

April 4, 2016

Ref: State of Mississippi
Contract 420: Cafeteria, Dormitory, Library, Lounge, Modular Office, School
Furniture & Seating – **Proposed Discounts**

Dear Sirs/Madam:

ERG International would like to provide the following discounts for the above mentioned contract:

Delivered and Installed

40% — \$1.00 - \$25,000.00
42% — \$25,001.00 - \$75,000.00
43% — \$75,001.00 - \$125,000.00
Negotiable – \$125,001.00 & Over

Dock Delivery

50% — \$1.00 - \$25,000.00
51% — \$25,001.00 - \$75,000.00
52% — \$75,001.00 - \$125,000.00
Negotiable – \$75,001.00 & Over

Discount applies to all products/series produced by ERG International. ERG does not produce Library Shelving and therefore does not propose a discount for this item.

Your consideration would be greatly appreciated.

Sincerely,



Diane Zemliak
Contracts Administrator
Email: dianez@erginternational.com