

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](mailto:dianez@erginternational.com)