



## CONTRACT MODIFICATION

**MODIFICATION # 13**

**ISSUE DATE: October 07, 2024**

**REFERENCE:** Title: Educational, Classroom, Miscellaneous Support Furniture and Related Products and Services  
Contract #: R-TC-18004  
Contractor: Virco, Inc.  
Period of Contract: November 1, 2017 through December 31, 2024  
Modification Effective Date: August 06, 2024

**Modify the above referenced contract as follows:**

Change to Contract Number R-TC-18004, section 2, CONTRACT DOCUMENTS; sub-section 2.2, Memorandum of Negotiations, dated November 1, 2017, item b., the Contractor's Proposal, dated August 14, 2017, tabbed section number 3, Proposal & Organization Profile, by replacing Page 2, *Named Partners and Catalog Partners List* with attached Vendor Partner Request, dated August 06, 2024.

All future changes to the *Named Partners and Catalog Partners List* will be issued by formal Contract Modification.

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect.

Brian M. Hall, VCO, VCA

Coordinator, Procurement

Attachments: Vendor Partner Request, August 06, 2024

It is mutually agreed that the contract shall be modified, and all terms and conditions in the original contract shall remain the same.

**VIRCO, INC:**

Signature

Patricia L. Quinones, Chief Administrative Officer

Print Name and Title

October 9, 2024

Date

pattyquinones@virco.com

Email

800-448-4726, ext. 1480

Phone

**PRINCE WILLIAM COUNTY PUBLIC SCHOOLS:**

Signature

Colleen Keener, NIGP-CPP, CPPB, CPCP, VCO, VCA

Supervisor of Purchasing

Oct 10, 2024

Date

PRINCE WILLIAM COUNTY PUBLIC SCHOOLS

RFP #: R-TC-18004

The following vendors and manufacturers are included in our proposal. The Named Partners will be identified in Virco's proposal, by category, and will include discounts and list prices. The Catalog Partners are companies that Virco uses to supplement our product offering in our catalog and retail prices list. These partner products carry a Virco model number and Virco list prices.

**Named Partners**

Tesco Learning Env.  
Carpets for Kids  
Diversified Woodcrafts  
ERG International  
Fluid Concepts  
Ghent Manufacturing  
Greene Manufacturing  
High Point Furniture  
Interior Concepts  
Interstuhl  
Plymold Furnishings  
Republic Storage  
RFM Preferred Seating  
Right Angle  
Russwood Library  
Ultra-Play Systems, Inc.  
Wood Designs  
Startranet Exhibits  
Wenger  
DeskMakers  
Indiana Furniture

**Catalog Partners**

American Art Clay Co.  
Angeles Group  
Annin Flags  
Athletic Connection  
AWT World Trade, Inc.  
Brown Sales  
Bulman Products  
Children's' Factory, Inc.  
Copernicus Education  
Durham Mfg. Company  
Fire King International  
Gressco LTD  
Group LaCasse LLC  
H Wilson Company  
Hann Manufacturing  
Infinity Instruments  
Interstuhl  
Lyon Workplace Products  
Magnuson Group  
Manta Ray, Inc.  
Pelstar LLC  
Skutt Ceramic Products  
Springer Products  
United Stationer Supply  
Walker-McGuire

Date: August 6, 2024



August 6, 2024

Mr. Brian Hall  
Prince William County Public Schools  
14715 Bristow Road  
Manassas, VA 20112

RE: Vendor Partner Request

Dear Brian,

Please accept this letter as Virco's official request to add Indiana Furniture Company to our contract #R-TC-18004. Indiana Furniture is a leading manufacturer of administrative office furniture and will be added to Category 4.1.11 – Educational Office Furniture.

Indiana Furniture has been a prominent manufacturer in the contract furniture industry since 1905. The growth of our PlanSCAPE project management program is beginning to push the capacity and capabilities of our current office furniture partners; moreover, Indiana Furniture provides Virco and our customers with the highest quality administrative office solutions with unmatched capacity to meet the demanding K-12 summer delivery season.

Included with this request is the tiered discounts, as well as the updated the vendor list including Indiana Furniture as a named vendor partner.

I hope you find this request acceptable, and we look forward to hearing your response.

Sincerely,

Brian True  
Vice President of Sales  
National Sales Group

**Virco Mfg. Corporation**

2027 Harpers Way, Torrance, CA 90501 • 310-533-0474 • 800-258-7367 fax  
Highway 65, South, Conway, AR 72032 • 501-329-2901 • 800-396-8232 fax  
[www.virco.com](http://www.virco.com)

July 26, 2024

To Whom It May Concern,

Indiana Furniture hereby authorizes Virco, Inc. to represent and add Indiana Furniture's products to the Prince William County Public Schools contract R-TC-18004.

We look forward to working with Virco on this important contract.

Sincerely,

Indiana Furniture



Mike Blessinger  
Vice President, Sales and Marketing

CC: Angie Kleiser, Manager, Contracts and Sales support services, Indiana Furniture  
Brian True, Vice President of Sales, Virco Inc. National Sales Group

<p align="center"><b>EDUCATIONAL OFFICE FURNITURE</b></p> <p align="center"><b>4.1.11</b></p> <p align="center"><b>ATTACHMENT A PRICE SHEET</b></p>
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**4.1.11**

**ATTACHMENT A PRICE SHEET**

# US COMMUNITIES CONTRACT #R-TC-18004

	Percentage Discount for Manufacturer's Price List by Dollar Volume			
Manufacturer's Name	Dollar Volume	Delivered	Inside Delivery	Virco Full Service
Indiana Furniture	\$0 to \$1,000	30.0%	16.0%	-5.0%
	\$1,001 to \$4,000	34.0%	27.4%	17.5%
	\$4,001 to \$15,000	37.0%	33.9%	24.4%
	\$15,001 to \$40,000	37.0%	33.9%	24.4%
	\$40,001 to \$100,000	41.0%	38.1%	29.2%
	\$100,001 to \$250,000	41.0%	39.2%	32.2%
	\$250,001 plus	Negotiated		

Standard Sizes & Products - 3 - 4 weeks	
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**Standard Delivery Time:** Custom Sizes & Products 8 weeks

Date: \_\_\_\_\_