



Request for Contract Update

Pursuant to the terms of contract number R191802 for Allsteel Inc. Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

Allsteel Inc. (Contractor) hereby provides notice of the following update on this date April 18, 2022.

Instructions: Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

Authorized Distributors/Dealers
 Addition
 Deletion
 Supporting Documentation

Price Update
 Supporting Documentation

Products/Services
 New Addition
 Update Only
 Supporting Documentation

Discontinued Products/Services
 Supporting Documentation

States/Territories
 Supporting Documentation

Other _____
 Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary).
Allsteel Inc. is requesting to update Contract R191802 pricing and surcharge effective May 13, 2022.

Submitted By: Cindy Hermann

Approved by Email: Date 4/19/2022 | 1:16 PM CDT

Title: Public Sector Contract Analyst

Denied by Email: Date _____

Email Address: allsteelgovcontracts@allsteeloffice.com

DocuSigned by:

Region 4 ESC: _____
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April 18, 2022

ATTN: Robert Zingelmann
Chief Financial Officer
Region 4 – Education Service Center
7145 West Tidwell Road
Houston, TX 77092

RE: Allsteel Inc. contract updates for Region 4 Furniture, Installation and Related Services Contract R191802

Dear Mr. Zingelmann:

As many of you see in your own day to day business there are many economic pressures driving significant and broad-based cost increases across supplier networks globally. These increases are affecting transportation, sourced materials, and other key components core to our product and our service model. While we have taken actions to minimize the impact, the magnitude requires us to pass along a portion of this increase.

- The Consumer Price Index has increased from 5.4% to 7.9% over the past 6 months
- Aluminum has increased 56% in the last 12 months
- Global transport capacity is 30% less than 2019 levels
- Job openings continue to increase while the workforce continues to be impacted by COVID cases, childcare, early retirements, and increased wage demands

Effective May 13, 2022, Allsteel will implement a 6.5% commercial list price adjustment to furniture product lines and architectural product lines, including previously approved specially engineered products, which applies equally to all products.

Additionally, effective May 13, 2022, Allsteel will implement an additional 1.5% surcharge in addition to the invoice total as a direct result of the increasing fuel and ocean freight inflation. This will take the overall existing surcharge on Allsteel to 4%. This surcharge adjustment will also apply to the architectural product lines.

- Oil prices have increased from \$80 to \$115 per barrel over the past 3 months
- Diesel prices have increased 53% in the last 12 months



In addition, we request to update the Gunlocke pricing to their May 2022 price lists effective May 13, 2022. The Gunlocke price adjustment is 6.5% with an additional 1.5% surcharge addition to the invoice total as a direct result of the increasing oil and fuel freight inflation. Taking the overall existing surcharge on Gunlocke to 4%. The HBF list prices and 7% surcharge will remain the same at this time.

Overall, we remain focused on assuring our pricing practices allow us to compete successfully in the market.

Thank you for your continued business and opportunity to provide Region 4 customers quality Allsteel, Gunlocke, and HBF products.

If you have any questions, please do not hesitate to contact me at allsteelgovcontracts@allsteeloffice.com.

Sincerely,

A handwritten signature in black ink that reads "Cindy Hermann". The signature is written in a cursive, flowing style.

Cindy Hermann
Public Sector Analyst

March 25, 2022

List Price Adjustment Effective May 13, 2022

As many of you see in your own day to day business there are many economic pressures driving significant and broad-based cost increases across supplier networks globally. These increases are affecting transportation, sourced materials, and other key components core to our product and our service model. While we have taken actions to minimize the impact, the magnitude requires us to pass along a portion of this increase.

- The Consumer Price Index has increased from 5.4% to 7.9% over the past 6 months
- Aluminum has increased 56% in the last 12 months
- Global transport capacity is 30% less than 2019 levels
- Job openings continue to increase while the workforce continues to be impacted by COVID cases, childcare, early retirements, and increased wage demands

Effective May 13, 2022, Allsteel will implement a 6.5% commercial List price adjustment to furniture product lines and architectural product lines, including previously approved specially engineered products, which applies equally to all products.

Additionally, effective May 13, 2022, Allsteel will implement an additional 1.5% surcharge in addition to the invoice total as a direct result of the increasing fuel and ocean freight inflation. This will take the overall existing surcharge on Allsteel to 4%. This surcharge adjustment will also apply to the architectural product lines.

- Oil prices have increased from \$80 to \$115 per barrel over the past 3 months
- Diesel prices have increased 53% in the last 12 months

Orders at current pricing will be accepted until 4pm CDT on May 12, 2022.

An equivalent government list price adjustment will follow with an exact date to be announced. Until further notice, you should continue to quote current pricing to GSA customers.

Thank you for your continued support of Allsteel. For additional commentary surrounding this list price adjustment, please contact your local Allsteel regional manager. For questions regarding timing or the electronic catalog ordering process, please contact Allsteel Customer Support at 888-255-7833.

Sincerely,



Dave Bizak

Vice President, Merchandising

March 25, 2022

List Price Adjustment Effective May 13, 2022

As many of you see in your own day to day business there are many economic pressures driving significant and broad-based cost increases across supplier networks globally. These increases are affecting transportation, sourced materials, and other key components core to our product and our service model. While we have taken actions to minimize the impact, the magnitude requires us to pass along a portion of this increase.

- The Consumer Price Index has increased from 5.4% to 7.9% over the past 6 months
- Aluminum has increased 56% in the last 12 months
- Global transport capacity is 30% less than 2019 levels
- Job openings continue to increase while the workforce continues to be impacted by COVID cases, childcare, early retirements, and increased wage demands

Effective May 13, 2022, Gunlocke will implement a 6.5% commercial List price adjustment to furniture product lines and architectural product lines, including previously approved specially engineered products, which applies equally to all products.

Additionally, effective May 13, 2022, Gunlocke will implement an additional 1.5% surcharge to the invoice total as a direct result of the increasing oil and fuel freight inflation. This will take the overall existing surcharge on Gunlocke to 4%.

- Oil prices have increased from \$80 to \$115 per barrel over the past 3 months
- Diesel prices have increased 53% in the last 12 months

Orders at current pricing will be accepted until 4pm CDT on May 12, 2022.

An equivalent government list price adjustment will follow with an exact date to be announced. Until further notice, you should continue to quote current pricing to GSA customers.

Thank you for your continued support of Gunlocke. For additional commentary surrounding this list price adjustment, please contact your local Gunlocke regional manager. For questions regarding timing or the electronic catalog ordering process, please contact Gunlocke Customer Support at 800-828-6300.



3/25/2022

Dave Bizak

Vice President, Merchandising