

State of Georgia Contract Pricing

Effective February 2, 2015

Contract # 99999-001-SPD0000100-0002



Discounting for Matrix, Divi, and Calibrate

List Price of Order	Delivered/Installed	Dealer Discount	Dealer Margin	MORE Discount	MORE Margin
\$1 - \$15,000	66%	76.5%	30.88%	80%	41.18%
\$15,001 - \$25,000	66%	76.5%	30.88%	80%	41.18%
\$25,001 - \$50,000	68%	78%	31.25%	82.5%	45.31%
\$50,001 - \$100,000	69%	79%	32.26%	82.5%	43.55%
\$100,001 - \$200,000	69%	79%	32.26%	83%	45.16%
\$200,001 - \$300,000	72.5%	80%	27.27%	83%	38.18%
\$300,001 - \$500,000	72.5%	80%	27.27%	83.75%	40.91%
\$500,001 and above	74%	81%	26.92%	83.75%	37.50%

Special Notes: All orders are delivery included.
 End User Discount includes installation.
 2% SPIF available for orders over \$30,000 that use all Grade A/MORE finishes.



Discounting for Seating

List Price of Order	Delivered/Installed	Dealer Discount	Dealer Margin
\$1 - \$15,000	50%	69.6%	39.20%
\$15,001 - \$25,000	50%	69.6%	39.20%
\$25,001 - \$50,000	52%	69.6%	36.67%
\$50,001 - \$100,000	53%	69.9%	35.32%
\$100,001 - \$200,000	53%	69.6%	35.32%
\$200,001 - \$300,000	56.5%	72%	35.63%
\$300,001 - \$500,000	56.5%	72%	35.63%
\$500,001 and above	58%	72.5%	34.52%

Special Notes: All orders are delivery included.
 Systems and Seating total list pricing cannot be combined for discount tier system.



Discounting for Compete, Compete Plus and Compete Select

List Price of Order	Delivered/Installed	Dealer Discount	Dealer Margin
\$1 - \$15,000	70%	79%	30%
\$15,001 - \$25,000	70%	79%	30%
\$25,001 - \$50,000	72%	82.5%	37.5%
\$50,001 - \$100,000	73%	82.5%	35.19%
\$100,001 - \$200,000	73%	83%	37.04%
\$200,001 - \$300,000	76.5%	83%	27.66%
\$300,001 - \$500,000	76.5%	83.75%	30.85%
\$500,001 and above	78%	83.75%	26.14%

Special Notes: All orders are delivery included.
 End User Discount includes installation.



State of Georgia
Authorized Dealers
Updated on 01/04/2017

- 1. TurnerBoone, LLC**
Tara O-Gorman
1320 Ellsworth Industrial Blvd
Suite A-1600
Atlanta, GA 29585
T: 404.733.1060
F: 404.733.1030
- 2. Indoff**
Tom VanHoozer
205 Corporate Center Drive
Suite E
Stockbridge, GA 30281
T: 678.467.5536
F: 877.469.2424
- 3. Atlanta Office Furniture**
William Craven Sr.
6695 Jimmy Carter Blvd.
Norcross, GA 30071
T: 770.734.9100
F: 770.242.8246
- 4. Impact Office Interiors, Inc.**
Mark Milam
222 Meriwether Street
Griffin, GA 30224
T: 770.228.0706
F: 770.233.9429
- 5. Modern Business Systems, Inc.**
Bill Pitts
1445 Greene Street
Augusta, GA 30901
T: 706.724.8700
F: 706.724.4654
- 6. Mason, Inc.**
Joe Conners
300 W. Broughton Street
Savannah, GA 31401
T: 912.232.4192
F: 912.234.3654
- 7. Weinberger's Business Interiors**
Frank Mulherin
3021 A River Watch Parkway
Augusta, GA 30907
T: 706.922.1371
F: 706.922.1377
- 8. McGarity's Business Products**
Scott McGarity
870 Grove Street
Gainesville, GA 30501
T: 770.536.9852
F: 770.534.7316
- 9. Business Interiors by Staples**
Bill Holwerda
6600 Peachtree Dunwoody Rd NE
Embassy Row, Bldg 600, Suite 400
Atlanta, GA 30328
T: 678.837.3056
F: 678.256.3351
- 10. Ivan Allen Workspace, LLC**
Jim Huslig
1000 Marietta Street
Suite 224
Atlanta, GA 30318
T: 404.760.8714
F: 707.760.8673
- 11. Contract Business Interiors, Inc.**
Stephen Gamble
3455 N Desert Drive
Bldg 3 – Suite 103
East Point, GA 30344
T: 404.684.0800
F: 404.684.0802
- 12. Integrity Office Products dba Loy's Office Supplies**
Jim Williams
PO Box 1546 – 228 Main Street
Lagrange, GA 30241
T: 706.884.1723 – 800.264.5697
F: 706.883.8963

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13. Office Images, Inc.

Bryan Roberts
1515 Holcomb Woods Parkway
Roswell, GA 30076
T: 770.641.2640
F: 770.641.2656

**14. Carrollton Office Equipment
Company, Inc.**

Scott Duncan
104 Pine Knoll Drive
Carrollton, GA 30117
T: 770.834.4436
F: 770.834.4628

15. Advent Business Interiors

Gaye Arthur
2925 Ledo Road
Suite 3
Albany, GA 31707
T: 229.439.7418
F: 229.435.1279

16. Franklin McNeal, Ltd.

Neal Marwitz
5950 Shiloh Road, East
Suite J
Alpharetta, GA 30005
T: 770.781.9572
F: 770.781.9593

17. Office Interiors

260 Peachtree Street NW
Atlanta, GA 30303
T: 770.804.1589
F: 770.804.8861