

Zone 1: CT, DE, IL, IN, KY, MA, MD, ME, MI, NC, NH, NJ, NY, OH, PA, RI, VA, VT, WI, WV

Discounts include tailgate delivery. For orders under \$1,000 add \$75 freight surcharge per vendor.

Vendor	ProductLine	\$ 1.00	\$ 5,000	\$ 15,000	\$ 50,000	\$ 100,000
Academia		54.40%	65.00%	67.00%	67.60%	68.10%
Amtab	Mobile Tables	25.50%	30.20%	32.30%	35.20%	36.30%
Amtab	General Line	28.00%	35.30%	37.80%	40.20%	41.20%
Candex		34.10%	40.20%	41.80%	48.30%	48.40%
Diversified Woodcrafts		38.60%	41.70%	43.40%	43.70%	43.80%
Flexsteel Contract (DMI)		48.60%	51.60%	51.70%	51.80%	51.80%
Ghent		25.80%	41.20%	43.90%	45.60%	46.40%
Global Furniture Group		36.30%	40.50%	42.90%	50.40%	50.50%
Global Offices To Go		41.50%	45.40%	48.90%	49.40%	49.60%
H Wilson Luxor		42.26%	44.67%	46.04%	46.52%	47.88%
Haskell Office		33.19%	34.30%	39.23%	44.75%	45.18%
HPFi		42.40%	50.70%	51.30%	51.40%	51.50%
Joy Carpets		7.50%	17.40%	20.20%	21.70%	22.90%
KFI		44.70%	49.60%	51.30%	51.70%	51.80%
Kidstuff Playsystems, Inc.		-11.00%	-8.00%	-7.00%	-6.30%	-5.80%
Lesro		43.30%	47.70%	49.40%	49.90%	50.00%
Marco Group	BandStor	23.20%	23.20%	25.71%	26.98%	28.81%
Marco Group	Balance of Line	30.88%	32.03%	33.71%	34.85%	36.50%
Mayline		39.30%	42.20%	42.40%	42.50%	42.60%
mediatechnologies		39.70%	43.75%	44.18%	47.18%	47.58%
Mien Company		19.38%	29.60%	30.15%	30.70%	31.25%
NPS		29.60%	37.10%	39.50%	40.50%	40.50%
OFM	Chairs	53.30%	55.40%	56.60%	57.00%	57.20%
OFM	Balance of Line	44.80%	53.40%	53.80%	54.20%	54.30%
OSC		35.40%	40.40%	42.50%	42.80%	42.90%
Penco	Lockers	32.30%	33.80%	33.80%	36.40%	36.40%
Penco	Benches	18.60%	19.90%	21.80%	23.70%	24.30%
Russell Carrol East (Russwood)		35.50%	48.10%	48.70%	48.90%	49.00%
Sandusky Lee		28.20%	36.20%	36.80%	42.30%	43.30%
Screenflex		-6.50%	4.00%	5.40%	6.70%	8.20%
SMARTdesks/CBT Supply Inc.		33.00%	33.50%	34.00%	34.50%	35.00%
Specseats International		28.72%	31.69%	33.39%	33.98%	35.65%
Spectrum Industries, Inc		30.00%	30.00%	35.00%	35.00%	35.00%
Tenjam Inc		16.25%	18.87%	29.91%	32.21%	34.48%
ultraPLAY Systems		-16.90%	-11.70%	-11.30%	-5.00%	-4.00%
Waddell		33.50%	37.10%	38.50%	44.40%	45.30%
Wood Designs		19.90%	22.90%	23.40%	24.00%	24.10%

Zone 2: AL, AR, FL, GA, LA, MS, TN, SC

Discounts include tailgate delivery. For orders under \$1,000 add \$75 freight surcharge per vendor.

Vendor	ProductLine	\$ 1.00	\$ 5,000	\$ 15,000	\$ 50,000	\$ 100,000
Academia		56.10%	61.50%	64.50%	67.80%	68.10%
Amtab	Mobile Tables	20.90%	27.60%	28.70%	31.00%	36.30%
Amtab	General Line	25.00%	32.40%	36.50%	32.80%	40.80%
Candex		26.10%	32.40%	37.50%	46.50%	46.70%
Diversified Woodcrafts		36.10%	40.00%	42.20%	42.70%	43.00%
Flexsteel Contract (DMI)		47.90%	49.60%	51.20%	51.50%	51.60%
Ghent		25.90%	39.80%	43.00%	45.00%	46.00%
Global Furniture Group		36.00%	43.60%	46.10%	50.40%	50.50%
Global Offices To Go		41.50%	45.40%	48.90%	49.40%	49.60%
H Wilson Luxor		42.26%	44.67%	46.04%	46.52%	47.88%
Haskell Office		33.19%	34.30%	39.23%	44.75%	45.18%
HPFi		43.10%	49.50%	50.30%	50.70%	50.80%
Joy Carpets		7.90%	17.90%	20.40%	20.30%	22.90%
KFI		44.10%	49.60%	51.30%	51.70%	51.90%
Kidstuff Playsystems, Inc.		-11.00%	-8.00%	-7.00%	-6.30%	-5.80%
Lesro		45.80%	47.30%	48.50%	49.00%	49.10%
Marco Group	BandStor	23.20%	23.20%	25.71%	26.98%	28.81%
Marco Group	Balance of Line	30.88%	32.03%	33.71%	34.85%	36.50%
Mayline		36.40%	42.20%	42.40%	42.50%	42.60%
mediatechnologies		39.70%	43.75%	44.18%	47.18%	47.58%
Mien Company		19.38%	29.60%	30.15%	30.70%	31.25%
NPS		29.10%	34.10%	37.60%	37.30%	40.50%
OFM	Chairs	53.70%	56.10%	56.60%	57.00%	57.20%
OFM	Balance of Line	45.50%	53.00%	53.40%	54.20%	54.50%
OSC		35.20%	34.30%	36.70%	39.80%	41.90%
Penco	Lockers	32.30%	33.80%	33.80%	36.40%	37.00%
Penco	Benches	18.60%	19.90%	21.80%	23.70%	24.40%
Russell Carrol East (Russwood)		35.60%	48.50%	48.90%	49.10%	49.30%
Sandusky Lee		17.30%	23.80%	25.10%	42.10%	43.30%
Screenflex		-6.40%	-2.20%	3.30%	2.40%	8.20%
SMARTdesks/CBT Supply Inc.		33.00%	33.50%	34.00%	34.50%	35.00%
Specseats International		28.72%	31.69%	33.39%	33.98%	35.65%
Spectrum Industries, Inc		30.00%	30.00%	35.00%	35.00%	35.00%
Tenjam Inc		16.25%	18.87%	29.91%	32.21%	34.48%
ultraPLAY Systems		-22.80%	-13.60%	-11.70%	-8.00%	-7.00%
Waddell		31.19%	33.45%	33.01%	42.96%	45.32%
Wood Designs		19.90%	22.90%	23.40%	24.00%	24.40%

Zone 3: CO, IO, KS, MN, MO, MT, ND, NE, OK, SD, WY

Discounts include tailgate delivery. For orders under \$1,000 add \$75 freight surcharge per vendor.

Vendor	ProductLine	\$ 1.00	\$ 5,000	\$ 15,000	\$ 50,000	\$ 100,000
Academia		44.20%	51.70%	56.50%	64.30%	68.10%
Amtab	Mobile Tables	8.30%	17.90%	19.20%	33.50%	36.30%
Amtab	General Line	15.40%	29.40%	29.00%	35.30%	41.20%
Candex		10.00%	24.10%	30.90%	45.50%	46.70%
Diversified Woodcrafts		36.20%	40.20%	42.20%	42.70%	43.00%
Flexsteel Contract (DMI)		44.70%	46.20%	48.60%	49.70%	51.40%
Ghent		7.20%	30.10%	31.80%	40.10%	46.00%
Global Furniture Group		37.40%	40.60%	42.10%	50.40%	50.50%
Global Offices To Go		41.50%	45.40%	48.90%	49.40%	49.60%
H Wilson Luxor		42.26%	44.67%	46.04%	46.52%	47.88%
Haskell Office		33.19%	34.30%	39.23%	44.75%	45.18%
HPFi		32.20%	5.50%	48.60%	49.30%	49.50%
Joy Carpets		5.00%	7.30%	11.90%	13.10%	22.90%
KFI		39.10%	45.50%	50.90%	51.20%	51.50%
Kidstuff Playsystems, Inc.		-11.00%	-8.30%	-7.00%	-6.30%	-5.80%
Lesro		44.60%	44.10%	45.70%	41.30%	49.10%
Marco Group	BandStor	23.20%	23.20%	25.71%	26.98%	28.81%
Marco Group	Balance of Line	30.88%	32.03%	33.71%	34.85%	36.50%
Mayline		38.50%	42.20%	42.40%	42.50%	42.60%
mediatechnologies		39.70%	43.75%	44.18%	47.18%	47.58%
Mien Company		19.38%	29.60%	30.15%	30.70%	31.25%
NPS		29.70%	34.30%	37.60%	31.00%	40.50%
OFM	Chairs	53.30%	54.10%	55.10%	51.00%	57.20%
OFM	Balance of Line	40.30%	46.80%	49.60%	52.70%	53.80%
OSC		29.20%	29.80%	31.60%	40.10%	40.30%
Penco	Lockers	29.60%	31.20%	33.30%	35.90%	36.40%
Penco	Benches	17.40%	18.60%	20.50%	23.00%	24.30%
Russell Carrol East (Russwood)		30.70%	40.40%	41.00%	46.50%	48.70%
Sandusky Lee		9.40%	15.70%	17.50%	40.40%	43.30%
Screenflex		-7.60%	-2.60%	2.10%	2.00%	8.20%
SMARTdesks/CBT Supply Inc.		33.00%	33.50%	34.00%	34.50%	35.00%
Specseats International		28.72%	31.69%	33.39%	33.98%	35.65%
Spectrum Industries, Inc		30.00%	30.00%	35.00%	35.00%	35.00%
Tenjam Inc		16.25%	18.87%	29.91%	32.21%	34.48%
ultraPLAY Systems		-24.00%	-18.70%	-15.80%	-5.00%	-4.00%
Waddell		24.00%	26.00%	30.00%	40.06%	41.00%
Wood Designs		4.20%	11.10%	11.90%	22.00%	22.30%

Zone 4: AZ, CA, ID, NM, NV, OR, UT, WA

Discounts include tailgate delivery. For orders under \$1,000 add \$75 freight surcharge per vendor.

Vendor	ProductLine	\$ 1.00	\$ 5,000	\$ 15,000	\$ 50,000	\$ 100,000
Academia		50.90%	59.00%	61.90%	66.80%	68.10%
Amtab	Mobile Tables	19.70%	27.10%	27.60%	34.50%	36.30%
Amtab	General Line	14.40%	33.10%	36.20%	38.10%	41.20%
Candex		15.40%	27.50%	35.70%	46.50%	46.70%
Diversified Woodcrafts		34.20%	37.80%	40.90%	42.70%	43.00%
Flexsteel Contract (DMI)		47.90%	49.40%	51.00%	51.10%	51.20%
Ghent		25.80%	39.40%	42.40%	43.30%	45.50%
Global Furniture Group		34.90%	40.70%	42.10%	50.40%	50.50%
Global Offices To Go		38.80%	45.40%	48.90%	49.40%	49.60%
H Wilson Luxor		42.26%	44.67%	46.04%	46.52%	47.88%
Haskell Office		33.19%	34.30%	39.23%	44.75%	45.18%
HPFi		38.60%	46.70%	47.30%	48.60%	48.70%
Joy Carpets		6.00%	14.90%	18.70%	20.20%	22.90%
KFI		42.90%	48.70%	50.00%	50.90%	51.10%
Kidstuff Playsystems, Inc.		-13.00%	-11.00%	-9.00%	-8.20%	-7.70%
Lesro		32.00%	35.50%	39.40%	44.80%	48.20%
Marco Group	BandStor	23.20%	23.20%	25.71%	26.98%	28.81%
Marco Group	Balance of Line	30.88%	32.03%	33.71%	34.85%	36.50%
Mayline		35.80%	42.20%	42.40%	42.50%	42.60%
mediatechnologies		39.70%	43.75%	44.18%	47.18%	47.58%
Mien Company		19.38%	29.60%	30.15%	30.70%	31.25%
NPS		20.10%	30.30%	31.90%	35.40%	40.50%
OFM	Chairs	49.40%	53.30%	56.00%	57.00%	57.20%
OFM	Balance of Line	45.40%	49.60%	51.10%	53.00%	53.80%
OSC		29.70%	35.30%	37.20%	39.50%	40.00%
Penco	Lockers	29.60%	31.20%	33.30%	35.90%	36.40%
Penco	Benches	17.40%	18.60%	20.50%	23.00%	24.30%
Russell Carrol East (Russwood)		35.50%	45.30%	48.10%	48.30%	48.50%
Sandusky Lee		14.80%	24.40%	26.40%	45.20%	43.30%
Screenflex		-6.50%	0.60%	0.60%	4.60%	8.20%
SMARTdesks/CBT Supply Inc.		33.00%	33.50%	34.00%	34.50%	35.00%
Specseats International		28.72%	31.69%	33.39%	33.98%	35.65%
Spectrum Industries, Inc		30.00%	30.00%	35.00%	35.00%	35.00%
Tenjam Inc		16.25%	18.87%	29.91%	32.21%	34.48%
ultraPLAY Systems		-20.30%	-14.20%	-17.70%	-8.00%	-7.00%
Waddell		27.31%	29.22%	32.36%	42.65%	45.32%
Wood Designs		14.00%	18.80%	19.30%	20.00%	20.30%

Zone 5: TX

Discounts include tailgate delivery. For orders under \$1,000 add \$75 freight surcharge per vendor.

Vendor	ProductLine	\$ 1.00	\$ 5,000	\$ 15,000	\$ 50,000	\$ 100,000
Academia		53.30%	59.20%	61.30%	66.70%	68.10%
Amtab	Mobile Tables	23.50%	27.40%	28.60%	34.30%	36.30%
Amtab	General Line	16.40%	33.90%	36.20%	36.20%	40.30%
Candex		17.40%	25.20%	34.00%	45.10%	45.60%
Diversified Woodcrafts		31.80%	36.00%	38.80%	42.70%	43.00%
Flexsteel Contract (DMI)		47.10%	49.40%	51.00%	51.10%	51.20%
Ghent		25.90%	39.30%	41.80%	43.00%	46.50%
Global Furniture Group		38.60%	42.00%	43.20%	50.40%	50.50%
Global Offices To Go		41.50%	45.40%	48.90%	49.40%	49.60%
H Wilson Luxor		42.26%	44.67%	46.04%	46.52%	47.88%
Haskell Office		33.19%	34.30%	39.23%	44.75%	45.18%
HPFi		41.50%	47.90%	48.60%	49.40%	49.50%
Joy Carpets		7.30%	16.50%	19.30%	17.20%	22.90%
KFI		44.10%	49.20%	50.40%	50.90%	51.10%
Kidstuff Playsystems, Inc.		-12.00%	-10.00%	-8.00%	-7.20%	-6.80%
Lesro		44.40%	46.30%	47.60%	48.00%	48.20%
Marco Group	BandStor	23.20%	23.20%	25.71%	26.98%	28.81%
Marco Group	Balance of Line	30.88%	32.03%	33.71%	34.85%	36.50%
Mayline		29.20%	42.20%	42.40%	42.50%	42.60%
mediatechnologies		39.70%	43.75%	44.18%	47.18%	47.58%
Mien Company		19.38%	29.60%	30.15%	30.70%	31.25%
NPS		27.70%	33.20%	24.90%	39.50%	40.50%
OFM	Chairs	51.10%	54.60%	56.60%	55.20%	57.20%
OFM	Balance of Line	45.50%	51.90%	53.00%	54.20%	54.50%
OSC		30.90%	34.80%	36.10%	39.20%	39.50%
Penco	Lockers	29.60%	31.20%	33.30%	35.90%	36.40%
Penco	Benches	17.40%	18.60%	20.50%	23.00%	24.30%
Russell Carrol East (Russwood)		35.60%	46.30%	48.60%	48.80%	49.00%
Sandusky Lee		23.40%	29.50%	27.90%	45.10%	43.30%
Screenflex		-6.40%	1.50%	3.50%	4.50%	8.20%
SMARTdesks/CBT Supply Inc.		33.00%	33.50%	34.00%	34.50%	35.00%
Specseats International		28.72%	31.69%	33.39%	33.98%	35.65%
Spectrum Industries, Inc		30.00%	30.00%	35.00%	35.00%	35.00%
Tenjam Inc		16.25%	18.87%	29.91%	32.21%	34.48%
ultraPLAY Systems		-15.70%	-12.20%	-11.30%	-5.00%	-4.00%
Waddell		30.41%	33.12%	33.72%	42.51%	45.32%
Wood Designs		18.00%	20.90%	12.90%	22.00%	22.30%

Zone 6: AK, HI

Discounts don't include delivery

Vendor	ProductLine	\$ 1.00	\$ 5,000	\$ 15,000	\$ 50,000	\$ 100,000
Academia		72.60%	72.60%	73.10%	73.50%	73.90%
Amtab	Mobile Tables	39.20%	39.20%	40.10%	41.10%	42.00%
Amtab	General Line	41.10%	41.10%	42.10%	43.00%	43.90%
Candex		47.00%	47.00%	49.00%	51.00%	53.00%
Diversified Woodcrafts		47.00%	47.00%	47.90%	48.70%	49.50%
Flexsteel Contract (DMI)		57.60%	57.60%	58.30%	59.00%	59.60%
Ghent		47.70%	47.70%	48.50%	49.30%	50.10%
Global Furniture Group		49.70%	49.70%	50.50%	51.20%	52.00%
Global Offices To Go		58.10%	58.10%	58.70%	59.40%	60.10%
H Wilson Luxor		42.26%	44.67%	46.04%	46.52%	47.88%
Haskell Office		33.19%	34.30%	39.23%	44.75%	45.18%
HPFi		57.10%	57.10%	57.80%	58.50%	59.10%
Joy Carpets		21.50%	21.50%	22.80%	24.00%	25.20%
KFI		60.90%	60.90%	61.50%	62.10%	62.80%
Kidstuff Playsystems, Inc.		1.90%	1.90%	3.40%	5.00%	6.50%
Lesro		52.40%	52.40%	53.10%	53.90%	54.60%
Marco Group	BandStor	23.20%	23.20%	25.71%	26.98%	28.81%
Marco Group	Balance of Line	30.88%	32.03%	33.71%	34.85%	36.50%
Mayline		47.70%	47.70%	48.50%	49.30%	50.10%
mediatechnologies		39.70%	43.75%	44.18%	47.18%	47.58%
Mien Company		19.38%	29.60%	30.15%	30.70%	31.25%
NPS		47.00%	47.00%	47.90%	48.70%	49.50%
OFM	Chairs	60.80%	60.80%	61.40%	62.00%	62.60%
OFM	Balance of Line	60.80%	60.80%	61.40%	62.00%	62.60%
OSC		47.70%	47.70%	48.50%	49.30%	50.10%
Penco	Lockers	58.10%	58.10%	58.80%	59.50%	60.10%
Penco	Benches	51.60%	51.60%	52.40%	53.10%	53.90%
Russell Carrol East (Russwood)		54.20%	54.20%	54.90%	55.70%	56.40%
Sandusky Lee		50.30%	50.30%	51.10%	51.90%	52.60%
Screenflex		8.40%	8.40%	9.90%	11.30%	12.80%
SMARTdesks/CBT Supply Inc.		41.00%	40.80%	39.90%	40.40%	40.20%
Specseats International		28.72%	31.69%	33.39%	33.98%	35.65%
Spectrum Industries, Inc		30.00%	30.00%	35.00%	35.00%	35.00%
Tenjam Inc		33.00%	33.50%	40.60%	41.05%	41.50%
ultraPLAY Systems		8.40%	8.40%	9.90%	11.30%	12.80%
Waddell		45.00%	45.00%	46.00%	47.00%	48.00%
Wood Designs		34.60%	34.60%	35.60%	36.70%	37.70%