

Premier Contract Overview

Contract # PP-FA-629

01/01/2018 - 12/31/2020

Furniture & Systems, Casegoods, Seating and Accessories

Payment terms: to be negotiated between Member and Dealer

Discounts

- discounts from 2017 price list
- to be negotiated on orders \$300,000+ (“Large Order” threshold)

End User/Member Pricing

Pricing Tiers	Discounts
<\$75,000	43%
\$75,000 to <\$150,000	44%
\$150,000 to <\$200,000	46%
\$200,000+	48%

**Pricing tiers are list prices*

Pricing

- discount structure is fixed for duration of the contract term
- one price increase (max. 3% average) per contract term

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