



High Point, USA



Navy BPA Contract N00189-11-A-0086

NAVY BPA Pricing – Zones 1, 2 & 3

All furnishings under the HPFi Navy BPA Contract are priced, including dock-to-dock delivery within the 48 contiguous states. Prices are based on “Ship To” (delivery location) for Zone 1, Zone 2, or Zone 3, in the commercial HPFi Price Book. Add minimum Freight charge of \$75.00, if shipping weight is less than 500 lbs. Free freight over 500 lbs. shipping weight.

Additional costs:

*** Palletization of Casegood products is recommended; cost is \$23.00 Net per pallet, most items one pallet/product. Seating is NOT palletized.

*** Special delivery requirements (base deliveries, delivery appointments, call-before-delivery, etc.) will be added to the invoice. Costs must be quoted in advance.

NAVY BPA Purchase Orders must be priced from the current HPFi Price Book using the appropriate Zone pricing.

CALCULATING BPA NET PRICES

To determine BPA Net prices:

- 1) Calculate the Total List Amount of the order.
- 2) Cross-reference this amount against the below chart to determine appropriate GSA discount.
- 3) Apply corresponding multiplier to List Prices to determine net price.

Total LIST Price of Order	Discount off List	Multiplier
Orders \$0 to \$10,000.00	56.51%	.4349
Orders \$10,001 to \$20,000	58.91%	.4109
Orders \$20,001 to \$30,000	59.97%	.4003
Orders \$30,001 to \$50,000	61.31%	.3869
Orders \$50,001 and above	64.38%	.3562

USE CURRENT HPFi COMMERCIAL PRICE BOOK FOR “SHIP TO” ZONE

Effective pricing on all models is listed in the HPFi Commercial Price Book. All models in the HPFi Commercial Price Book are approved for HPFi Navy BPA CONTRACT.

Contact Libby Brannock, Navy BPA Customer Service Representative at 800.447.3462 x 2159, with questions.