



TIPS USA

Contract #1102215 — Furniture



ColorScope® Shelving & Furniture



Totalibra® Steel Shelving



TechnoLink® Desk

CONTRACT EXPIRATION:

November 24, 2018

APPLICABLE PRICE LIST:

Current Manufacturer's Price List
Demco website or current Demco Annual Full Line Catalog

WHO CAN USE:

Available to TIPS members in the continental 48 States, excluding AK & HI:

- Public & private schools
- County organizations
- Colleges & universities
- Nonprofits
- City organizations
- All governmental entities

DEMCO CONTACTS:

Contract Administrator: Amy Terbilcox
Phone: 866-558-9068 **Fax:** 888-320-0288 **Email:** contracts@demco.com
Primary Sales
Phone: 800-747-7561 **Fax:** 800-730-8094 **Email:** leads@demco.com

AWARDED PRODUCT LINES AND DISCOUNTS:

DEMCO BRANDS	DISCOUNT % Off MSRP
Demco End Panels and Canopy Tops	48%
Demco ColorScope	48%
Demco Steel	48%
Demco LibraCraft®	48%
Demco TechnoLink	48%
Demco Totalibra	48%
Demco Annual Full Line, Furniture	8%
Gaylord®, Americana® line	48%
Gaylord Classic™ Circulation Desks	48%
Gaylord Harmony™ Circulation Desks	48%
Gaylord Sierra™ Circulation Desks	48%

Accessorial Charges on an "as needed" basis:	
Inside Delivery \$45
Extra Labor \$60
Lift-gate Truck \$90
Call Ahead Delivery Appointment \$7.50

DELIVERY TERMS:

FOB Destination for Regular Ground Shipping — Tailgate:

- Excludes Claridge, 3M Security Equipment, Demco Circulation Technology, Express parcel shipping and accessorial fees.
- \$75 min order on all Demco Catalog or demco.com orders.

Call Ahead Appointment: \$7.50 fee per delivery.

Inside Delivery: \$45 additional fee per delivery inside first set of doors on purchases without installation.

Extra Labor: \$60 fee per delivery, inside first set of doors on purchases.

Beyond First Set of Doors: Call for delivery quote.

Price Breaks for Size of Order: Volume discounts may be available. Call for quote.

Lift Gate: \$90 fee for lowering product over 100 lbs. to ground level. This service is encouraged if no loading dock level to a semi-trailer is available.

ADDITIONAL SERVICES:

Design Terms: \$100/hour (without product purchase)

INSTALLATION TERMS:

- \$75–100/hour, call for quote
- White glove option available, call for quote

WARRANTY: Manufacturer's warranty.

MANUFACTURER/ BRAND	DISCOUNT % Off MSRP
AC Furniture	33%
Allermuir	28%
Arcadia	28%
Claridge®	40%
Encore "On-Q"	35%
Encore Seating	35%
High Point Furniture Industries®	48%
Ironwood	28%
Marvel®, Pronto® line	48%
Marvel, all lines except Pronto	34%
Muzo, Westcoast	15%
Muzo, all except Westcoast	23%
Palmer Hamilton	28%
Palmieri	21%
Paragon	28%
Spectrum	26%
Whitney Bros.	12%
Wood Designs™	16%



Demco specializes in designing and furnishing library interiors. View our online portfolio today. Contact us for help with your library.

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