

MSRP Discount Schedule

AEPA Contract #IFB022-A

Contract Period: March 1, 2022 - February 28, 2024

Manufacturer	\$0-\$1000	\$1,001-\$5,000	\$5,001-\$15,000	\$15,001-\$100,000	\$100,001-\$250,000	\$250,001+
AIS Systems, Casgood & Tables	63%	65%	67%	69%	75%	75%
AIS Divi Fast Track	67%	69%	71%	72%	78%	78%
AIS Seating	45%	47%	47%	49%	50%	53%
Bretford	1%	1%	4%	8%	13%	13%
Brodart	40%	42%	44%	46%	48%	48%
Carpets for Kids	20%	20%	20%	22%	25%	27%
CEF	24%	24%	24%	24%	26%	27%
Childcraft	66%	66%	68%	68%	71%	71%
Children's Factory	10%	10%	10%	10%	12%	14%
Classroom Select	66%	66%	68%	68%	71%	71%
Copernicus	23%	25%	28%	31%	34%	34%
Diversified Woodcrafts	50%	50%	50%	50%	50%	55%
Draper	1%	1%	4%	6%	13%	13%
Dukane	31%	33%	36%	39%	42%	42%
EKO	35%	35%	35%	35%	37%	38%
Eurotech	35%	37%	39%	42%	45%	45%
Everlast Climbing	2%	2%	2%	2%	4%	4%
Field Controls	54%	54%	55%	56%	56%	57%
Fire King	36%	38%	41%	43%	46%	46%
Flagship Carpets	18%	19%	20%	21%	22%	30%
Fleetwood	20%	20%	20%	22%	30%	30%
Foundations Worldwide INC	2%	2%	2%	2%	2%	2%
Ghent	31%	33%	35%	37%	39%	40%
Global	35%	35%	35%	35%	42%	42%
Global - Office to Go	38%	40%	43%	45%	48%	48%
Haskell	31%	33%	36%	39%	42%	42%
High Point	40%	40%	41%	44%	46%	46%
Hon	33%	35%	38%	40%	43%	43%
Interior Concepts	36%	38%	40%	43%	45%	45%
Ironwood	37%	39%	42%	44%	47%	47%
Jaypro Sports	1%	1%	1%	1%	1%	1%
KFI Studio	41%	42%	43%	44%	45%	45%
Luxor	34%	35%	36%	37%	38%	39%
Martin Yale Industries	1%	3%	4%	5%	6%	8%

Manufacturer	\$0-\$1000	\$1,001-\$5,000	\$5,001-\$15,000	\$15,001-\$100,000	\$100,001-\$250,000	\$250,001+
Media Technologies	40%	40%	40%	40%	48%	49%
Mien	16%	16%	16%	16%	16%	16%
Monaco LLS	10%	11%	12%	13%	15%	16%
Mooreco - Balt - Best Rite	36%	36%	37%	42%	43%	43%
Mooreco - Vanerum	32%	32%	32%	32%	34%	35%
Mooreco - Soft Seating	32%	32%	32%	32%	34%	35%
National Recreation Systems	1%	1%	1%	1%	1%	1%
National Public Seating/ Oklahoma Sound	35%	35%	35%	38%	41%	41%
Palmer Hamilton	35%	36%	37%	37%	38%	39%
Paragon Furniture INC	36%	36%	36%	36%	38%	39%
Paragon IND	8%	9%	10%	12%	13%	14%
Perpetual	40%	42%	44%	46%	49%	49%
Plymod - Foldcraft	39%	39%	39%	39%	41%	42%
Republic Storage	26%	26%	26%	28%	31%	32%
Safco	39%	39%	39%	39%	45%	45%
Sandusky Lee	45%	45%	45%	45%	47%	47%
School Specialty F& E Catalog	14%	14%	14%	14%	14%	14%
Screenflex	1%	1%	1%	1%	1%	1%
Securitech Group INC	14%	17%	19%	21%	23%	25%
Sedia Systems	23%	25%	27%	29%	31%	33%
Skutt Ceramic Products	8%	9%	10%	12%	13%	14%
Sico	24%	24%	24%	24%	26%	27%
Stevens Industries	14%	17%	19%	21%	23%	25%
Stevens Industries - Tot Mate	6%	8%	11%	13%	16%	18%
Tenjam	23%	25%	28%	32%	34%	35%
Tesco	26%	26%	26%	28%	31%	33%
Ubtech Robotics Corp	1%	1%	1%	1%	1%	1%
Ultraplay/Ultrasite/Playcore	2%	2%	2%	2%	2%	2%
Waddell	31%	33%	35%	37%	39%	40%
WB Mfg.	58%	58%	58%	58%	59%	60%
ZK Teco	30%	30%	30%	30%	30%	30%



All products are priced FOB 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 as actual charges. Delivered pricing provides for dock/tailgate delivery. Installation: Standard installation to be quoted and cost will not exceed 15% of the order total. Prevailing Wage/Union installation to be quoted and cost will not exceed 28% of the order total.



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