

**US COMMUNITIES
PRICING SCHEDULE
Part 4
Storage**

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 a

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 Zimmels Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE
Part 4
Storage**

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%

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 a

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 hereir.

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 Simmons Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE**

**Part 4
Storage**

VIRCO, INC

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
		Delivered Tailgate	Inside Delivery	Delivered & Installed
VIRCO, INC. ZONE 3 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%

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 a

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 Sumner Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE
Part 4
Storage**

VIRCO, INC

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
		Delivered Tailgate	Inside Delivery	Delivered & Installed
VIRCO, INC. ZONE 4 TX,MO,OK,LA,AL,AR,MS, TN,IL,CO,UT,NM,KS	\$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%

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 a

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 Sumner* Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE
Part 4
Storage**

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%

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 a

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 Hummer Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE
PART 4 A
STORAGE**

VIRCO, INC / FURNITURE FOCUS

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
<p style="text-align: center;">VIRCO, INC. Republic Zones 1,2,3,4 & 5</p>		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	29%	N/A	N/A
	\$2,500 to \$7,499	35%	25%	20%
	\$7,500 to \$14,999	40%	30%	25%
	\$15,000 +	43%	37%	34%

Standard Delivery Time: 2-6 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.

Signature: Patricia Aunomos Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE
PART 4 B
STORAGE**

VIRCO, INC / FURNITURE FOCUS

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
<p style="text-align: center;">VIRCO, INC. Sandusky Lee Zones 1,2,3,4 & 5</p>		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	29%	N/A	N/A
	\$2,500 to \$7,499	35%	25%	20%
	\$7,500 to \$14,999	40%	30%	25%
	\$15,000 +	44%	38%	35%

Standard Delivery Time: 2-6 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 a

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.

Signature: Patricia Sumner Company Name: Virco

Date: 9/15/2005

**US COMMUNITIES
PRICING SCHEDULE
PART 4 C
STORAGE**

VIRCO, INC / FURNITURE FOCUS

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
<p style="text-align: center;">VIRCO, INC. Shain Shop Bilt Zones 1,2,3,4 & 5</p>		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	10%	N/A	N/A
	\$2,500 to \$7,499	13%	5%	0%
	\$7,500 to \$14,999	16%	8%	5%
	\$15,000 +	22%	16%	13%

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 a

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.

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

**US COMMUNITIES
PRICING SCHEDULE
PART 4 D
STORAGE**

VIRCO, INC / FURNITURE FOCUS

Manufacturer's Name	Percentage Discount for Manufacturer's Price List by Dollar Volume			
VIRCO, INC. Smith System Zones 1,2,3,4 & 5		Delivered Tailgate	Inside Delivery	Delivered & Installed
	\$0 to \$2,499	32%	N/A	N/A
	\$2,500 to \$7,499	35%	25%	20%
	\$7,500 to \$14,999	37%	27%	22%
	\$15,000 +	46%	40%	37%

Standard Delivery Time: 4-6 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 a

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.

Signature: Patricia Hummer Company Name: Virco

Date: 9/15/2005