

**US COMMUNITIES  
PRICING SCHEDULE  
Part 1  
Freestanding Classroom and School Furniture**

**VIRCO, INC**

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
		Delivered Tailgate	Inside Delivery	Delivered & Installed
VIRCO, INC. ZONE 1 ID,MT,WY,ND,SD	\$0 to \$2,499	63.00%	N/A	N/A
	\$2,500 to \$7,499	64.75%	61.23%	57.70%
	\$7,500 to \$14,999	67.00%	63.70%	60.40%
	\$15,000 to \$29,999	68.50%	65.35%	62.20%
	\$30,000 +	69.50%	68.00%	66.50%

**Standard Delivery Time:** 2-4 Weeks

Contract prices for goods under this contract are derived by taking manufacturer's list price, less the discount percentage referenced above. This cost includes all freight charges, with the option of inside delivery and installation as also referenced above.

In compliance with the above pricing, the undersigned, who is an authorized representative of the Virco/Furniture Focus Corporation, agrees that upon award, to furnish the above said products at the discounted prices said herein.

**How to calculate the proper discount**

First, identify the correct pricing zone in which your district is located.

Next, use the first column net delivered price (\$0 - \$2,500) to identify all the model numbers you wish to purchase, and multiply the price of each model by the number of units you wish to purchase. This will give you the total value of your order. Then, use this total to identify the proper discount column you will use to obtain the correct net delivered price for each model you will purchase.

Signature: Patricia Runnes Company Name: Virco

Date: 9/15/2005

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**VIRCO, INC**

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
VIRCO, INC. ZONE 2 CA,OR,WA,NY,ME,NH,VT, RI,MA,NJ,CT,NV		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	63.50%	N/A	N/A
	\$2,500 to \$7,499	65.50%	62.05%	58.60%
	\$7,500 to \$14,999	67.25%	63.98%	60.70%
	\$15,000 to \$29,999	70.00%	67.00%	64.00%
	\$30,000 +	71.00%	69.00%	67.00%

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Signature: Patricia Juarez Company Name: Virco Date: 9/15/2005

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**Freestanding Classroom and School Furniture**

**VIRCO, INC**

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
VIRCO, INC. ZONE 3		Delivered Tailgate	Inside Delivery	Delivered & Installed
MI,IN,OH,KY,NE,IA,PA,MD,DE WV,VA,NC,SC,GA,MN,WI,DC	\$0 to \$2,499	65.00%	N/A	N/A
	\$2,500 to \$7,499	66.50%	63.15%	59.80%
	\$7,500 to \$14,999	68.50%	65.35%	62.20%
	\$15,000 to \$29,999	70.25%	67.28%	64.30%
	\$30,000 +	71.25%	69.80%	68.30%

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Signature: Patricia Huron Company Name: Virco

Date: 9/15/2005

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Part 1  
Freestanding Classroom and School Furniture**

**VIRCO, INC**

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
VIRCO, INC. ZONE 5 AZ,FL		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	66.50%	N/A	N/A
	\$2,500 to \$7,499	68.00%	64.80%	61.60%
	\$7,500 to \$14,999	70.00%	67.00%	64.00%
	\$15,000 to \$29,999	71.50%	68.65%	65.80%
	\$30,000 +	72.50%	71.00%	69.75%

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Signature: Patricia Summers Company Name: Virco

Date: 9/15/2005

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**Part 1**

**Freestanding Classroom and School Furniture**

**VIRCO, INC**

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
VIRCO, INC.  ZONE 4  TX,MO,OK,LA,AL,AR,MS,  TN,IL,CO,UT,NM,KS		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	66.00%	N/A	N/A
	\$2,500 to \$7,499	67.50%	64.25%	61.00%
	\$7,500 to \$14,999	69.25%	66.18%	63.10%
	\$15,000 to \$29,999	71.00%	68.10%	65.20%
	\$30,000 +	72.00%	70.60%	69.20%

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Signature: Patricia Zuniga Company Name: Virco

Date: 9/15/2005