

Vendor	Discount Percentage - FOB Destination				Discount Percentage - Installed			
	\$100-\$5,000	\$5,001-\$50,000	\$50,001-\$100,000	<\$100,000	\$100-\$5,000	\$5,001-\$50,000	\$50,001-\$100,000	<\$100,000
Adden Furniture	45%	48%	52%	55%	39%	42%	46%	49%
Badger State Industries (BSI)	51%	51%	51%	51%	43%	43%	43%	43%
Blockhouse*	37%	41%	44%	46%	37%	41%	44%	46%
Brill Company	45%	45%	47%	CALL	44%	44%	46%	CALL
Buckstaff Company	55%	65%	65%	65%	CALL	CALL	CALL	CALL
DCI, Inc	40%	40%	44%	47%	CALL	CALL	CALL	CALL
Dubois Wood Products	42%	49%	52%	55%	38%	46%	49%	52%
Ecologic, Inc.	49%	54%	57%	59%	46%	51%	54%	56%
Foliot Furniture Co.	35%	38%	42%	47%	26%	29%	36%	43%
Krueger International	40%	45%	50%	55%	35%	40%	45%	50%
KLN Steel Products Co.	0%	25%	35%	40%	CALL	CALL	CALL	CALL
KLN Steel Products Co. (Furniture By Thurston /1st Mountain Line)	0%	30%	40%	50%	CALL	CALL	CALL	CALL
Lakewood Manufacturing**	0%	3%	5%	6%	CALL	CALL	CALL	CALL
Mastercraft Specialties								
ModuForm, Inc.	50%	50/2%	50/3%	50/5%	42	42/2%	42/3%	42/5%
New England Woodcraft, Inc.	0%	20%	30%	40%	CALL	CALL	CALL	CALL
RT London - Orchestra Collection	50%	50%	50%	50%	48%	48%	48%	48%
RT London - All Other Lines	60%	60%	60%	60%	58%	58%	58%	58%
Sauder Manufacturing Co.	52%	54%	53%	57%	49%	51%	52%	54%
Southwest Contract	40%	45%	45%	50%	30%	40%	40%	45%
University Loft Company***	.088%	.176%	.527%	.878%	CALL	CALL	CALL	CALL

\* Blockhouse - If less than 11 total pieces packaging and common carrier freight charges will apply

\*\* Lakewood - Discount is off of GSA pricing and does not include freight. Freight is guaranteed to be no more than 15% of order total. GSA Pricing is 50/10/5.

\*\*\* University Loft Company Discount is off GSA Pricing