



**Authorized Federal Supply Schedule Terms & Conditions**

***Enterprise Furniture Consultants Inc.***

**608 Folcroft St  
Suite L  
Baltimore, MD 21224  
(410) 342-0630 (phone)  
(410) 342-0631 (fax)  
Email: [brenick@enterprisefc.net](mailto:brenick@enterprisefc.net)  
Website: [www.enterprisefc.net](http://www.enterprisefc.net)**

**Federal Supply Schedule 71-1 Packaged Office Contract  
Contract # **GS-28F-0023U**  
Contract Period 05/14/2008 through 05/13/2013**

**Fed ID #20-1900682  
Cage Code 355N2  
DUNS - 178806928**

**8(a), Service-Disabled Veteran-Owned, HUBZone Small Business**

## Customer Information

1a. Special Item Number: 71-1 Packaged Office Contract

1b. Services Rates:

Installation: \$40 per hour for Supervisor and \$35 per hour for installer for projects up to \$500, Installation projects above \$500 will be negotiated on a project-by-project basis.

Design: \$55 per hour - projects above \$500 will be negotiated on a project-by-project basis.

Ancillary Services: \$40 per hour for Supervisor and \$35 per hour for Installer.

Site Preparation: \$40 per hour for Supervisor and \$35 per hour for Installer.

Storage & Warehousing: Number of skids x \$40 per skid per month.

Project Management: \$65 per hour - projects above \$500 will be negotiated on a project-by-project basis.

2. Enterprise Furniture Consultants, the contract holder will pay IFF fees for all the subcontractors included as part of this Packaged Office contract

3. Point of Production: Depends on manufacturer utilized on project

4. Discounts from List Prices: Per individual manufactures negotiated GSA discounts

5. Quantity Discounts: Per individual manufactures negotiated GSA quantity discounts.

6. Prompt Payment Terms: Per individual manufactures negotiated GSA prompt payment terms.

7. Government Purchase Cards: Contractor will accept government credit cards up to the agency's limit or the micro threshold amount of \$3,000 whichever is greater.

10. Foreign Items: Not Applicable

11. F.O.B. Point: Per manufacturers negotiated GSA F.O.B. Terms & Conditions.

13a. Ordering Address: Same as Contractor

13b. Ordering Procedures: Supplies and services, ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules))

14. Payment Address: Same as Contractor

15. Warranty Provision: Per individual manufacturer's commercial warranty

16. The following discounts, terms and conditions from existing GSA contracts are incorporated herein.

# MULTIPLE AWARD SCHEDULE OVERVIEW

Office Furniture GSA Contract GS-28F-0006T  
71-1 FSC Class 7110  
Effective December 15, 2006 through December 14, 2011

## Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: [www.gsa.gov](http://www.gsa.gov)

## Product Information

Specifications and pricing for products in this catalog were valid at time of printing. Specifications or pricing can change without notice. Colors and models may vary from the product quoted. Paoli reserves the right to correct typographical errors in specifications or pricing.

## Order Processing

Orders will process more efficiently when placed via fax.

## Missing Information:

Orders missing information will result in Paoli contacting you via phone/fax/email and processing will not be completed until after an answer/response is received. Orders which cannot be processed are considered to be not accepted until they have been Corrected/modified and acknowledged. Unusual delay in corrected/modified orders may result in refusal or cancellation of order.

## Purchase Order/Credit Card

The purchase order/credit card format is provided as a guideline of the information required when placing an order. Feel free to copy the purchase order document on page 39 and use it to complete and fax your order to Paoli.

July 2011 Pricing	Work-surfaces, Workstations, Computer Furniture and Accessories	Executive Wood Office Furniture	Executive Conference Room Furniture	Tables and Accessories	Upholstered Furniture	Multiple Seating	Multipurpose Seating	Stacking Chairs and dollies or trucks designed to support stacking chairs
Project Size at List	711-2	711-8	711-9	711-11	711-16	711-17	711-18	711-19
Tier 1 \$100 to \$199,999	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%
Tier 2 \$200,000 to \$299,999	64.10%	64.10%	64.10%	64.10%	64.10%	64.10%	64.10%	64.10%
Tier 3 \$300,000 to \$785,000*	66.20%	66.20%	66.20%	66.20%	66.20%	66.20%	66.20%	66.20%

\*Above \$785,000 is negotiable

**Maximum Order:** \$300,000 (All SIN #s apply)  
**Minimum Order:** \$100

## Geographic Coverage:

48 Contiguous States and District of Columbia

## Mark for

In an effort to reduce overall administrative costs and efforts for everyone involved, Paoli does have the ability to mark each carton with your individual PO numbers which can allow you to group orders under one "blanket PO" reducing invoices, shipping paperwork, acknowledgements, etc. If you would like assistance with order placement or order managements please contact Paoli government customer service.

**FOB:** Destination

## Contractor:

Paoli GSA Dept.  
201 E. Martin Street  
Orleans, IN 47452

**Business Size:** Large

**Tax ID:** 20-0473460

**Cage Code:** 44LJ7 CCR & ORCA registered

## For government credit card orders:

Government credit cards are accepted for orders above and below micro purchase threshold. We do require a written statement of the quantity, model number, finish, and prices; as well as, the credit card number, holder's name, and expiration date. This information should be faxed to (812)865.7080. No verbal orders are accepted.

## EDI

Paoli has Electronic Data Interchange capability and encourages your participation. Please contact Paoli Government Customer Service for details.

## Acknowledgement

An acknowledgement will be faxed/emailed the evening after order is entered to both the agency and the servicing dealer unless the order is placed on credit hold or other hold. The order cannot be acknowledged until the order hold is released. Both the agency and the dealer are responsible for reviewing the acknowledgements immediately to reduce the impact of order processing errors. All order changes must be faxed or emailed to Paoli by the end of the next business day following the faxed acknowledgement.

After the order confirmation window the company will schedule production. Order changes after the confirmation window may not be possible.

## Terms

For additional Terms and Conditions refer to Paoli's printed price lists.

## Order Address:

Paoli GSA Dept.  
201 E. Martin Street  
Orleans, IN 47452

## Payment Address:

Attn: Paoli Inc. A/R GSA  
13360 Collections Center Drive  
Chicago, IL 60693

## Design and Installation:

Design and installation services are available. Servicing dealers negotiate and provide these services on a project by project basis. Where the installation portion totals \$500 or less, a charge of 13% of the net order total applies (minimum charge of \$200).

## List of service and distribution points:

Distribution point is Orleans, IN.

## Environmental Attributes:

See website for environmental information:  
[www.paoli.com](http://www.paoli.com)

**DUNS Number:** 006364764

## Paoli - GSA Customer Service:

Phone: 800.472.8669  
FAX: 812.865.7080

## Website:

[www.paoli.com/government](http://www.paoli.com/government)

## Email:

[gsa@paoli.com](mailto:gsa@paoli.com)

## KI Contract Information – GS-28F-0033P, Furniture

Contractor: Krueger International, Inc. (KI)  
1330 Bellevue Street  
P.O. Box 8100  
Green Bay, Wisconsin 54308-8100

Contract: GS-28F-0033P, FSC 71, Furniture

Ordering Address: KI (or KI c/o Dealer)  
1330 Bellevue Street  
P.O. Box 8100  
Green Bay, Wisconsin 54308-8100

Phone: Toll Free in U.S. (800)424-2432 or (920)468-8100  
Fax: Toll Free in U.S. (800)765-2734 or (920)468-2699  
Website: Please visit our website at [www.ki.com](http://www.ki.com) for further information about our products and services and to request literature and samples. (Click on "Idea Gallery" and select "Government")

Sales Locations: At KI's website, select 'Project Planning' then 'Find a KI Sales Office'  
Or contact KI Customer Service at (800)424-2432 or (920)468-8100

Products:

Office Furniture Group	711-1 Furniture Systems & Workstation Clusters
	711-2 Worksurfaces, Workstations, Computer Furniture & Accessories
	711-3 Filing & Storage Cabinets, Shelves, Carts, Dollies, Racks & Accessories
	711-8 Executive Office Furniture
	711-11 Tables & Accessories
	711-16 Upholstered Seating
	711-17 Multiple Seating
	711-18 Multipurpose Seating
	711-19 Stacking Chairs & Dollies
	711-95 Installation Services
Household & Quarters Group	71-204 Dormitory, Quarters and Residential Casegoods and Beds
Special Use Furniture Group	71-302 Training Room, Auditorium & Theater Furniture
	71-316 Hospital & Geriatric Chairs
	71-399 Introduction of New Services/Products
Packaged Furniture Group	71 1 Packaged Offices - (includes all items from KI's Office Furniture Group noted above and items from AIS' GSA Contract #GS-29F-0006K (SIN's 711-1, 711-3, 711-94, 711-97)
Maximum & Minimum Order:	See Manufacturers' GSA Schedules
Prompt Pay:	KI's payment terms are Net 30 days
Leadtime:	See Manufacturers' GSA Schedules
FOB:	See Manufacturers' GSA Schedules
CCR:	KI is registered in the Central Contractor Registration (CCR) Database. KI is a Large business entity. DUNS: 032672651 Cage: 9J388 FEIN: 39-1375589



Product Group	SIN	Volume Tiers List	GSA % from List	Multplier
Casegoods, Tables & Perks	711-8 711-9 711-11	250 - 1,250,000	60.0	0.4000
Seating & Interstuhl Seating	711-11 711-16 711-17	250 – 125,000	60.0	0.4000
	711-18 711-19	125,001 – 763,359	60.7	0.3930
Filing	711-3	274 – 273,973	63.5	0.3650
		273,974 – 898,204	66.6	0.3340
Systems & HUM.Minds At Work	711-1	313 – 390,625	68.0	0.3200
		390,626 – 1,000,000	70.0	0.3000
		1,000,001 – 1,785,714	72.0	0.2800
Project Management	711-91	Per Project	Interior Designer	\$64/hr + IFF
			Project Manager	\$65/hr + IFF
			Senior Project Manager	\$72/hr + IFF
			Principal/Senior Designer	\$125/hr + IFF
Reconfiguration Relocation Services Systems Furniture	711-93	Per Project	Negotiated per Project + .75% IFF	
Design/Layout Services	711-94	Per Project	\$65/hr + .75% IFF	
Installation Services	711-95	\$500 Net or less of Product	Negotiated per Order with 17% Cap + .75% IFF	
		Above \$500 Net of Product	Negotiated per Project + .75% IFF	
Payment Terms	PRODUCT	1.5%/15Days N/30		
	SERVICES	N/30		
Cage Code:	4V077			
DUNS:	006365803			

- IFF (currently .75%) must be added to the cost of service charges on the order.
- IFF will be deducted from payment to dealer for services and remitted to GSA.
- Kimball charges a 2% administrative processing fee to dealers on orders with installation charges.
- Open market items receive 1st tier discount and must be identified on quotation to the customer and the purchase order.
- Discounts are subject to change via modification to Federal contract.
- Check with Government Customer Service for any contract updates including product additions and deletions.

Product Group	SIN	Volume Tiers List	GSA % from List	Multitplier	Dealer % from list 50/10/___	Multitplier
Casegoods, Tables & Perks	711-8 711-9 711-11	250 - 1,250,000	60.0	0.4000	20	0.3600
Seating & Interstuhl Seating	711-11 711-16 711-17 711-18 711-19	250 – 125,000	60.0	0.4000	20	0.3600
		125,001 – 763,359	60.7	0.3930	21.4	0.3537
Filing	711-3	274 – 273,973	63.5	0.3650	27	0.3285
		273,974 – 898,204	66.6	0.3340	33.2	0.3006
Systems & HUM.Minds At Work	711-1	313 – 390,625	68.0	0.3200	36	0.2880
		390,626 – 1,000,000	70.0	0.3000	40	0.2700
		1,000,001 – 1,785,714	72.0	0.2800	44	0.2520
Project Management	711-91	Per Project	Interior Designer		\$64/hr + IFF	
			Senior Project Manager		\$72/hr + IFF	
			Principal/Senior Designer		\$125/hr + IFF	
Reconfiguration Relocation Services Systems Furniture	711-93	Per Project	Negotiated per Project + .75% IFF			
Design/Layout Services	711-94	Per Project	\$65/hr + .75% IFF			
Installation Services	711-95	\$500 Net or less of Product	Negotiated per Order with 17% Cap + .75% IFF			
		Above \$500 Net of Product	Negotiated per Order + .75% IFF			
Payment Terms	PRODUCT	1.5%/15Days N/30				
	SERVICES	N/30				
Cage Code:	4V077					
DUNS:	006365803					

- IFF (currently .75%) must be added to the total cost of service charges on the order.
- IFF will be deducted from payment to dealer for services and remitted to GSA.
- Kimball charges a 2% administrative processing fee to dealers on orders with installation charges.
- Open market items receive 1st tier discount and must be identified on quotation to the customer and the purchase order.
- Discounts are subject to change via modification to Federal contract.
- Check with Government Customer Service for any contract updates including product additions and deletions.

SIN 711-1 Choices + Contrada  
SIN 711-2 Choices Freestanding  
30 days ARO  
\$1 - \$250,000 67.1%  
\$250,001 - \$500,000 70.3%  
\$500,001 - \$1,841,620 72.6%

SIN 711-1 and 711-2 Express  
10 days ARO  
\$1 - \$150,000 64.2%

SIN 711-1 Pack Filing + Storage  
SIN 711-2 Pack Desking  
30 days ARO  
\$1 - \$250,000 67.1%  
\$250,001 - \$500,000 68.2%  
\$500,001 - 1,500,000 70.0%

SIN 711-18 Multipurpose Seating  
SIN 711-19 Guest Seating  
30 days ARO  
\$1 - \$350,000 63.8%  
\$350,001 - \$1,433,487 64.9%

SIN 711-1 Demountable Walls - TrendWall  
30 days ARO  
\$1 - \$7,500 55%  
\$7,501 - \$15,000 57.2%  
\$15,001 - \$25,000 60.5%  
\$25,001 - \$50,000 63.2%  
\$50,001 - \$100,000 66.5%  
\$100,001 - \$1,667,799 69.8%

SIN 711-91 Project Management  
\$80.75 per hour for projects up to \$500.00 net. Project Management in excess of \$500.00 net will be negotiated on a case-by-case basis.

SIN 711-94 Design  
\$50.00 per hour for projects up to \$500.00 net. Design in excess of \$500.00 net will be negotiated on a case-by-case basis.

SIN 711-2 Intrinsic  
30 days ARO  
\$1 - \$250,000 63.7%  
\$250,001 - \$500,000 65.7%  
\$500,000 - \$1,841,620 67.8%

SIN 711-2 Intrinsic Express  
10 days ARO  
\$1 - \$150,000 63.8%

SIN 711-11 Tables  
30 days ARO  
\$1 - \$350,000 63.8%  
\$350,001 - \$1,433,487 64.9%

SIN 711-1 TrendWall Clear  
30 days ARO  
\$1 - \$25,000 53.7%  
\$25,001 - \$50,000 55.7%  
\$50,001 - \$100,000 58.2%  
\$100,001 - \$526,315 60.2%

SIN 711-99 TrendWall Raised Flooring  
30 days ARO  
\$1 - \$25,000 49.7%  
\$25,001 - \$50,000 54.8%  
\$50,001 - \$100,000 57.2%  
\$100,001 - \$250,000 59.2%  
250,001 - 1,287,001 60.9%

SIN 711-93 Reconfiguration  
\$40.00 per hour for projects up to \$500.00 net. Reconfiguration in excess of \$500.00 net will be negotiated on a case-by-case basis.

SIN 711-95 Installation  
\$50.00 per hour for projects up to \$500.00 net. Installation in excess of \$500.00 net will be negotiated on a case-by-case basis.

GSA Contract: GS-28F-0003V  
Contract Term: Oct. 1, 2006 - Oct. 6, 2013  
Cage Code: 69600  
Tax ID: 38-1864337  
Duns: 04-368-3515

Contacts:  
Matt Hinueber: [mhinueber@trendway.com](mailto:mhinueber@trendway.com)  
Patti VanderHulst: [pvanderhulst@trendway.com](mailto:pvanderhulst@trendway.com)  
Keeley Boeve: [kboeve@trendway.com](mailto:kboeve@trendway.com)  
Alison Sale: [asale@trendway.com](mailto:asale@trendway.com)