



January 2, 2019

Ogden School District

I'd like to take a moment to clarify the statement in our Davis County School District discount schedule in regards to providing deeper discounts that School Specialty offers based on the size and scope of the opportunity.

Over 20 years ago, School Specialty debuted our Projects by Design program, the first in the industry that provided a comprehensive, turn-key solution for furnishing new schools. As part of that process, we strive to provide districts with the best possible pricing for their new furniture. Typically, there are economies of scale for large furniture projects. These could include volume pricing from manufacturers, better freight rates for bulk shipments, lower installation costs, etc. We choose to pass these savings on to our customers in the form of an additional discount based on the overall size of the order. Please use the chart below to take these discounts off your order total.

<u>Order Size</u>	<u>Discount (To be taken off order total)</u>
\$25,000 – \$49,999	2% discount
\$50,000 - \$74,999	3% discount
\$75,000 - \$99,999	5% discount
\$100,000 - \$199,999	8% discount
\$200,000 - \$399,999	10% discount
\$400,000 - \$599,999	12% discount
\$600,000 and above	13% discount

These are minimum additional discounts, and we will work with you to provide deeper discounts on a case-by-case basis if possible. It is our hope that this additional discount off the total order is much easier to understand than the potentially confusing tiered pricing by supplier on other contracts. Please let us know if you have any questions about how to attain your overall purchase price. Thank you.

Sincerely,

A handwritten signature in blue ink, appearing to read "Scott Kurtzman", with a long horizontal line extending to the right.

Scott Kurtzman
School Specialty Inc.
F&E West Operations Manager
100 Paragon Parkway
Mansfield, OH 44903
scott.kurtzman@schoolspecialty.com
(419) 589-1906