

Category	Manufacturer's List Price Catalog	Drop Ship Tier 1 Discount \$0-\$49,999 List Price Per Order	Drop Ship Tier 2 Discount \$50,000 - \$99,999 List Price Per Order	Drop Ship Tier 3 Discount \$100,000 - \$249,999 List Price Per Order	Drop Ship Tier 4 Discount \$250,000+ List Price Per Order
Freestanding Furniture:	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 National Tables version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Seating/Chairs	Seating version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Soft Seating:	Seating version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Filing Systems, Storage and Equipment:	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 National Tables version 12.16.19	55%	55.5%	56%	Negotiable
Library Furniture	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 Seating version 12.16.19 National Tables version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Cafeteria Furniture	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 Seating version 12.16.19 National Tables version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Audio/Visual Furniture	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 National Tables version 12.16.19	55%	55.5%	56%	Negotiable
Educational Office Furniture	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 Seating version 12.16.19 National Tables version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Quick Delivery Products	National Desks + Workstations 1 version 12.16.19 National Desks + Workstations 2 version 12.16.19 Seating version 12.16.19 National Tables version 12.16.19 Etc. by National version 11.2019	55%	55.5%	56%	Negotiable
Services	Hourly Rate Range - Non Union Rates				
Inside Delivery	Quoted on a per order basis.				
Basic Installation - Normal Hours	\$60.00 - \$95.00				
Basic Installation - After Hours	\$100.00-\$150.00				
Design	\$65.00 - \$75.00				
Project Management	\$72.00 - \$125.00				