Purchase Order

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State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

PURCHASE ORDER NO.
SYSFURN10E

PAGE 1

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CHANGE ORDER
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*122142334 800-482-1616 KIMBALL OFFICE INC 1600 ROYAL ST MAIL CODE KO-222

AND POLITICAL SUBDIVISIONS VARIOUS LOCALES AS INDICATED

JASPER IN 47549-1022

ALL STATE AGENCIES

BY ORDER

ALL STATE AGENCIES
AND POLITICAL SUBDIVISIONS
VARIOUS LOCALES AS INDICATED
BY ORDER

CHANGE ORDER #04 THIS CHANGE ORDER IS ISSUED TO PROVIDE THE ATTACHED LETTER THAT WAS OMITTED FROM CHANGE ORDER #03 IN ERROR. ALL PROVISIONS OF THE ORIGINAL CONTRACT AND SUBSEQUENT CHANGE ORDERS NOT MODIFIED HEREIN SHALL REMAIN IN FULL	REST WAY DESTINATION NE DESTINATION DELIVERYDATE CATNO. CHANGE ORDER #04 THIS CHANGE ORDER IS ISSUED TO PROVIDE THE ATTACHED LETTER THAT WAS OMITTED FROM CHANGE ORDER #03 IN ERROR. ALL PROVISIONS OF THE ORIGINAL CONTRACT AND SUBSEQUENT CHANGE ORDERS NOT HODIFIED HEREIN SHALL REMAIN IN FULL FORCE AND EFFECT. BACKGROUND CHECK: IN ACCORDANCE WITH W. VA. CODE 15-2D-3, THE DIRECTOR OF THE DIVISION OF PROTECTIVE SERVICES MAY REQUIRE ANY SERVICE PROVIDER WHOSE EMPLOYEES ARE REGULARLY EMPLOYED ON THE GROUNDS OR IN THE BUILDINGS OF THE CAPITOL COMPLEX OR WHO HAVE ACCESS TO SENSITIVE OR CRITICAL INFORMATION TO SUBMIT TO A	BEST WAY OUNTITY CHANGE ORDER #04 THIS CHANGE ORDER IS ISSUED TO PROVIDE THE ATTACHED LETTER THAT WAS OMITTED FROM CHANGE ORDER #03 IN ERROR. ALL PROVISIONS OF THE ORIGINAL CONTRACT AND SUBSEQUENT CHANGE ORDERS NOT FORCE AND EFFECT. BACKGROUND CHECK: IN ACCORDANCE WITH W. VA. CODE 15-2D-3, THE DIRECTOR OF THE DIVISION OF PROTECTIVE SERVICES MAY REQUIRE ANY SERVICE PROVIDER WHOSE EMPLOYEES ARE REGULARLY EMPLOYED ON THE GROUNDS OR IN THE BUILDINGS OF THE CAPITOL COMPLEX OR WHO HAVE ACCESS TO SENSITIVE OR CRITICAL INFORMATION TO SUBMIT TO A FINGERPRINT-BASED STATE AND FEDERAL BACKGROUND INQUIRY PURCHASIMO PRASE PREGHTTERMS ACCOUNTNUMBER MUL, MUL, MUL AMOUNT OUNTPRICE AMOUNT AMOUNT OUNTPRICE OUNTPRICE OUNTPRICE OUNTPRICE AMOUNT OUNTPRICE OUNTPRICE	DATE PRINTED.	TERMS OF SALE	FEIN/SSN	FUND
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APPROVED AS TO FORM BY
ASSISTANT ATTORNEY GENERAL

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JASPER IN 47549-1022

ALL STATE AGENCIES

BY ORDER

ALL STATE AGENCIES AND POLITICAL SUBDIVISIONS VARIOUS LOCALES AS INDICATED BY ORDER

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May 2, 2011

Subject: 2011 Price Adjustment

Dear National Business Partner:

Our goal is to deliver exceptional value to you and your customers. We continue to strengthen our partnership by bringing you new products, programs, incentives and technologies to propel our collective growth. Newly introduced Exhibit[™] Wall Rail Solution and WaveWorks[®] enhancements coupled with sustainability initiatives such as our UV finish, IntegraClear[™], and our partnership with ecoScorecard[™], provide solutions and benefits that are attractive to the marketplace and make your job easier.

Although we were able to avoid a price adjustment for over two and half years, commodity costs such as steel, packaging, wood products, textiles, leathers and petroleum-based materials (i.e. wood finish solvents/materials, foams, urethanes, plastics and vinyls) have escalated rapidly despite our tightly managed supply chain and improvement efforts.

Therefore, effective August 1, 2011, we will implement a price increase of 4% across the majority of our product portfolio. Products excluded from the 4% price increase are noted below.

- Exhibit™ Wall Rail Solution
- Fuel® Seating
- Gotcha™ Seating
- Mix-it® Seating

Note: There is no price increase when specifying Fuel, Gotcha and Mix-it seating with Grade 1 upholstery. However, due to commodity increases on textiles, when specifying Grades 2-L8 upholsteries there is a slight increase that averages less than 1%. The percentage increase on upholsteries and leathers are variable based on each chair's unique yardage requirement.

The following are tools and reference materials to ensure a smooth transition to adjusted prices:

- June 1, 2011, pricing for Fuel, Gotcha and Mix-it for all Grades will be posted on www.NationalOfficeFurniture.com.
- June 1, 2011, a quantity of stickers will be mailed to your dealership to apply to current price lists.
- July 1, 2011, our online price lists will be updated on www.NationalOfficeFurniture.com.
- July 15, 2011, electronic specification tools will reflect the price changes.
- New National Price Lists will be distributed in early September 2011.

We hope this advanced notification will help with your planning. Please contact your National District Manager with any questions.

Thank you for your continued support and we appreciate you choosing National as your business partner.

Best Regards, Kevin Mc Coy

Kevin McCoy

Vice President, General Manager

National Office Furniture



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