

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 10	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 11	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 12	NEUTRAL POSTURE	EquityNP Systems (all products but storage):	
			\$0 - \$1,000,000.00	68%
			\$1,000,000.01 - \$1,500,000.00	70%
			\$1,500,000.01 +	NEGOTIABLE
	Manufacturer 13	SENATOR GROUP	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 14	TRENDWAY	CHOICES, CONTRADA, CAPTURE	
			\$0 - \$250,000	65.20%
			\$250,001 - \$500,000	68.20%
			\$500,001 - \$1,841,620.00	70.30%
			PACK FILING, STORAGE & DESKING	
			\$0 - \$250,000	65.20%
			\$250,001 - \$500,000	66.20%
			\$500,001 - \$1,841,620.00	68.20%
			TRIG & INTRINSIC	
			\$0 - \$250,000	61%
			\$250,001 - \$500,000	63%
			\$500,001 - \$1,841,620.00	65.20%
Office Storage (lateral, vertical, wardrobes)	Manufacturer 1	KNOLL	ANCHOR	
*These manufacturers also include Private Office Furniture.			\$0 - \$250,000	73%
			\$250,001 - \$500,000	74.50%
			\$500,000+	NEGOTIABLE
			CALIBRE	63%
			SYSTEMS: ANTENNA, AUTOSTRADA, CURRENTS, DIVIDENDS, REFF, REUTER	
			\$0 - \$500,000	73.50%
			\$500,001 - \$1.5M	75.50%
			\$1.5M+	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 2	DESKMAKERS	\$0 - \$50,000	49%
			\$50,001 - \$200,000	52.50%
			\$200,001 - \$400,000	54.50%
	Manufacturer 3	ENWORK	\$0 - \$99,999	66.667%
			\$100,000+	70.238%
	Manufacturer 4	EVOLVE		62.50%
	Manufacturer 5	FIRST OFFICE		53.0%
	Manufacturer 6	FIXTURES FURNITURE	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 7	FLUID CONCEPTS	Orders \$99,999 List & Under	48.0%
			Orders \$100,000 List & Over	49.70%
	Manufacturer 8	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 9	GREAT OPENINGS	\$0 - \$99,999	69.4%
			\$100,000+	NEGOTIABLE
	Manufacturer 10	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer	OFS		53.00%
	Manufacturer	NEUTRAL POSTURE	EquityNP Storage:	
			\$0 - \$500,000.00	68%
			\$500,000.01 +	NEGOTIABLE
		NUCRAFT	\$0 - \$100,000	47.6%
			\$100,001 - \$200,000	50.2%
			\$200,001+	NEGOTIABLE
	Manufacturer	SENATOR GROUP	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer	TRENDWAY	PACK FILING, STORAGE & DESKING	
			\$0 - \$250,000	65.20%
			\$250,001 - \$500,000	66.20%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
			\$500,001 - \$1,841,620.00	68.20%
Industrial Shelving & misc. storage cabinets	Manufacturer 1	KNOLL	ANCHOR	
			\$0 - \$250,000	73%
			\$250,001 - \$500,000	74.50%
			\$500,000+	NEGOTIABLE
			CALIBRE	63%
			SYSTEMS: ANTENNA, AUTOSTRADA, CURRENTS, DIVIDENDS, REFF, REUTER	
			\$0 - \$500,000	73.50%
			\$500,001 - \$1.5M	75.50%
			\$1.5M+	NEGOTIABLE
	Manufacturer 2	EVOLVE		62.50%
	Manufacturer 3	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 4	GREAT OPENINGS	\$0 - \$99,999	69.4%
			\$100,000+	NEGOTIABLE
	Manufacturer 5	INTENSA	\$0 - \$10,000	47%
			\$10,001 - \$20,000	49.70%
			\$20,001+	52.30%
	Manufacturer 6	MAYLINE		56.70%
	Manufacturer 7	NEUTRAL POSTURE	EquityNP Systems (all products but storage):	
			\$0 - \$1,000,000.00	68%
			\$1,000,000.01 - \$1,500,000.00	70%
			\$1,500,000.01 +	NEGOTIABLE
			EquityNP Storage:	
			\$0 - \$500,000.00	68%
			\$500,000.01 +	NEGOTIABLE
	Manufacturer 8	PENCO		41%
	Manufacturer 9	TRENDWAY	PACK FILING, STORAGE & DESKING	
			\$0 - \$250,000	65.20%
			\$250,001 - \$500,000	66.20%
			\$500,001 - \$1,841,620.00	68.20%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price	
Task/Desk Chair - 24 hour use	Manufacturer 1	KNOLL	CHADWICK, EWC, LIFE, REGENERATION, REMIX		
			\$0 - \$250,000	62.50%	
				\$250,001 - \$500,000	65%
				\$500,000+	NEGOTIABLE
	Manufacturer 2	GLOBAL	Orders under \$16,500 list	56.0%	
			Orders over \$16,500 list	59.0%	
	Manufacturer 3	HIGHMARK		53%	
	Manufacturer 4	SIT ON IT	Orders \$99.9k list and under.	55%	
			Orders \$100k list and over.	56.20%	
	Manufacturer 5	NEUTRAL POSTURE	High Performance Seating:		
\$0 - \$100,000.00			56%		
			\$100,000.01 +	NEGOTIABLE	
Manufacturer 6	VIA			52.90%	
Executive Task/Desk Chair	Manufacturer 1	KNOLL	CHADWICK, EWC, LIFE, REGENERATION, REMIX		
			\$0 - \$250,000	62.50%	
				\$250,001 - \$500,000	65%
				\$500,000+	NEGOTIABLE
	Manufacturer 2	ALLERMUIR	\$0 - \$99,999	49%	
			\$100,000 +	51.50%	
	Manufacturer 3	ARCADIA	\$0 - \$75,000	49.70%	
			\$75,001 - \$150,000	51.29%	
			\$150,001 - \$250,000	52.30%	
				\$250,001+	NEGOTIABLE
	Manufacturer 4	ARPER	\$0 - \$200,000	41%	
			\$200,001+	NEGOTIABLE	
	Manufacturer 5	CABOT WRENN	\$0 - \$50,000	47%	
			\$50,001 - \$200,000	48.60%	
			\$200,001 - \$400,000	49.70%	
Manufacturer 6	DARRAN	\$0 - \$24,999	52.90%		
		\$25,000 - \$49,999	55%		
		\$50,000 +	56.70%		
Manufacturer 7	DAVID EDWARD			47%	

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 8	ENCORE	\$0 - \$75,000	54.30%
			\$75,001 - \$150,000	55.20%
			\$150,001 - \$250,000	56.70%
			\$250,001+	NEGOTIABLE
	Manufacturer 9	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 10	FIRST OFFICE		53.0%
	Manufacturer 11	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 12	GUNLOCKE		52.90%
	Manufacturer 13	HAG	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 14	HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 15	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%
	Manufacturer 16	HIGHMARK		53%
	Manufacturer 17	HUMANSCALE	SEATING	
			\$0 - \$50,000	52.30%
			\$50,001 - \$250,000	54.40%
	Manufacturer 18	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 19	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 20	KEILHAUER		49%
	Manufacturer 21	KI		47%
	Manufacturer 22	KRUG	\$0 - \$200,000	50%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 23	MAYLINE		56.70%
	Manufacturer 24	NEUTRAL POSTURE	Task/Conference/Active/Guest/Industrial:	
			\$0 - \$100,000.00	57.60%
			\$100,000.01 +	NEGOTIABLE
	Manufacturer 25	OFS		53.00%
	Manufacturer 26	SIT ON IT	Orders \$99.9k list and under,	55%
			Orders \$100k list and over,	56.20%
	Manufacturer 27	SOURCE	\$0 - \$200,000	52.50%
			\$200,001+	NEGOTIABLE
	Manufacturer 28	STYLEX		47.50%
	Manufacturer 29	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 30	VIA		52.90%
Mid-Range Task Chairs	Manufacturer 1	KNOLL	CHADWICK, EWC, LIFE, REGENERATION, REMIX	
			\$0 - \$250,000	62.50%
			\$250,001 - \$500,000	65%
			\$500,000+	NEGOTIABLE
	Manufacturer 2	ABCO		58.14%
	Manufacturer 3	ALLERMIJIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 4	ARPER	\$0 - \$200,000	41%
			\$200,001+	NEGOTIABLE
	Manufacturer 5	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
			\$50,000 +	56.70%
	Manufacturer 6	ENCORE	\$0 - \$75,000	54.30%
			\$75,001 - \$150,000	55.20%
			\$150,001 - \$250,000	56.70%
			\$250,001+	NEGOTIABLE
		ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
			\$200,001 - \$400,000	NEGOTIABLE
		FIRST OFFICE		53.0%
		GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
		HAG	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
		HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
		HIGHMARK		53%
		HUMANSCALE	SEATING	
			\$0 - \$50,000	52.30%
			\$50,001 - \$250,000	54.40%
		IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
		JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
		KEILHAUER		49%
		KI		47%
		KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
		MAYLINE		56.70%
		NEUTRAL POSTURE	Task/Conference/Active/Guest/Industrial:	
			\$0 - \$100,000.00	57.60%
			\$100,000.01 +	NEGOTIABLE
		NORIX		47%
		OFS		53.00%
		SIT ON IT	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
		SOURCE	\$0 - \$200,000	52.50%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
			\$200,001+	NEGOTIABLE
		STYLEX		47.50%
		TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
		VIA		52.90%
Upholstered Side Chairs	Manufacturer 1	KNOLL	CHADWICK, EWC, LIFE, REGENERATION, REMIX	
			\$0 - \$250,000	62.50%
			\$250,001 - \$500,000	65%
			\$500,000+	NEGOTIABLE
			MOMENT	60%
			MULTIGENERATION	
			\$0 - \$250,000	62%
			\$250,001+	NEGOTIABLE
			KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ALLERUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 3	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 4	ARPER	\$0 - \$200,000	41%
			\$200,001+	NEGOTIABLE
	Manufacturer 5	BEAUFURN		47%
	Manufacturer 6	CABOT WRENN	\$0 - \$50,000	47%
			\$50,001 - \$200,000	48.60%
			\$200,001 - \$400,000	49.70%
	Manufacturer 7	CAROLINA BUSINESS FURNITURE		47.50%
	Manufacturer 8	COMMUNITY	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE

I. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 9	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
			\$50,000 +	56.70%
	Manufacturer 10	DAUPHIN		52.90%
	Manufacturer 11	DAVID EDWARD		47%
	Manufacturer 12	ENCORE	\$0 - \$75,000	54.30%
			\$75,001 - \$150,000	55.20%
			\$150,001 - \$250,000	56.70%
			\$250,001+	NEGOTIABLE
	Manufacturer 13	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 14	FIRST OFFICE		53.0%
	Manufacturer 15	FIXTURES	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 16	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 17	GRAND RAPIDS CHAIR		47.0%
	Manufacturer 18	GUNLOCKE		52.90%
	Manufacturer 19	HAG	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 20	HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 21	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 22	HOWE	40/4 - all versions with wire frame*. SixE 4-leg or sled frame*, excl. full upholstered	
			QTY: 1-200	47%
			QTY: 201-500	49.7%
			QTY: 501+	52.3%
			SixE Learn, black or white tablet	
			QTY: 1-300	47%
			QTY: 301-500	49.7%
			QTY: 501+	NEGOTIABLE
	Manufacturer 23	HUMANSCALE	SEATING	
			\$0 - \$50,000	52.30%
			\$50,001 - \$250,000	54.40%
	Manufacturer 24	IDEON	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 25	INTEGRA	\$0 - \$150,000	47.50%
			\$150,001+	NEGOTIABLE
	Manufacturer 26	INTENSA	\$0 - \$10,000	47%
			\$10,001 - \$20,000	49.70%
			\$20,001+	52.30%
	Manufacturer 27	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 28	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 29	KI		47%
	Manufacturer 30	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 31	KRUG HEALTHCARE	\$0 - \$200,000	46%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 32	LELAND/FRESHCOAST	\$0 - \$25,000	47.50%
			\$26,000 - \$50,000	48.60%
			\$51,000+	49.70%
	Manufacturer 33	LOEWENSTEIN		47.00%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 34	MARTIN BRATTRUD	\$0 - \$100,000	47%
			\$100,001+	NEGOTIABLE
	Manufacturer 35	MAYLINE		56.70%
	Manufacturer 36	NEUTRAL POSTURE	Task/Conference/Active/Guest/Industrial:	
			\$0 - \$100,000.00	57.60%
			\$100,000.01 +	NEGOTIABLE
	Manufacturer 37	NORIX		47%
	Manufacturer 38	OFS		53.00%
	Manufacturer 39	SAFCO		47%
	Manufacturer 40	SIT ON IT	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 41	SOURCE	\$0 - \$200,000	52.50%
			\$200,001+	NEGOTIABLE
	Manufacturer 42	SPEC		52.30%
	Manufacturer 43	STYLEX		47.50%
	Manufacturer 44	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 45	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
	Manufacturer 46	VIA		52.90%
Non-Upholstered Side/Breakroom Chairs	Manufacturer 1	KNOLL	MULTIGENERATION	
			\$0 - \$250,000	62%
			\$250,001+	NEGOTIABLE
			KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ABCO		58.14%
	Manufacturer 3	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 4	ARPER	\$0 - \$200,000	41%
			\$200,001+	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 5	BEAUFURN		47%
	Manufacturer 6	COMMUNITY	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 7	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
			\$50,000 +	56.70%
	Manufacturer 8	DAUPHIN		52.90%
	Manufacturer 9	ENCORE	\$0 - \$75,000	54.30%
			\$75,001 - \$150,000	55.20%
			\$150,001 - \$250,000	56.70%
			\$250,001+	NEGOTIABLE
	Manufacturer 10	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 11	FIRST OFFICE		53.0%
	Manufacturer 12	FIXTURES	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 13	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 14	GRAND RAPIDS CHAIR		47.0%
	Manufacturer 15	HAG	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 16	HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 17	HASKELL		47%
	Manufacturer 18	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 19	HOWE	40/4 - all versions with wire frame*. SixE 4-leg or sled frame*, excl. full upholstered	
			QTY: 1-200	47%
			QTY: 201-500	49.7%
			QTY: 501+	52.3%
			SixE Learn, black or white tablet	
			QTY: 1-300	47%
			QTY: 301-500	49.7%
			QTY: 501+	NEGOTIABLE
	Manufacturer 20	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 21	KEILHAUER		49%
	Manufacturer 22	KI		47%
	Manufacturer 23	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 24	LELAND/FRESHCOAST	\$0 - \$25,000	47.50%
			\$26,000 - \$50,000	48.60%
			\$51,000+	49.70%
	Manufacturer 25	LOEWENSTEIN		47.00%
	Manufacturer 26	MAGNUSON	\$0 - \$100,000	43.60%
			\$100,001+	NEGOTIABLE
	Manufacturer 27	MAYLINE		56.70%
	Manufacturer 28	NORIX		47%
	Manufacturer 29	PS FURNITURE	\$0 - \$100,000	52.9%
			\$100,001 - \$250,000	55.2%
	Manufacturer 30	SAFCO		47%
	Manufacturer 31	SIT ON IT	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 32	SOURCE	\$0 - \$200,000	52.50%
			\$200,001+	NEGOTIABLE
	Manufacturer 33	SPARKEOLOGY		47.50%
	Manufacturer 34	SPEC		52.30%
	Manufacturer 35	STYLEX		47.50%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 36	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 37	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
	Manufacturer 38	VIA		52.90%
	Manufacturer 39	WCI	\$0 - \$150,000	47.60%
			\$150,001+	NEGOTIABLE
Executive Upholstered wood frame Guest Chairs	Manufacturer 1	KNOLL	KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 3	BEAUFURN		47%
	Manufacturer 4	CABOT WRENN	\$0 - \$50,000	47%
			\$50,001 - \$200,000	48.60%
			\$200,001 - \$400,000	49.70%
	Manufacturer 5	CAROLINA BUSINESS FURNITURE		47.50%
	Manufacturer 6	COMMUNITY	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 7	CUMBERLAND		46%
	Manufacturer 8	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
			\$50,000 +	56.70%
	Manufacturer 9	DAUPHIN		52.90%
	Manufacturer 10	DAVID EDWARD		47%
	Manufacturer 11	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 12	FIRST OFFICE		53.0%
	Manufacturer 13	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 14	GRAND RAPIDS		47.0%
	Manufacturer 15	GUNLOCKE		52.90%
	Manufacturer 16	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%
	Manufacturer 17	IDEON	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 18	INTEGRA	\$0 - \$150,000	47.50%
			\$150,001+	NEGOTIABLE
	Manufacturer 19	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 20	KI		47%
	Manufacturer 21	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 22	KRUG HEALTHCARE	\$0 - \$200,000	46%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 23	LOEWENSTEIN		47.00%
	Manufacturer 24	MARTIN BRATTRUD	\$0 - \$100,000	47%
			\$100,001+	NEGOTIABLE
	Manufacturer 25	MAYLINE		56.70%
	Manufacturer 26	OFS		53.00%
	Manufacturer 27	SPEC		52.30%
Task Stools	Manufacturer 1	KNOLL	CHADWICK, EWC, LIFE, REGENERATION, REMIX	
			\$0 - \$250,000	62.50%
			\$250,001 - \$500,000	65%
			\$500,000+	NEGOTIABLE
	Manufacturer 2	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 3	DAUPHIN		52.90%
	Manufacturer 4	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 5	HAG	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 6	HIGHMARK		53%
	Manufacturer 7	HUMANSCALE	SEATING	
			\$0 - \$50,000	52.30%
			\$50,001 - \$250,000	54.40%
	Manufacturer 8	INTENSA	\$0 - \$10,000	47%
			\$10,001 - \$20,000	49.70%
			\$20,001+	52.30%
	Manufacturer 9	KI		47%
	Manufacturer 10	MAYLINE		56.70%
	Manufacturer 11	NEUTRAL POSTURE	Task/Conference/Active/Guest/Industrial:	
			\$0 - \$100,000.00	57.60%
			\$100,000.01 +	NEGOTIABLE
	Manufacturer 12	SAFCO		47%
	Manufacturer 13	SIT ON IT	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 14	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 15	VIA		52.90%
Casual/café Stools	Manufacturer 1	KNOLL	MULTIGENERATION	
			\$0 - \$250,000	62%
			\$250,001+	NEGOTIABLE
			KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 3	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 4	ARPER	\$0 - \$200,000	41%
			\$200,001+	NEGOTIABLE
	Manufacturer 5	BEAUFURN		47%
	Manufacturer 6	CABOT WRENN	\$0 - \$50,000	47%
			\$50,001 - \$200,000	48.60%
			\$200,001 - \$400,000	49.70%
	Manufacturer 7	CAROLINA BUSINESS FURNITURE		47.50%
	Manufacturer 8	COMMUNITY	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 9	DAUPHIN		52.90%
	Manufacturer 10	DAVID EDWARD		47%
	Manufacturer 11	ENCORE	\$0 - \$75,000	54.30%
			\$75,001 - \$150,000	55.20%
			\$150,001 - \$250,000	56.70%
			\$250,001+	NEGOTIABLE
	Manufacturer 12	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 13	FIRST OFFICE		53.0%
	Manufacturer 14	FIXTURES	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 15	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 16	GRAND RAPIDS CHAIR		47.0%
	Manufacturer 17	GUNLOCKE		52.90%
	Manufacturer 18	HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
			\$150,001 to \$300,000	55.50%
	Manufacturer 19	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%
	Manufacturer 20	HIGHMARK		53%
	Manufacturer 21	HOWE	40/4 - all versions with wire frame*. SixE 4-leg or sled frame*, excl. full upholstered	
			QTY: 1-200	47%
			QTY: 201-500	49.7%
			QTY: 501+	52.3%
			SixE Learn, black or white tablet	
			QTY: 1-300	47%
			QTY: 301-500	49.7%
			QTY: 501+	NEGOTIABLE
	Manufacturer 22	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 23	KEILHAUER		49%
	Manufacturer 24	KI		47%
	Manufacturer 25	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 26	LELAND/FRESHCOAST	\$0 - \$25,000	47.50%
			\$26,000 - \$50,000	48.60%
			\$51,000+	49.70%
	Manufacturer 27	LOEWENSTEIN		47.00%
	Manufacturer 28	MARTIN BRATTRUD	\$0 - \$100,000	47%
			\$100,001+	NEGOTIABLE
	Manufacturer 29	MAYLINE		56.70%
	Manufacturer 30	OFS		53.00%
	Manufacturer 31	SAFCO		47%
	Manufacturer 32	SIT ON IT	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 33	SOURCE	\$0 - \$200,000	52.50%
			\$200,001+	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 34	SPARKEOLOY		47.50%
	Manufacturer 35	SPEC		52.30%
	Manufacturer 36	STYLEX		47.50%
	Manufacturer 37	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 38	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
	Manufacturer 39	VIA		52.90%
	Manufacturer 40	WCI	\$0 - \$150,000	47.60%
			\$150,001+	NEGOTIABLE
Classroom Seating	Manufacturer 1	KNOLL	MULTIGENERATION	
			\$0 - \$250,000	62%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ABCO		58.14%
	Manufacturer 3	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 4	AMERICAN SEATING	ALL OFFICE PRODUCTS	53.40%
	Manufacturer 5	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 6	ENCORE	\$0 - \$75,000	54.30%
			\$75,001 - \$150,000	55.20%
			\$150,001 - \$250,000	56.70%
			\$250,001+	NEGOTIABLE
	Manufacturer 7	FIXTURES	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 8	HASKELL		47%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 9	HOWE	40/4 - all versions with wire frame*. SixE 4-leg or sled frame*, excl. full upholstered	
			QTY: 1-200	47%
			QTY: 201-500	49.7%
			QTY: 501+	52.3%
			SixE Learn, black or white tablet	
			QTY: 1-300	47%
			QTY: 301-500	49.7%
			QTY: 501+	NEGOTIABLE
	Manufacturer 10	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 11	KI		47%
	Manufacturer 12	SIT ON IT	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 13	SPEC		52.30%
	Manufacturer 14	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
Wood Executive Conference Tables	Manufacturer 1	KNOLL	SYSTEMS: ANTENNA, AUTOSTRADA, CURRENTS, DIVIDENDS, REFF, REUTER	
			\$0 - \$500,000	73.50%
			\$500,001 - \$1.5M	75.50%
			\$1.5M+	NEGOTIABLE
			CRINION	60.50%
			KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 2	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 3	C&A		52.50%
	Manufacturer 4	CUMBERLAND		46%
	Manufacturer 5	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
			\$50,000 +	56.70%
	Manufacturer 6	FIRST OFFICE		53.0%
	Manufacturer 7	GUNLOCKE		52.90%
	Manufacturer 8	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%
	Manufacturer 9	HOWE	Tempest, chrome base, laminate top*. Moveo, aluminum base, laminate top*. USU, Round Leg, laminate top**. Simpla, laminate top**	
			QTY: 1-30	47%
			QTY: 31-75	49.7%
			QTY: 76+	52.3%
	Manufacturer 10	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 11	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 12	M CUSTOM		47.00%
	Manufacturer 13	NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 14	NUCRAFT	\$0 - \$100,000	47.6%
			\$100,001 - \$200,000	50.2%
			\$200,001+	NEGOTIABLE
	Manufacturer 15	OFS		53.00%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 16	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
Plastic Laminate Conference Tables	Manufacturer 1	KNOLL	SYSTEMS: ANTENNA, AUTOSTRADA, CURRENTS, DIVIDENDS, REFF, REUTER	
			\$0 - \$500,000	73.50%
			\$500,001 - \$1.5M	75.50%
			\$1.5M+	NEGOTIABLE
			CRINION	60.50%
			KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ABCO		58.14%
	Manufacturer 3	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 4	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 5	BERCO		55.20%
	Manufacturer 6	C&A		52.50%
	Manufacturer 7	DESKMAKERS	\$0 - \$50,000	49%
			\$50,001 - \$200,000	52.50%
			\$200,001 - \$400,000	54.50%
	Manufacturer 8	ENWORK	\$0 - \$99,999	66.667%
			\$100,000+	70.238%
	Manufacturer 9	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 10	FIRST OFFICE		53.0%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 11	FIXTURES	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 12	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 13	GUNLOCKE		52.90%
	Manufacturer 14	HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 15	HOWE	Tempest, chrome base, laminate top*. Moveo, aluminum base, laminate top*. USU, Round Leg, laminate top**. Simpla, laminate top**	
			QTY: 1-30	47%
			QTY: 31-75	49.7%
			QTY: 76+	52.3%
	Manufacturer 16	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 17	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 18	KEILHAUER		49%
	Manufacturer 19	KI		47%
	Manufacturer 20	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 21	M CUSTOM		47.00%
	Manufacturer 22	MAYLINE		56.70%
	Manufacturer 23	NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 24	NUCRAFT	\$0 - \$100,000	47.6%
			\$100,001 - \$200,000	50.2%
			\$200,001+	NEGOTIABLE
	Manufacturer 25	PS FURNITURE	\$0 - \$100,000	52.9%
			\$100,001 - \$250,000	55.2%
	Manufacturer 26	SPEC		52.30%
	Manufacturer 27	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 28	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
	Manufacturer 29	WCI	\$0 - \$150,000	47.60%
			\$150,001+	NEGOTIABLE
School and Training Tables	Manufacturer 1	KNOLL	KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ABCO		58.14%
	Manufacturer 3	BERCO		55.20%
	Manufacturer 4	COMMUNITY	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 5	DESKMAKERS	\$0 - \$50,000	49%
			\$50,001 - \$200,000	52.50%
			\$200,001 - \$400,000	54.50%
	Manufacturer 6	DIVERSIFIED WOODCRAFT		47%
	Manufacturer 7	ENWORK	\$0 - \$99,999	66.667%
			\$100,000+	70.238%
	Manufacturer 8	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 9	FIRST OFFICE		53.0%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 10	FIXTURES	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 11	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 12	HASKELL		47%
	Manufacturer 13	HOWE	Tempest, chrome base, laminate top*. Moveo, aluminum base, laminate top*. USU, Round Leg, laminate top**. Simpla, laminate top**	
			QTY: 1-30	47%
			QTY: 31-75	49.7%
			QTY: 76+	52.3%
	Manufacturer 14	IZZY	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 15	KI		47%
	Manufacturer 16	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 17	M CUSTOM		47.00%
	Manufacturer 18	MAYLINE		56.70%
	Manufacturer 19	NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 20	NUCRAFT	\$0 - \$100,000	47.6%
			\$100,001 - \$200,000	50.2%
			\$200,001+	NEGOTIABLE
	Manufacturer 21	OFS		53.00%
	Manufacturer 22	PS FURNITURE	\$0 - \$100,000	52.9%
			\$100,001 - \$250,000	55.2%
	Manufacturer 23	SAFCO		47%
	Manufacturer 24	SPEC		52.30%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 25	TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
	Manufacturer 26	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
Wood Side Tables	Manufacturer 1	KNOLL	KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 3	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 4	ARPER	\$0 - \$200,000	41%
			\$200,001+	NEGOTIABLE
	Manufacturer 5	BEAUFURN		47%
	Manufacturer 6	C&A		52.50%
	Manufacturer 7	CABOT WRENN	\$0 - \$50,000	47%
			\$50,001 - \$200,000	48.60%
			\$200,001 - \$400,000	49.70%
	Manufacturer 8	CAROLINA BUSINESS FURNITURE		47.50%
	Manufacturer 9	CUMBERLAND		46%
	Manufacturer 10	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
			\$50,000 +	56.70%
	Manufacturer 11	DAVID EDWARD		47%
	Manufacturer 12	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 13	FIRST OFFICE		53.0%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 14	GUNLOCKE		52.90%
	Manufacturer 15	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%
	Manufacturer 16	IDEON	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 17	INTEGRA	\$0 - \$150,000	47.50%
			\$150,001+	NEGOTIABLE
	Manufacturer 18	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 19	KELHAUER		49%
	Manufacturer 20	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 21	KRUG HEALTHCARE	\$0 - \$200,000	46%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 22	LELAND/FRESHCOAST	\$0 - \$25,000	47.50%
			\$26,000 - \$50,000	48.60%
			\$51,000+	49.70%
	Manufacturer 23	LOEWENSTEIN		47.00%
	Manufacturer 24	M/CUSTOM		47.00%
	Manufacturer 25	MARTIN BRATTRUD	\$0 - \$100,000	47%
			\$100,001+	NEGOTIABLE
	Manufacturer 26	NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 27	NUCRAFT	\$0 - \$100,000	47.6%
			\$100,001 - \$200,000	50.2%
			\$200,001+	NEGOTIABLE
	Manufacturer 28	OFS		53.00%
	Manufacturer 29	SPEC		52.30%
	Manufacturer 30	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
	Manufacturer 31	WCI	\$0 - \$150,000	47.60%
			\$150,001+	NEGOTIABLE

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price

I. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
Glass/stone Top Side Tables	Manufacturer 1	KNOLL	KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	ALLERMUIR	\$0 - \$99,999	49%
			\$100,000 +	51.50%
	Manufacturer 3	ARCADIA	\$0 - \$75,000	49.70%
			\$75,001 - \$150,000	51.29%
			\$150,001 - \$250,000	52.30%
			\$250,001+	NEGOTIABLE
	Manufacturer 4	ARPER	\$0 - \$200,000	41%
			\$200,001+	NEGOTIABLE
	Manufacturer 5	C&A		52.50%
	Manufacturer 6	CABOT WRENN	\$0 - \$50,000	47%
			\$50,001 - \$200,000	48.60%
			\$200,001 - \$400,000	49.70%
	Manufacturer 7	CAROLINA BUSINESS FURNITURE		47.50%
	Manufacturer 8	CUMBERLAND		46%
	Manufacturer 9	DARRAN	\$0 - \$24,999	52.90%
			\$25,000 - \$49,999	55%
		\$50,000 +	56.70%	
Manufacturer 10	DAVID EDWARD		47%	
Manufacturer 11	ERG	\$0 - \$50,000	47%	
		\$50,001 - \$200,000	49.70%	
		\$200,001 - \$400,000	NEGOTIABLE	
Manufacturer 12	FIRST OFFICE		53.0%	
Manufacturer 13	GLOBAL	Orders under \$16,500 list	56.0%	
		Orders over \$16,500 list	59.0%	
Manufacturer 14	GUNLOCKE		52.90%	
Manufacturer 15	HBF	0-\$150,000	46.50%	
		\$150,001-\$300,000	49%	
		\$300,001+	52%	
Manufacturer 16	INTEGRA	\$0 - \$150,000	47.50%	
		\$150,001+	NEGOTIABLE	

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 17	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 18	KEILHAUER		49%
	Manufacturer 19	KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 20	KRUG HEALTHCARE	\$0 - \$200,000	46%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 21	LELAND/FRESHCOAST	\$0 - \$25,000	47.50%
			\$25,000 - \$50,000	48.60%
			\$51,000+	49.70%
	Manufacturer 22	LOEWENSTEIN		47.00%
	Manufacturer 23	M CUSTOM		47.00%
	Manufacturer 24	MARTIN BRATTRUD	\$0 - \$100,000	47%
			\$100,001+	NEGOTIABLE
	Manufacturer 25	NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 26	NUCRAFT	\$0 - \$100,000	47.6%
			\$100,001 - \$200,000	50.2%
			\$200,001+	NEGOTIABLE
	Manufacturer 27	OFS		53.00%
	Manufacturer 28	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
	Manufacturer 29	WCI	\$0 - \$150,000	47.60%
			\$150,001+	NEGOTIABLE
Display Cases/Magazine & brochure holders	Manufacturer 1	EGAN VISUAL		49.50%
	Manufacturer 2	PETER PEPPER		41%
	Manufacturer 3	MAGNUSON	\$0 - \$100,000	43.60%
			\$100,001+	NEGOTIABLE
	Manufacturer 4	SAFCO		47%
	Manufacturer 5	SPARKEOLOGY		47.50%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
Ergonomic Tools (Keyboard Trays, foot rest, & Monitor Arms)	Manufacturer 1	KNOLL	KNOLL EXTRA	
			\$0 - \$100,000	62.50%
*ADDED SOME LIGHTING MANUFACTURERS.			\$100,001 - \$250,000	63.50%
*ADDED TREADMILL DESK.			\$250,001+	NEGOTIABLE
	Manufacturer 2	ECA		NET +15%
	Manufacturer 3	ESI	ERGONOMIC ACCESSORIES & LIGHTING	55.80%
			PREMIUM BASES: ESPREE PNUEMATIC; PREMIUM ELECTRIC & PREMIUM CRANK	53.40%
			CORE & TRIUMPH BASES	57.20%
			VICTORY 2VT/ 3VT BASES	62.70%
			ALL FLEX BASES	57.20%
	Manufacturer 4	EVOLVE		62.50%
	Manufacturer 5	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 6	HUMANSCALE	ERGO PRODUCTS	
			\$0 - \$50,000	62.40%
			\$50,001 - \$250,000	64.50%
			SIT STAND SOLUTIONS	
			\$0 - \$25,000	47%
			\$25,001 - \$50,000	48.6%
			\$50,001+	NEGOTIABLE
			OMT TABLE	
			\$0 - \$75,000	53.9%
			\$75,001 - \$150,000	55.5%
			\$150,001	NEGOTIABLE
	Manufacturer 7	INMOVEMENT		16.667%
	Manufacturer 8	KONCEPT LIGHTING	\$0 - \$50,000	49.10%
			\$50,001 - \$200,000	50.20%
			\$200,001 - \$400,000	51.80%
	Manufacturer 9	LIGHT CORP	\$1.00-\$10,000	55.20%
			\$10,001 and above	58.80%
	Manufacturer 10	MAYLINE		56.70%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 11	MAGNUSON	\$0 - \$100,000	43.60%
			\$100,001+	NEGOTIABLE
	Manufacturer 12	SAFCO		47%
	Manufacturer 13	TRENDWAY	CHOICES, CONTRADA, CAPTURE	
			\$0 - \$250,000	65.20%
			\$250,001 - \$500,000	68.20%
			\$500,001 - \$1,841,620.00	70.30%
			TRIG & INTRINSIC	
			\$0 - \$250,000	61%
			\$250,001 - \$500,000	63%
			\$500,001 - \$1,841,620.00	65.20%
Display boards, White/Bulletin/Mobile ***Added Glass Boards.	Manufacturer 1	KNOLL	KNOLL EXTRA	
			\$0 - \$100,000	62.50%
			\$100,001 - \$250,000	63.50%
			\$250,001+	NEGOTIABLE
	Manufacturer 2	CARVART		47%
	Manufacturer 3	CLARUS		52.50%
	Manufacturer 4	EGAN VISUAL		49.50%
	Manufacturer 5	EVOLVE		62.50%
	Manufacturer 6	FULBRIGHT	\$0 - \$200,000	47.0%
			\$200,001+	NEGOTIABLE
	Manufacturer 7	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 8	KI		47%
	Manufacturer 9	MAGNUSON	\$0 - \$100,000	43.60%
			\$100,001+	NEGOTIABLE
	Manufacturer 10	PETR PEPPER		41%
	Manufacturer 11	SAFCO		47%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price	
Fully Upholstered Lounge Furniture	Manufacturer 1	KNOLL	K LOUNGE		
			\$0 - \$100,000	58%	
			\$100,001 - \$250,000	62%	
			\$250,001+	NEGOTIABLE	
	Manufacturer 2	ALLERMUIR	KNOLL STUDIO	\$0 - \$100,000	59%
				\$100,001 - \$250,000	61%
				\$250,001+	NEGOTIABLE
				\$0 - \$99,999	49%
	Manufacturer 3	ARCADIA		\$100,000 +	51.50%
				\$0 - \$75,000	49.70%
				\$75,001 - \$150,000	51.29%
				\$150,001 - \$250,000	52.30%
	Manufacturer 4	BEAUFURN		\$250,001+	NEGOTIABLE
				\$0 - \$50,000	47%
				\$50,001 - \$200,000	48.60%
				\$200,001 - \$400,000	49.70%
	Manufacturer 5	CABOT WRENN			47.50%
					54.50%
	Manufacturer 6	CAROLINA BUSINESS FURNITURE		\$0 - \$100,000	54.50%
				\$100,000+	NEGOTIABLE
	Manufacturer 7	COMMUNITY			46%
					52.90%
	Manufacturer 8	CUMBERLAND		\$0 - \$24,999	52.90%
				\$25,000 - \$49,999	55%
Manufacturer 9	DARRAN		\$50,000 +	56.70%	
				52.90%	
Manufacturer 10	DAUPHIN			47%	
				47%	
Manufacturer 11	DAVID EDWARD		\$0 - \$75,000	54.30%	
			\$75,001 - \$150,000	55.20%	
Manufacturer 12	ENCORE		\$150,001 - \$250,000	56.70%	
			\$250,001+	NEGOTIABLE	
Manufacturer 13	ERG		\$0 - \$50,000	47%	
			\$50,001 - \$200,000	49.70%	
			\$200,001 - \$400,000	NEGOTIABLE	

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 14	FIRST OFFICE		53.0%
	Manufacturer 15	GLOBAL	Orders under \$16,500 list	56.0%
			Orders over \$16,500 list	59.0%
	Manufacturer 16	GRAND RAPIDS CHAIR		47.0%
	Manufacturer 17	GUNLOCKE		52.90%
	Manufacturer 18	HARTER	\$0-\$9999.00	50.5%
			\$10,000 to \$75,000	53.0%
			\$75,001 to \$150,000	54.0%
			\$150,001 to \$300,000	55.50%
	Manufacturer 19	HBF	0-\$150,000	46.50%
			\$150,001-\$300,000	49%
			\$300,001+	52%
	Manufacturer 20	HOWE	40/4 - all versions with wire frame*. SixE 4-leg or sled frame*, excl. full upholstered	
			QTY: 1-200	47%
			QTY: 201-500	49.7%
			QTY: 501+	52.3%
			SixE Learn, black or white tablet	
			QTY: 1-300	47%
			QTY: 301-500	49.7%
			QTY: 501+	NEGOTIABLE
	Manufacturer 21	IDEON	Orders \$99.9k list and under.	55%
			Orders \$100k list and over.	56.20%
	Manufacturer 22	INTEGRA	\$0 - \$150,000	47.50%
			\$150,001+	NEGOTIABLE
	Manufacturer 23	JSI	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 24	KEILHAUER		49%
		KI		47%
		KRUG	\$0 - \$200,000	50%
			\$200,001 - \$400,000	NEGOTIABLE
		KRUG HEALTHCARE	\$0 - \$200,000	46%
			\$200,001 - \$400,000	NEGOTIABLE
		LELAND/FRESHCOAST	\$0 - \$25,000	47.50%
			\$26,000 - \$50,000	48.60%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
			\$51,000+	49.70%
		LOEWENSTEIN		47.00%
		MARTIN BRATRUD	\$0 - \$100,000	47%
			\$100,001+	NEGOTIABLE
		MAYLINE		56.70%
		NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE
		NORIX		47%
		OFS		53.00%
		SAVOY		41%
		SOURCE	\$0 - \$200,000	52.50%
			\$200,001+	NEGOTIABLE
		SPARKEOLOGY		47.50%
		SPEC		52.30%
		STYLEX		47.50%
		TENJAM	Order Under \$14,999	41%
			Order Over \$15,000	47%
		TRENDWAY	SEATING & TABLES	
			\$0 - \$350,000	60%
			\$350,001 - \$1,433,487.00	61%
			FEEK	29.40%
		VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
Lab Furniture	Manufacturer 1	KNOLL	SYSTEMS: ANTENNA, AUTOSTRADA, CURRENTS, DIVIDENDS, REFF, REUTER	
			\$0 - \$500,000	73.50%
			\$500,001 - \$1.5M	75.50%
			\$1.5M+	NEGOTIABLE
	Manufacturer 2	BERCO		55.20%
	Manufacturer 3	COMMUNITY	\$0 - \$100,000	54.50%
			\$100,000+	NEGOTIABLE
	Manufacturer 4	DIVIERSIFIED WOODCRAFT		47%

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
	Manufacturer 5	ERG	\$0 - \$50,000	47%
			\$50,001 - \$200,000	49.70%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 6	NEVINS	\$0 - \$50,000	47.50%
			\$50,001 - \$200,000	49%
			\$200,001 - \$400,000	NEGOTIABLE
	Manufacturer 7	VERSTEEL	\$0 - \$150,000	49%
			\$150,001 - \$300,000	50.20%
			\$300,001+	51.40%
Auditorium Seating	Manufacturer 1	AMERICAN SEATING	ALL FIXED SEATING PRODUCTS	
			\$0 - \$75,000	41.80%
			\$75,001+	53.40%
	Manufacturer 2	KI		47%
Demountable Wall Systems	Manufacturer 1	DIRTT	WALLS	
			\$0 - \$50,000	1.26%
			\$50,001 - \$200,000	14.36%
			POWER	
			\$0 - \$20,000	1.26%
			\$20,001 - \$50,000	3.27%
			\$50,001 - \$200,000	9.32%
	Manufacturer 2	KI		47%
	Manufacturer 3	TRENDWAY	TRENDWALL, VOLO, CLEAR	
			\$0 - \$7,500	52.90%
			\$7,501 - \$15,000	54.90%
			\$15,001 - \$25,000	58%
			\$25,001 - \$50,000	61%
			\$50,001 - \$100,000	64%
			\$100,001 - \$1,667,779	67.20%
Sound Masking	Manufacturer 1	Lencore	NET +15%	
	Manufacturer 2	Framery	40.0%	

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
Outdoor Furniture	Manufacturer 1	BEAUFURN		47%
	Manufacturer 2	KI		47%
	Manufacturer 3	KNOLL	KNOLL STUDIO	
			\$0 - \$100,000	59%
			\$100,001 - \$250,000	61%
			\$250,001+	NEGOTIABLE
	Manufacturer 4	LANDSCAPEFORMS		NET +10%
	Manufacturer 5	LELAND	\$0 - \$25,000	47.50%
			\$26,000 - \$50,000	48.60%
			\$51,000+	49.70%
Manufacturer 6	JANUS ET CIE		NET +15%	
Manufacturer 7	MAGNUSON	\$0 - \$100,000	43.60%	
		\$100,001+	NEGOTIABLE	
Manufacturer 8	PETER PEPPER		41%	
Manufacturer 9	WCI	\$0 - \$150,000	47.60%	
		\$150,001+	NEGOTIABLE	
Manufacturer 10	WOODARD	UP TO 50 PIECES ON 1 PURCHASE ORDER	52%	
		51 TO 100 PIECES ON 1 PURCHASE ORDER	57.50%	
		OVER 100 PIECES ON 1 PURCHASE ORDER	61.50%	

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
Dorm Furniture	Manufacturer 1	KI		47%
	Manufacturer 2	NORIX		47%
	Manufacturer 3	SAVOY		41%
Used Furniture - Systems	Supplier 1	NOT BIDDING		
	Supplier 2			
	Supplier 3			
Used Furniture Free Standing	Supplier 1	NOT BIDDING		
	Supplier 2			
	Supplier 3			
Used Furniture Storage	Supplier 1	NOT BIDDING		
	Supplier 2			
	Supplier 3			
Used Furniture Seating	Supplier 1	NOT BIDDING		
	Supplier 2			
	Supplier 3			

1. Product Type	Partner Companies	Manufacturer Name	Tier	Percent off List Price
2. Design:				
Design fees:	Rate per hour	\$65.00		
3. Delivery fees:				
During standard Universities' business hours:	Rate per hour	\$65.00		
During non-standard Universities' business hours:	Rate per hour	\$97.50		
	*Note	Large projects will be quoted per scope of work and by man hours, in order to be the most cost effective to the University.		
4. Installation fees:				
During standard Universities' business hours:	Rate per hour	\$65.00		
During non-standard Universities' business hours:	Rate per hour	\$97.50		
	*Note	Large projects will be quoted per scope of work and by man hours, in order to be the most cost effective to the University.		
5. Reconfigure existing product:				
Tear down	Rate per hour	\$65.00		
Re-Installation	Rate per hour	\$65.00		