIME WARRANTY

Fellowes warrants to the original purchaser that the products described in its price lists, sold after March 1, 2023, will be free from defects in materials and workmanship commencing with the date of initial purchase and continuing for as long as the original owner uses these products. This warranty provides limits on the following products:

	Products	Components
10 Years	<ul style="list-style-type: none"> •Lighting •Power Solutions 	<ul style="list-style-type: none"> •Panel and Wall Textiles
5 Years		<ul style="list-style-type: none"> •Upholstered Cushions •PET and Acrylic Screens and Modesties •Seating Mesh •Plastic Components •Paint
Not Covered		<ul style="list-style-type: none"> •Customer's Own Material

The following exceptions apply to all product lines:

- The Fellowes warranty applies to normal Eight hour, Forty hours per week office use.
- Damage caused by improper treatment of the product including exposure to unusual environmental conditions (extreme climates, acids, and moisture)

This comprehensive warranty applies to all products installed or reconfigured by a Fellowes authorized installer. Fellowes will repair, or at its sole option, replace defective merchandise, free of charge, which, when used normally and pursuant to Fellowes' published instructions, and applicable planning guide information, prove to be defective within the period stated. This remedy is expressly agreed to be exclusive as a condition of sale. No person is authorized to assume for Fellowes any warranty liability, except as expressly set forth in this paragraph, or set forth in writing by an authorized officer of the company.

Any and all labor charge backs must be pre-approved by Fellowes' Customer Service Manager in writing. Fellowes will reimburse authorized Fellowes dealers and service centers with a credit against future orders.

This warranty does not apply to damage resulting from accident, alteration, transport, or misuse, as well as damage from normal wear and tear such as dents, nicks, scratches, fading and improper maintenance. Fellowes employs quality measures to ensure color consistency in our products. However, due to the effects of light and other environmental factors, no guarantee can be made for an exact match to product in an existing installation.

Fellowes makes no warranty to purchasers who acquire products for personal, family, or household purposes, or to purchasers acquiring the product other than directly from Fellowes, its authorized dealers, or others who are specifically authorized by Fellowes to sell such products. Fellowes' liability with respect to its products shall not exceed that expressly set forth above irrespective of the theory upon which a claim might be based, including negligence. Under no circumstances shall Fellowes be liable for incidental or consequential damages. Original product label must be attached to the product in question.

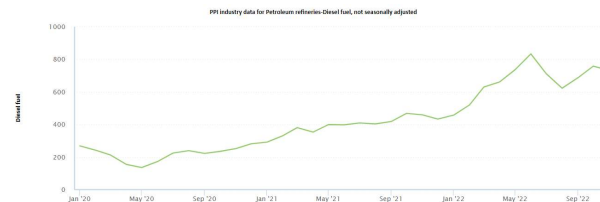
The warranty period is not interrupted or prolonged by the performance of a service under the terms of the warranty. There are no other warranties except as expressly set forth above, either express or implied, and Fellowes expressly disclaims any warranty of design, merchantability or fitness for any purpose.

This warranty supersedes all previously printed Fellowes warranties.

Bureau of Labor Statistics

PPI Industry Data

Series Title	PPI industry data for Petroleum refineries-Diesel fuel, not seasonally adjusted
Series ID	PCU324110324110C2
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Industry Data
Measure Data Type	Diesel fuel
Industry	Petroleum refineries
Item	Diesel fuel

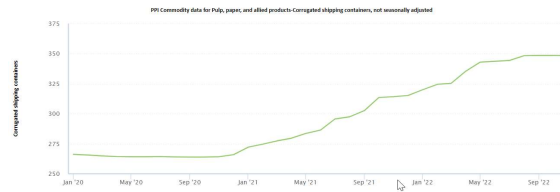


Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	268.5	6.7
2020	M02	2020 Feb	241.9	-11.5
2020	M03	2020 Mar	212.4	-29.1
2020	M04	2020 Apr	154.8	-48.0
2020	M05	2020 May	135.5	-53.9
2020	M06	2020 Jun	172.5	-32.6
2020	M07	2020 Jul	224.3	-18.6
2020	M08	2020 Aug	239.1	-7.8
2020	M09	2020 Sep	222.2	-18.7
2020	M10	2020 Oct	234.5	-15.1
2020	M11	2020 Nov	251.7	-9.9
2020	M12	2020 Dec	281.1	-2.8
2021	M01	2021 Jan	291.5	8.6
2021	M02	2021 Feb	331.0	36.8
2021	M03	2021 Mar	380.6	79.2
2021	M04	2021 Apr	353.0	128.0
2021	M05	2021 May	399.1	194.5
2021	M06	2021 Jun	397.8	130.6
2021	M07	2021 Jul	409.280	82.5
2021	M08	2021 Aug	403.414	68.7
2021	M09	2021 Sep	418.305	88.3
2021	M10	2021 Oct	468.290	99.7
2021	M11	2021 Nov	459.057	82.4
2021	M12	2021 Dec	433.400	54.2
2022	M01	2022 Jan	457.452	56.9
2022	M02	2022 Feb	519.920	57.1
2022	M03	2022 Mar	629.697	65.4
2022	M04	2022 Apr	661.247	87.3
2022	M05	2022 May	735.955	84.4
2022	M06	2022 Jun	833.317	109.5
2022	M07	2022 Jul	711.751	73.9
2022	M08	2022 Aug	622.653	54.3
2022	M09	2022 Sep	686.785	64.2
2022	M10	2022 Oct	757.939	61.9
2022	M11	2022 Nov	732.507	59.6

Bureau of Labor Statistics

PPI Commodity Data

Series Title	PPI Commodity data for Pulp, paper, and allied products-Corrugated shipping containers, not seasonally adjusted
Series ID	WPU09150301
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Commodity Data
Measure Data Type	Corrugated shipping containers
Sector	Pulp, paper, and allied products
Item	Corrugated shipping containers



Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	266.2	-1.8
2020	M02	2020 Feb	265.6	-1.9
2020	M03	2020 Mar	264.9	-2.1
2020	M04	2020 Apr	264.3	-2.4
2020	M05	2020 May	264.2	-2.4
2020	M06	2020 Jun	264.2	-2.3
2020	M07	2020 Jul	264.3	-1.7
2020	M08	2020 Aug	264.0	-1.9
2020	M09	2020 Sep	263.9	-1.7
2020	M10	2020 Oct	263.9	-1.2
2020	M11	2020 Nov	264.2	-1.0
2020	M12	2020 Dec	265.9	-0.4
2021	M01	2021 Jan	272.2	2.3
2021	M02	2021 Feb	274.7	3.4
2021	M03	2021 Mar	277.3	4.7
2021	M04	2021 Apr	279.6	5.8
2021	M05	2021 May	283.6	7.3
2021	M06	2021 Jun	286.4	8.4
2021	M07	2021 Jul	295.591	11.8
2021	M08	2021 Aug	297.448	12.7
2021	M09	2021 Sep	302.642	14.7
2021	M10	2021 Oct	313.519	18.8
2021	M11	2021 Nov	314.193	18.9
2021	M12	2021 Dec	315.179	18.5
2022	M01	2022 Jan	320.021	17.6
2022	M02	2022 Feb	324.550	18.1
2022	M03	2022 Mar	325.270	17.3
2022	M04	2022 Apr	335.454	20.0
2022	M05	2022 May	342.977	20.9
2022	M06	2022 Jun	343.660	20.0
2022	M07	2022 Jul	344.348	16.5
2022	M08	2022 Aug	348.360	17.1
2022	M09	2022 Sep	348.572	15.2
2022	M10	2022 Oct	348.593	11.2
2022	M11	2022 Nov	348.314	10.9

Bureau of Labor Statistics

PPI Industry Data

Series Title	PPI industry data for Office furniture (including fixtures) mfg, not seasonally adjusted
Series ID	PCU33721-33721-
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Industry Data
Measure Data Type	Office furniture (including fixtures) mfg
Industry	Office furniture (including fixtures) mfg
Item	Office furniture (including fixtures) mfg



Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	152.5	1.6
2020	M02	2020 Feb	153.6	2.7
2020	M03	2020 Mar	155.3	3.7
2020	M04	2020 Apr	155.1	4.0
2020	M05	2020 May	155.6	3.0
2020	M06	2020 Jun	154.8	2.6
2020	M07	2020 Jul	156.0	2.6
2020	M08	2020 Aug	154.7	1.9
2020	M09	2020 Sep	155.9	2.6
2020	M10	2020 Oct	156.0	2.5
2020	M11	2020 Nov	155.4	2.0
2020	M12	2020 Dec	156.0	2.1
2021	M01	2021 Jan	156.5	2.6
2021	M02	2021 Feb	158.9	3.5
2021	M03	2021 Mar	159.7	2.8
2021	M04	2021 Apr	161.7	4.3
2021	M05	2021 May	164.4	5.7
2021	M06	2021 Jun	168.6	8.9
2021	M07	2021 Jul	169.426	8.6
2021	M08	2021 Aug	168.977	9.2
2021	M09	2021 Sep	171.922	10.3
2021	M10	2021 Oct	172.700	10.7
2021	M11	2021 Nov	173.241	11.5
2021	M12	2021 Dec	174.243	11.7
2022	M01	2022 Jan	177.734	13.6
2022	M02	2022 Feb	180.764	13.8
2022	M03	2022 Mar	184.071	15.3
2022	M04	2022 Apr	183.871	13.7
2022	M05	2022 May	185.553	12.9
2022	M06	2022 Jun	189.763	12.6
2022	M07	2022 Jul	188.688	11.4
2022	M08	2022 Aug	190.543	12.8
2022	M09	2022 Sep	192.368	11.9
2022	M10	2022 Oct	193.562	12.1
2022	M11	2022 Nov	196.499	13.4

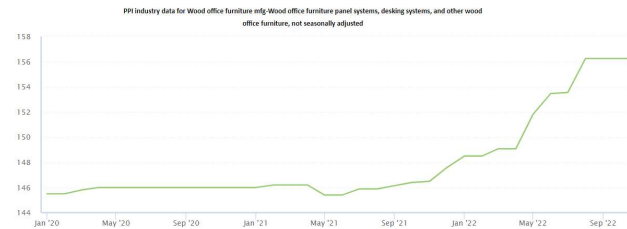
Bureau of Labor Statistics

PPI Industry Data

Series Title	PPI industry data for Wood office furniture mfg-Wood office furniture panel systems, desking systems, and other wood office furniture, not seasonally adjusted
Series ID	PCU337211337211A
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Industry Data
Measure Data Type	Wood office furniture panel systems, desking systems, and other wood office furniture
Industry	Wood office furniture mfg
Item	Wood office furniture panel systems, desking systems, and other wood office furniture

Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	145.5	1.6
2020	M02	2020 Feb	145.5	0.9
2020	M03	2020 Mar	145.8	1.1
2020	M04	2020 Apr	146.0	1.2
2020	M05	2020 May	146.0	-0.8
2020	M06	2020 Jun	146.0	0.5
2020	M07	2020 Jul	146.0	0.5
2020	M08	2020 Aug	146.0	0.4
2020	M09	2020 Sep	146.0	0.4
2020	M10	2020 Oct	146.0	0.4
2020	M11	2020 Nov	146.0	0.4
2020	M12	2020 Dec	146.0	0.5
2021	M01	2021 Jan	146.0	0.3
2021	M02	2021 Feb	146.2	0.5
2021	M03	2021 Mar	146.2	0.3
2021	M04	2021 Apr	146.2	0.1
2021	M05	2021 May	145.4	-0.4
2021	M06	2021 Jun	145.4	-0.4
2021	M07	2021 Jul	145.885	-0.1
2021	M08	2021 Aug	145.885	-0.1
2021	M09	2021 Sep	146.148	0.1
2021	M10	2021 Oct	146.400	0.3
2021	M11	2021 Nov	146.492	0.3
2021	M12	2021 Dec	147.576	1.1
2022	M01	2022 Jan	148.498	1.7
2022	M02	2022 Feb	148.498	1.6
2022	M03	2022 Mar	149.076	2.0
2022	M04	2022 Apr	149.076	2.0
2022	M05	2022 May	151.807	4.4
2022	M06	2022 Jun	153.468	5.5
2022	M07	2022 Jul	153.557	5.3
2022	M08	2022 Aug	156.257	7.1
2022	M09	2022 Sep	156.257	6.9
2022	M10	2022 Oct	156.257	6.7
2022	M11	2022 Nov	156.257	6.7

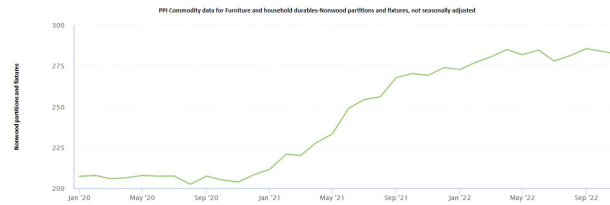
Wood office furniture panel systems, desking systems, and other wood office furniture



Bureau of Labor Statistics

PPI Commodity Data

Series Title	PPI Commodity data for Furniture and household durables-Nonwood partitions and fixtures, not seasonally adjusted
Series ID	WPU122204
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Commodity Data
Measure Data Type	Nonwood partitions and fixtures
Sector	Furniture and household durables
Item	Nonwood partitions and fixtures

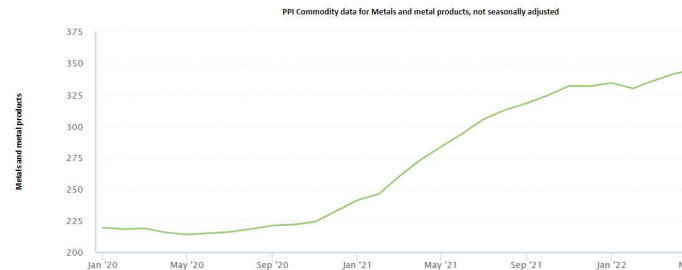


Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	207.5	-1.8
2020	M02	2020 Feb	208.0	2.1
2020	M03	2020 Mar	206.0	-0.7
2020	M04	2020 Apr	206.7	0.3
2020	M05	2020 May	208.0	0.6
2020	M06	2020 Jun	207.6	1.3
2020	M07	2020 Jul	207.7	1.0
2020	M08	2020 Aug	202.6	-0.2
2020	M09	2020 Sep	207.6	1.7
2020	M10	2020 Oct	205.3	-0.7
2020	M11	2020 Nov	204.0	-2.5
2020	M12	2020 Dec	208.4	-0.1
2021	M01	2021 Jan	211.9	2.1
2021	M02	2021 Feb	221.0	6.3
2021	M03	2021 Mar	220.3	6.9
2021	M04	2021 Apr	228.3	10.4
2021	M05	2021 May	233.5	12.3
2021	M06	2021 Jun	249.1	20.0
2021	M07	2021 Jul	254.465	22.5
2021	M08	2021 Aug	256.220	26.5
2021	M09	2021 Sep	267.959	29.1
2021	M10	2021 Oct	270.345	31.7
2021	M11	2021 Nov	269.335	32.0
2021	M12	2021 Dec	273.966	31.5
2022	M01	2022 Jan	272.853	28.8
2022	M02	2022 Feb	277.371	25.5
2022	M03	2022 Mar	280.591	27.4
2022	M04	2022 Apr	285.087	24.9
2022	M05	2022 May	281.913	20.7
2022	M06	2022 Jun	284.831	14.3
2022	M07	2022 Jul	278.029	9.3
2022	M08	2022 Aug	281.436	9.8
2022	M09	2022 Sep	285.665	6.6
2022	M10	2022 Oct	283.928	5.0
2022	M11	2022 Nov	282.274	4.8

Bureau of Labor Statistics

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Series Title	PPI Commodity data for Metals and metal products, not seasonally adjusted
Series ID	WPU10
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Commodity Data
Measure Data Type	Metals and metal products
Sector	Metals and metal products
Item	Metals and metal products



Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	219.8	-2.8
2020	M02	2020 Feb	218.5	-3.3
2020	M03	2020 Mar	219.2	-3.6
2020	M04	2020 Apr	215.9	-4.5
2020	M05	2020 May	214.3	-4.1
2020	M06	2020 Jun	215.3	-2.4
2020	M07	2020 Jul	216.3	-1.7
2020	M08	2020 Aug	218.7	-0.2
2020	M09	2020 Sep	221.4	1.6
2020	M10	2020 Oct	222.2	2.8
2020	M11	2020 Nov	224.4	4.1
2020	M12	2020 Dec	232.8	7.3
2021	M01	2021 Jan	241.5	9.9
2021	M02	2021 Feb	246.6	12.9
2021	M03	2021 Mar	260.0	18.6
2021	M04	2021 Apr	273.4	26.6
2021	M05	2021 May	283.8	32.4
2021	M06	2021 Jun	294.5	36.8
2021	M07	2021 Jul	305.713	41.3
2021	M08	2021 Aug	312.994	43.1
2021	M09	2021 Sep	318.335	43.8

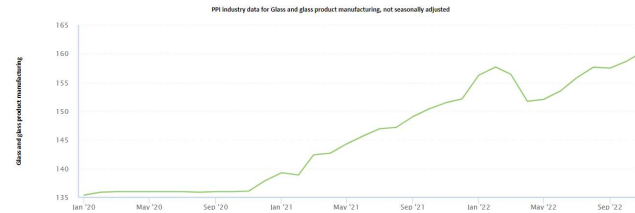
Bureau of Labor Statistics

2021	M10	2021 Oct	324.537	46.1
2021	M11	2021 Nov	332.097	48.0
2021	M12	2021 Dec	331.867	42.6
2022	M01	2022 Jan	334.372	38.5
2022	M02	2022 Feb	330.014	33.8
2022	M03	2022 Mar	336.023	29.2
2022	M04	2022 Apr	341.670	25.0
2022	M05	2022 May	345.243	21.7
2022	M06	2022 Jun	339.968	15.4
2022	M07	2022 Jul	328.864	7.6
2022	M08	2022 Aug	324.395	3.6
2022	M09	2022 Sep	316.773	-0.5
2022	M10	2022 Oct	309.342	-4.7
2022	M11	2022 Nov	308.680	-7.1

Bureau of Labor Statistics

PPI Industry Data

Series Title	PPI industry data for Glass and glass product manufacturing, not seasonally adjusted
Series ID	PCU32721-32721-
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Industry Data
Measure Data Type	Glass and glass product manufacturing
Industry	Glass and glass product manufacturing
Item	Glass and glass product manufacturing

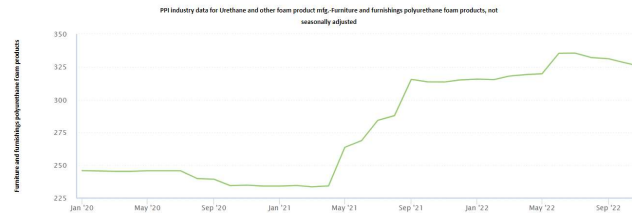


Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	135.4	1.2
2020	M02	2020 Feb	135.9	1.5
2020	M03	2020 Mar	136.0	1.6
2020	M04	2020 Apr	136.0	1.5
2020	M05	2020 May	136.0	1.5
2020	M06	2020 Jun	136.0	1.5
2020	M07	2020 Jul	136.0	1.2
2020	M08	2020 Aug	135.9	1.1
2020	M09	2020 Sep	136.0	1.0
2020	M10	2020 Oct	136.0	1.2
2020	M11	2020 Nov	136.1	1.2
2020	M12	2020 Dec	137.9	2.6
2021	M01	2021 Jan	139.3	2.9
2021	M02	2021 Feb	138.9	2.2
2021	M03	2021 Mar	142.4	4.7
2021	M04	2021 Apr	142.7	4.9
2021	M05	2021 May	144.3	6.1
2021	M06	2021 Jun	145.7	7.1
2021	M07	2021 Jul	146.940	8.0
2021	M08	2021 Aug	147.197	8.3
2021	M09	2021 Sep	149.067	9.6
2021	M10	2021 Oct	150.413	10.6
2021	M11	2021 Nov	151.492	11.3
2021	M12	2021 Dec	152.155	10.3
2022	M01	2022 Jan	156.283	12.2
2022	M02	2022 Feb	157.697	13.5
2022	M03	2022 Mar	156.451	9.9
2022	M04	2022 Apr	151.727	6.3
2022	M05	2022 May	152.067	5.4
2022	M06	2022 Jun	153.517	5.4
2022	M07	2022 Jul	155.819	6.0
2022	M08	2022 Aug	157.671	7.1
2022	M09	2022 Sep	157.512	5.7
2022	M10	2022 Oct	158.680	5.5
2022	M11	2022 Nov	160.372	5.9

Bureau of Labor Statistics

PPI Industry Data

Series Title	PPI industry data for Urethane and other foam product mfg.-Furniture and furnishings polyurethane foam products, not seasonally adjusted
Series ID	PCU3261503261504
Seasonality	Not Seasonally Adjusted
Survey Name	PPI Industry Data
Measure Data Type	Furniture and furnishings polyurethane foam products
Industry	Urethane and other foam product mfg.
Item	Furniture and furnishings polyurethane foam products



Year	Period	Label	Observation Value	12-Month % Change
2020	M01	2020 Jan	245.9	-9.2
2020	M02	2020 Feb	245.7	-9.3
2020	M03	2020 Mar	245.4	-9.5
2020	M04	2020 Apr	245.4	-9.3
2020	M05	2020 May	245.8	-8.6
2020	M06	2020 Jun	245.8	-7.7
2020	M07	2020 Jul	245.8	-7.7
2020	M08	2020 Aug	239.9	-3.1
2020	M09	2020 Sep	239.4	-3.3
2020	M10	2020 Oct	234.5	-5.3
2020	M11	2020 Nov	234.9	-5.1
2020	M12	2020 Dec	234.2	-5.3
2021	M01	2021 Jan	234.2	-4.8
2021	M02	2021 Feb	234.6	-4.5
2021	M03	2021 Mar	233.6	-4.8
2021	M04	2021 Apr	234.3	-4.5
2021	M05	2021 May	263.7	7.3
2021	M06	2021 Jun	268.8	9.4
2021	M07	2021 Jul	284.259	15.6
2021	M08	2021 Aug	287.879	20.0
2021	M09	2021 Sep	315.520	31.8
2021	M10	2021 Oct	313.634	33.7
2021	M11	2021 Nov	313.508	33.5
2021	M12	2021 Dec	315.082	34.5
2022	M01	2022 Jan	315.698	34.8
2022	M02	2022 Feb	315.322	34.4
2022	M03	2022 Mar	318.007	36.1
2022	M04	2022 Apr	319.152	36.2
2022	M05	2022 May	319.787	21.3
2022	M06	2022 Jun	335.374	24.8
2022	M07	2022 Jul	335.531	18.0
2022	M08	2022 Aug	332.083	15.4
2022	M09	2022 Sep	331.247	5.0
2022	M10	2022 Oct	328.208	4.6
2022	M11	2022 Nov	325.279	3.8