

# Schedule E Discount Matrix



## Davis School District

### RFP #KH24-003

### Request for Proposals – Furniture, Fixtures, & Related Services

\*Discounts will remain firm for the term of an awarded contract. In addition, School Specialty may provide deeper discounts than those listed below based on the size and scope of the opportunity.

Manufacturer	\$0–\$10,000	\$10,001–\$100,000	\$100,001–\$250,000	\$250,001+
AIS Systems, Caseload & Tables	63%	67%	75%	75%
AIS Divi Fast Track	67%	71%	78%	78%
AIS Seating	45%	47%	50%	53%
Alumni	43%	44%	45%	46%
Amtab	29%	30%	31%	32%
Aurora Storage	32%	33%	34%	35%
Bailey Potter Equipment	1%	1%	1%	1%
Bird-in-Hand / Childcraft	68%	69%	70%	71%
Bretford	1%	4%	8%	13%
Califone	3%	7%	10%	13%
Carpets for Kids	20%	22%	25%	27%
CEF	20%	22%	25%	27%
Central Restaurant (quote basis)	0%	0%	0%	0%
Children’s Factory	18%	20%	23%	25%
Classroom Select	69%	70%	71%	72%
Clinton Industries	10%	12%	14%	14%
Copernicus	28%	30%	33%	35%
Diversified Woodcrafts	50%	52%	54%	55%
Draper	1%	4%	6%	13%
Dukane	36%	38%	40%	42%
EKO	34%	35%	36%	37%
Everlast Climbing	2%	2%	2%	4%
Fire King	34%	35%	37%	39%
Flagship Carpets	18%	20%	22%	30%
Fleetwood	20%	22%	25%	27%
Foundations Worldwide INC	2%	2%	2%	2%
Frasch!	23%	24%	25%	26%
Ghent	34%	36%	39%	40%
Global	36%	38%	41%	42%
Global — Offices To Go	42%	44%	46%	48%
Global Industrial (quote basis)	0%	0%	0%	0%
Gressco (quote basis)	0%	0%	0%	0%
Haskell	36%	38%	40%	42%
Hon	33%	38%	40%	43%
Interior Concepts	40%	42%	44%	45%
Ironwood	42%	43%	45%	47%
Jaypro Sports	1%	1%	1%	1%
Jonti-Craft	6%	7%	8%	10%
KFI Seating	47%	48%	50%	52%

Manufacturer	\$0–\$10,000	\$10,001–\$100,000	\$100,001–\$250,000	\$250,001+
Lakeside Mfg	23%	24%	25%	26%
Legend Fitness	1%	2%	3%	5%
Luxor	18%	20%	23%	25%
Martin Yale Industries	2%	4%	6%	9%
Media Technologies	36%	38%	40%	42%
Mien	16%	16%	16%	16%
Mitchell Furniture	29%	30%	31%	32%
MyTCoat	1%	2%	3%	4%
Mooreco - Balt - Best Rite	37%	38%	41%	42%
Monaco LLC	10%	12%	16%	18%
National Public Seating / Oklahoma Sound	35%	37%	40%	41%
Nook	20%	22%	25%	27%
Palmer Hamilton	35%	36%	37%	38%
Paragon Furniture	35%	36%	37%	38%
Professional Development Support by SSL	20%	25%	30%	35%
Projects by Design	Value added service: No Charge			
Republic Storage (KC Bin)	26%	28%	31%	32%
Sax Arts&Craft	14%	14%	14%	14%
School Specialty F & E Catalog	14%	14%	14%	14%
Screenflex	1%	1%	2%	2%
Sedia Systems	23%	25%	27%	29%
Skutt Ceramic Products	8%	9%	10%	12%
Sico	24%	24%	26%	27%
Sportsfield Specialties (quote basis)	0%	0%	0%	0%
Stevens Industries	14%	17%	19%	21%
Stevens Industries – Tot Mate	6%	8%	11%	13%
Smith System	20%	22%	25%	27%
Tenjam	36%	38%	40%	42%
Ubtech Robotics Corp.	1%	1%	1%	1%
Ultra Play	2%	2%	2%	2%
Ultra Site	4%	5%	7%	8%
Waddell	31%	33%	35%	37%
WB Mfg.	57%	58%	59%	59%

All products are priced FOB to all member agencies. Delivered pricing provides for dock/tailgate delivery during normal business hours (8:00 am- 4:00 pm, Monday-Friday). Additional delivery requirements such as inside delivery, lift gate, limited access sites and the exception of weekend deliveries will incur additional expense and will be the responsibility of the member.

Note: Standard installation to be quoted on a project-by-project basis, and cost will not exceed 18% of the project total. Prevailing wage/Union installation to be quoted and cost will not exceed 28% of the order total.