



E&I Contract Summary

Effective Date: 3/1/2011

American Seating was the inventor of the original student-desk combination. As classroom technologies evolved, American Seating responded to the needs of the College and University as well as the K-12 market. Our history and experience have positioned us as a solutions company that consistently offers the industry's highest quality products with a track record of innovation.

Our extensive product portfolio includes fixed and general seating for lecture halls, auditoriums, sports venues, learning environments, administrative, and dorm and public areas.

Product/SPA#	Contract No.	Expiration	Discounts	
All Fixed Seating Products SPA# E121	CNR01289		Standard Lead Time*	E&I Discount
			\$1-61,000	61.00%
			> \$61,000	TBD
			Standard Lead Time	10-12 Weeks
All Office Furniture Products SPA# E124	CNR01289	9/30/2012	Standard Lead Time**	E&I Discount
			\$1-61,000	61.00%
			> \$61,000	TBD
			Standard Lead Time	2-6 Weeks
Renovation/Service Parts SPA# E125	CNR01289	9/30/2012	Standard Lead Time Any Order Size	E&I Discount 50.00%
Open Market Non E&I Contract Products SPA# E123	CNR01289	9/30/2012	Standard Lead Time	E&I Discount
			Any Order Size	55.00%
Services	Installation Design & Layout Reconfiguration	9/30/2012	Quoted on a project by project basis NA Quoted on a project by project basis	

* 10-12 weeks after receipt of order (ARO) including complete specifications.

** 4-6 weeks after receipt of order (ARO), including complete specification.

Contact Customer Service for accelerated leading requests.

Above discounts are based on the List Price (US \$) total of the order.

E&I contracts are competitively bid, public contracts that are available for co-op procurement.

Contract Details

Supplier: American Seating Company
401 American Seating Center
Grand Rapids, MI 49504-4499

Federal ID: 38-2739629

Orders: Direct to American Seating Company or to American Seating Company c/o Authorized Servicing Dealer.
Quotations and order placement should be coordinated with your local American Seating Sales Representative.
See. www.eandi.org.

Price List: Current list prices at the time of order placement. Excludes tax, surety and liquidated damages.

Installation: Installation services are included in the contract and quoted on a per project basis.
Installation services are not discounted.

Payment Terms: Net thirty (30) days for date of invoice subject to credit approval. Credit cards accepted.

Freight Terms: FOB destination, door delivery within 48 contiguous states.

Points of Contact:

Sales	Bruce Weener	VP of Sales	(616) 732-6685
Contract	Nelson Wilfore	Director of Contracting	(616) 732-6511
Dealer Services	Jan Knape	Director of Dealer Development	(616) 732-6432
Report of Sales	Matt Cori	Pricing Analyst	(616) 732-6460



401 American Seating Center, Grand Rapids, MI 49504-4499
Phone 616-732-6600 800-748-0268 FAX 616-732-6401
americanseating.com

American Seating is a registered trademarks of American Seating Company.
Form No. A-E&I-11 ©2011 American Seating Company Litho in USA



American Seating is committed to lessening our impact on the planet through responsible stewardship of our environment.