DELTA GRAPHIC INC

Contract Guide

12532 Branders Bridge Road
Chester, VA 23831
804-748-6448
www.deltagraphic.com

Academia Furniture Industries	www.academiafurniture.com	Classroom Furniture, Tables and Chairs	TIPS	Chesterfield VA
allseating	www.allseating.com	Seating Solutions - Task, Executive, Training	TIPS	Chesterfield VA
Alumni Educational Solutions	www.alumnicf.com	Classroom Furniture, Tables and Chairs		Chesterfield VA
AmTab	www.amtab.com	Cafeteria and Classroom Furniture	OMNIA Partners	Chesterfield VA
cef www.cefinc.com	www.cefinc.com	STEM Lab, Collaboration and Classroom Solutions	TIPS	Chesterfield VA
Claridge	www.claridgeproducts.com	Display Boards, Display Cabinets, Lecterns	E&I Sourcing. Strategy. Savings.	Chesterfield VA
Diversified Woodcrafts	www.diversifiedwoodcrafts.com	Science Labs, STEM and CTE Spaces	TIPS	Chesterfield VA
Flagship Carpets	www.flagshipcarpets.com	Flooring Solutions		Chesterfield VA
Fleetwood Creating effective learning environments	www.fleetwoodfurniture.com	Classroom and Science, Mobile Storage	OMNIA Partners	Chesterfield VA
Fomcore	www.fomcore.com	Soft Seating	TIPS	Chesterfield VA
global	www.globalfurnituregroup.com	Administrative, Reception and Training	TIPS	Chesterfield VA
HPFi	www.hpfi.com	Administrative, Reception and Training	TIPS	Chesterfield VA
Interior Concepts solutions that fit.	www.interiorconcepts.com	Administrative, Training, Classroom		Chesterfield VA
Irwin Seating Company	www.irwinseating.com	Auditorium Seating	OMNIA Partners	Chesterfield VA
Jonti-Craft	www.jonti-craft.com	Early Learning Furniture	OMNIA Partners	Chesterfield VA
LeisureCraft Holdings, LLC.	www.leisurecraftinc.com	Outdoor Furniture		Chesterfield VA
media technologies	www.mediatechnologies.com	Media Centers, Mobile Storage, Soft Seating	OMNIA Partners	Chesterfield VA
National Public Seating	www.nationalpublicseating.com	Training and Presentation, Music	TIPS	Chesterfield VA
Office Star Products	www.officestar.net	Administrative, Reception and Training	TIPS	Chesterfield VA
SAFCO	www.safcoproducts.com	Administrative and Training Seating		Chesterfield VA
SICO	www.sicoinc.com	Cafeteria and Food Court Solutions, Stages	BuyBoard Cooperative Purchasing	Chesterfield VA
SMITHSYSTEM	www.smithsystem.com	Classroom Furniture, Tables and Chairs	OMNIA Partners	Chesterfield VA
special T	www.specialt.net	Classroom and Administrative Tables and Chairs		Chesterfield VA
tennsco Storage Made Easy	www.tennsco.com	Storage		Chesterfield VA
Wood Designs Early Learning Furniture	http://www.wooddesigns.com	Early Learning Furniture	TIPS	Chesterfield VA

Chesterfield County
Contract #ADMN2300187

		CONTRACT PRICING - DISCOUNT OFF LIST		
Manufacturer	**Dollar Volume**	**Dock Delivered**	**Inside Delivery**	**Delivered and Installed**
Academia Furniture Industries	$0 to $50,000	63%	60%	58%
	$50,001 and Up	69%	65%	64%
AllSeating	$0 to $50,000	48%	43%	40%
	$50,001 and Up	52%	49%	46%
Alumni Classroom Furniture	$0 to $50,000	47%	41%	38%
	$50,001 and Up	63%	59%	56%
AmTab	$0 to $50,000	52%	44%	42%
	$50,001 and Up	52%	44%	42%
CEF	$0 to $50,000	28%	20%	17%
	$50,001 and Up	31%	23%	20%
Claridge	$0 to $50,000	44%	38%	34%
	$50,001 and Up	48%	41%	38%
Diversified Woodcrafts	$0 to $50,000	52%	47%	43%
	$50,001 and Up	54%	49%	46%
Flagship Carpets	$0 to $50,000	30%	24%	21%
	$50,001 and Up	34%	28%	25%
Fleetwood	$0 to $50,000	28%	20%	16%
	$50,001 and Up	36%	29%	25%
Fomcore	$0 to $50,000	43%	36%	33%
	$50,001 and Up	52%	46%	42%
Global Furniture Group	$0 to $50,000	48%	44%	40%
	$50,001 and Up	55%	49%	48%
High Point Furniture Industries	$0 to $50,000	42%	37%	32%
	$50,001 and Up	50%	45%	40%
Interior Concepts	$0 to $50,000	46%	40%	36%
	$50,001 and Up	48%	42%	38%
Irwin Seating *	$0 to $50,000	37%	35%	22%
	$50,001 and Up	37%	35%	22%
Jonti-Craft	$0 to $50,000	16%	4%	1.5%
	$50,001 and Up	18%	12%	8.5%
Leisure Craft	$0 to $50,000	20%	15%	10%
	$50,001 and Up	20%	15%	10%
Media Technologies	$0 to $50,000	41%	34%	29%
	$50,001 and Up	48%	43%	39%
National Public Seating	$0 to $50,000	40%	32%	29%
	$50,001 and Up	42%	34%	32%
Office Star	$0 to $50,000	48%	42%	36%
	$50,001 and Up	55%	49%	46%
Safco	$0 to $50,000	42%	35%	31%
	$50,001 and Up	49%	42%	41%
SICO	$0 to $50,000	43%	40%	43%
	$50,001 and Up	50%	45%	43%
Smith System	$0 to $50,000	28%	20%	16%
	$50,001 and Up	38%	31%	27%
SpecialT	$0 to $50,000	47%	43%	40%
	$50,001 and Up	47%	43%	40%
Tennsco	$0 to $50,000	38%	38%	23%
	$50,001 and Up	38%	38%	23%
Wood Designs	$0 to $50,000	16%	9%	5%
	$50,001 and Up	19%	12%	9%

** Delivered and Installed assumes removal and disposal of existing auditorium chairs and installation of new, single trip.*

Parts orders not eligible for contract pricing. Does not include sales tax (real property).