

# SEIBOLD+BAKER

## GSA CONTRACT INFO

REV 12/8/2023

MFG / CONTRACT # / PRICER DATE	VOLUME TIER	GSA END USER DISCOUNT		FREIGHT
<b>9to5 Seating</b>	Below discount schedule excludes the following states: AZ-CA-NV-OR-UT-WA			
<b>GS-28F-0013X</b>	\$1 - \$15,000 List	60.7%		included
Current Online Pricer	\$15,001 - \$25,000 List	61.7%		"
	\$25,001 - \$50,000 List	62.7%		"
	\$50,001 - \$75,000 List	63.7%		"
	\$75,001 - \$250,000 List	64.7%		"
<b>ALLE</b>	Call For Quote			Call For Quote
<b>GS-07F-0026T</b>				
<b>BEAUFURN</b>				
<b>GS-28F-0005Y</b>	any quantity	60%		Call For Quote
2018 GSA Price List				minimum handling charge of \$75 net on orders under \$3,000 list also applied
<b>BIOFIT</b>				Call For Quote
<b>GS-28F-0044Y</b>				
Seating, Carts, Fold n' Roll Tables	1 - 24 items	51.91%		add \$10 per net
	25 or more items	54.61%		per chair under \$3,500 list
<b>GS-28F-0045Y</b>				
All Other Tables	1 - 24 items	51.91%		freight incl.
	25 or more items	54.61%		
<b>CALYX by CLARIDGE</b>				
<b>GS-28F-0042U</b>	any quantity	66.70%		
<b>INTEGRA</b>				
<b>GS-27F-033DA</b>	\$1 - \$99,999 List	55.87%		minimum order charge of \$300 net will apply for orders under \$7,500 List.
	\$100,000 to \$200,000 List	56.80%		"
	\$200,001 to \$300,000 List	57.26%		"
	\$300,001 + List	58.19%		"
<b>IOA</b>	(Commercial Marketing Associates Holds Contract) Email: cma.hq@cma-gsa.com			
<b>GS-27F-0007P</b>	\$1 - \$99,999 List	49%		Call For Quote
Current Online Pricer	\$100,000 - \$199,999 List	Plus 1%		
	\$200,000 - \$299,999 List	Plus 2%		
	\$300,000 - \$399,999 List	Plus 3%		
	\$400,000 - \$499,999 List	Plus 4%		

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<b>KFI STUDIOS</b>	Send all orders directly to KFI Studios		
<b>GS-28F-0023W</b>	any quantity	60.70%	Orders over \$1,500 list are FOB Destination. (Dock to Dock)
<b>GS-28F-0052W</b>	"	"	Orders under \$1,500 list are charged a flat \$80 shipping charge
<b>LESRO</b>	Send all orders directly to Lesro	Dealer Salesperson is eligible for 2% spiff	
<b>47QSCA18D000L</b>	\$1 - \$14,999 List	59.2%	Orders over \$2,000 list are FOB Destination. (Dock to Dock)
	\$15,000 - \$29,999 List	60.04%	orders under \$2,000 list, add 6% of list
	\$30,000 - \$59,999 List	60.45%	"
	\$60,000 - \$99,999 List	60.87%	"
	\$100,000 -MOL List	61.30%	"
<b>SURFACEWORKS</b>	Less Than \$35,000 List	55.7%	\$95 Net On Orders
<b>GS-27F-0051W*</b>	\$35,000-\$99,999 List	57.03%	Less Than \$3,500
<b>GS-27F-0050W** (small business)</b>	\$100,000 - \$149,999 List	57.92%	List
*Tables & Accessories	\$150,000 - \$224,999 List	58.80%	
**System Tables & Accessories including izzy+ Collection	\$225,000 - Max	59.69%	
2018 & 2019 Online GSA Pricers			
<b>TAYCO</b>			
<b>GS-27F-000-4Y</b>			
Cosmo Systems Furn. (SIN 711-1)	\$1-\$450,000 List	68.5%	Over \$4000 Net - INCLUDED
Metro, Metro Collab. Caseworks (SIN 711-2)	\$1-\$450,000 List	68.5%	Under \$4000 Net, add \$9% of net (minimum freight charge is \$150)
One-Touch Tables (SIN 711-11)	\$1-\$450,000 List	68.5%	
Current Online Pricer			
<b>TUOHY</b>	Discount From List	52.5% (.475 Multiplier)	Included
<b>GS-27F-0002GA</b>	any quantity	entire Tuohy product offering	No Fuel Surcharge
Current Online Pricer			
SIN 711-8, 711-9, 711-11, 711-16, 711-17, 711-18			
<b>WORKRITE/WORKRITE CANADA</b>			
<b>GS-28F-0030S</b>	\$51 - \$50,813	65%	Included
October 1, 2019 Pricer	\$50,814 - \$214,132	65.5%	"
Ergonomic & Workcenter Accessories, Workstation Furniture (Height Adjustable Tables/Bases)	\$214,133 - \$572,082	66.4%	"
	\$572,083 - \$1,204,819	66.7%	"
<b>GS-03F-061DA</b>	\$1 to \$14,999	54.7%	
October 1, 2019 Pricer	\$15,000 to \$49,999	59.7%	
Line Of Sight Furniture	\$50,000 +	60.8%	
<b>NOTES</b>			
All manufacturers reserve the right to adjust dealer % based on pre-sale activity or lack thereof.			
In order to receive dealer compensation, many manufactures require project registration.			
Some manufacturers require dealers to be registered as an authorized GSA dealer in good standing.			