



### MSBA/MHEC 2022 Manufacturer Pricing Matrix

MHEC Standard Contract			CPP Program							
Brand	Discount	Installation	Discount	Discount Applied	Price List	Installation	Order By	Ship By	Deliver By	Additional Notes
<b>Alumni</b>	MHEC Discount 40% <\$25K, 51% \$25K+, 57% \$100K+, 58% \$250K+, 60% \$400K+	Included	+2% = 59% \$100K+, 60% \$250K+, 62% \$400K+	Each individual district's order	MHEC Approved Pricing (11.1.2021)	Included	7/31/2022	180 Days ROO	n/a	Under \$3000 freight is additional; Prevailing wages additional
<b>AmTab</b>	MHEC Discount max at 53% >\$50K	Additional; Not to exceed 15%	57%	From \$1	MHEC Approved	Additional; Not to exceed 15%	Quotes are valid for 60 days	90 Days ROO	n/a	Prevailing wages install not to exceed 20%
<b>Artcobell</b>	MHEC Discount max at 38% >\$150K	Additional; Not to exceed 14%	50% 4-leg & Cantilever Seating without Storage & 45% all other	From \$1	MHEC Approved Pricing (7.1.21.v6 effective 1/1/22)	10%	7/15/2022	n/a	120 days	At time of order factory may be able to waive the 120 days; Prevailing wages additional
<b>KI</b>	MHEC Discount max at 51.5% >\$500K	Additional; Not to exceed 16%, to be confirmed after install specs provided	52%	From \$1	MHEC Approved Pricing (12.1.2021 +5% Surcharge.Effective June 1,2022 10% Surcharge)	Additional; 12%, standard installation (except for fixed seating & demountable wall products) - carry ups etc. may incur additional costs	Quotes are valid for 60 days	120 Days ROO	n/a	Freight is included except for Fixed Seating & Genius/Lightline/Evoke Movable Walls; Prevailing wage requests must be quoted
<b>Fleetwood</b>	MHEC Discount max at 34% >\$100K	Additional; Est. 12% - to be confirmed after install specs are provided	>\$750K +2%; >\$1.25M + .5%	Once Threshold has been met, via rebate by dealership	MHEC Approved Pricing	Additional; Est. 12%, to be confirmed after install specs provided	12/31/2022	28-Feb-23	n/a	Prevailing wages additional
<b>Scholarcraft</b>	MHEC Discount max at 42% >\$50K	Included	Student Chairs (except 5400 Series) - 65% 2Thrive 5400 Series Chairs - 80% Student Desks (except 7000 series) - 65% Desks 7000SP, 7030SP and 7300SP - 70% Tables & Soft Seating 60%	From \$1	MHEC approved(2022 V1.c)	Additional: 12%, standard installation - carry ups etc. may incur additional costs			n/a	Prevailing wages additional
<b>Sico</b>	MHEC Discount max at >\$250K 42%	Included	43%	From \$1	MHEC Approved Pricing (12.1.2021)	Included	Quotes are valid for 60 days			Freight is included for orders >\$15K; less than = 12%; prevailing wages additional
<b>Smith System</b>	MHEC Discount max at 39% \$1M+	Included	39%	From \$1	MHEC Approved Pricing (1/1/22, +3% Logistics Surcharge)	Included	Confirm lead times to ensure ability to ship by end of year	31-Dec-22	n/a	Prevailing wages 33% from \$1; Additional discount 1% back to \$1 once \$1M has been met
<b>VS</b>	MHEC Discount max at 27% >\$250K	Included	29%	From \$1	MHEC Approved Pricing	Included	Quotes are valid for 60 days	9 months ROO	n/a	Prevailing wages additional

**Price List:** Contractual Obligation requires 60 days advance notice of any price increase and approval by MHEC

updated: 4/07/22

**Installation:** Where included is for basic installation for weekdays, standard hours. Stair carry-ups, and other special requests may incur additional charges and must be identified

**Purchase Orders are placed with the selected dealer:**

**Alumni:** Brand available from Insalco, Meteor, Monitor, RedThread, Robert H. Lord, School Furnishing, Worspace Interiors, Office Depot

**AmTab:** Brand available from MeTEOR Education, RedThread, School Furnishings, Staples and Today's Classroom

**Artcobell:** Brand available from RedThread - Improved discount to 50% for 4 leg & Cantilever Seating (without storage) and 45% for all other - Storage units may have additional freight

**KI:** Brand available from Creative Office Pavilion, RedThread, Robert H. Lord

**Fleetwood:** Brand available from RedThread, Robert H. Lord, School Furnishings and School Specialty

**Scholarcraft:** Brand available from Meteor, WB Mason

**Sico:** Brand available from Robert H. Lord

**Smith System:** Brand available from RedThread and Robert H. Lord

**VS:** Brand available from Creative Office Pavilion, Robert H. Lord and Tucker Library Interiors