

**US COMMUNITIES
PRICING SCHEDULE**

Part 8

Cafeteria 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 Ruemmes Company Name: Virco

Date: 9/15/2005

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| 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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|---|--|-----------------------|--------------------|--------------------------|
| 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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Date: 9/15/2005

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|---|--|-----------------------|--------------------|--------------------------|
| 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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| 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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