

THE INTER-UNIVERSITY COUNCIL PURCHASING GROUP

PHASE 3 NEGOTIATION PROCESS

RFI: UN11-018 Misc. Classroom and Dormitory Furniture

BLOCKHOUSE COMPANY INC.

- Blockhouse offers the following tiered discounts for its entire catalog as listed in the current published price list (PL#0311).

51% Off List Prices	\$0.00 to \$49,999.99
51.25% Off List Prices	\$50,000.00 to \$99,999.99
54.25% Off List Prices	\$100,000.00 Plus

- Installation Charge 6% on orders over \$5,000.00 Net.
- Pricing shall be locked for the first two years of the contract.
- 4% maximum increase for each subsequent year up to three years.
- Blockhouse is willing to work with MBE/EDGE firms.
 - If the MBE/EDGE firm is used to provide installation only, installation charge of 6% will apply as outlined above. MBE/EDGE firm will receive a portion of the installation charge.
 - If the MBE/EDGE firm is used to assist the IUC member with selecting furniture, providing pricing, etc... Additional fees shall be negotiated between Blockhouse, MBE/EDGE firm and IUC member.