

# Seibold Baker Associates/GSA Manufacturers

Manufacturer	Volume Tier	GSA Enduser Discount	Dealer Compensation %	Freight
<b>Adjustable</b>	any	56.90%	8%	Dealer Designation
<b>GS-27F-0039M</b>				
<b>Alle</b>	Call for quote		10%	call for quote
<b>GS-07F-0026T</b>				
<b>Connectrac</b>	\$100-\$10,000 net	24.20%	15%	
<b>GS-28F-0016V</b>	\$10,001-\$15,000 net	28.00%	13%	
	\$15,001-\$50,000 net	31.80%	10%	
	\$50,001-\$100,000 net	33.80%	8%	
	\$100,001-\$200,000 net	35.20%	8%	
<b>Fixtures</b>	Discount from List	57.20%	10%	Under \$800.00 list,
<b>GS-29F-0009X</b>	\$10,000 - \$50,000 net	57.2%/4%	10%	add \$40.00
	\$50,001 - \$100,000 net	57.2%/6%	10%	
	\$100,001 - \$150,000 net	57.2%/8%	10%	
	\$150,001 - \$200,000 net	57.2%/10%	10%	
<b>Harter</b>	Discount from List	56.908%	10%	
<b>GS-29F-0155C</b>	\$10,000 - \$25,000 net	56.908%+4% lump sum disc	10%	
	\$25,001 - \$50,000 net	56.908%+6% lump sum disc	10%	
	\$50,001 - \$75,000 net	56.908%+8% lump sum disc	10%	
	\$75,001 - \$100,000 net	56.908%+10% lump sum disc	10%	
	\$100,001 - \$200,000 net	56.908%+12% lump sum disc	10%	
	\$200,001 net plus	negotiable	10%	
<b>Inscape</b>			<b>Pre/Post Sales Activities</b>	
<b>Platform</b>	\$1 - \$250,000 list	67.30%	8.4% / 5%	none
<b>GS-28F-2082D</b>	\$250,001 - \$750,000 list	69.30%	negotiable / 4%	
	\$750,001 - \$1.75 M list	71.30%	negotiable / 4%	
<b>I.A.I. (Reform)</b>	\$1 - \$25,000 list	64.70%	9.8% / 5.0%	
<b>GS-28F-282D</b>	\$25,001 - \$615,000 list	67.30%	negotiable / 5%	
<b>Office Specialty</b>	\$1 - \$11,000 list	65.00%	7% / 4%	
Vertical files	\$11,001 - \$65,000 list	69.00%	7% / 4%	
<b>GS-28F-0008J</b>	\$65,001 - \$1.5 M list	72.00%	6% / 3%	
(all other, incl.	\$1 - \$11,000 list	65.00%	7% / 4%	
laterals,	\$11,001 - \$65,000 list	67.00%	7% / 4%	
storage cabs)	\$65,001 - \$1.5 M list	69.00%	6% / 3%	
<b>ISE</b>	\$1 - \$14,999 list	55.00%	10%	none
<b>GS-28F-7023G</b>	\$15,000 - \$49,999 list	60.00%	10%	
	\$50,000 list plus	61.00%	10%	
<b>Izzy/HAG/Superior</b>	1- 10 units	55.90%	10%	under \$1000 list
<b>GS-29F-0217D</b>	11 + units	59.60%	10%	add \$41
<b>Sitmatic</b>	Discount from List	61.9715%	10%	none
<b>GS-27F-0015Y</b>				
<b>Surface Works</b>	\$1 -\$99,999 list	55.7%	10%	\$95 net on orders
<b>GS-27F-0051W*</b>	\$100,000 - \$149,999 list	57%	10%	less than \$5000
<b>GS-27F-0050W**</b>	\$150,000 - \$224,999 list	57.9%	10%	list
	225,000+ list	58.7%	10%	
				over

