



## Pricing Considerations\*

### Lead Times & Pricing Processes

- Individual Steelcase Product Pricing (Including Steelcase Design Portfolio)
  - Because we are an exclusive Steelcase partner in our market, these products, including discounting, are pre-loaded into our quoting system Hedberg and are easily quotable.
  - Product pricing does not include labor. We will need to have labor quoted by our Custer scheduler. Allow for a 24-48 hour turn around time for labor quotes.
- Individual Non-Steelcase Product Pricing
  - We must reach out to the manufacturer or independent rep for pricing on these products. We generally allow for a 24-hour window for the rep or manufacturer to respond with pricing.
- Larger Layouts & Multi-Zone Environments
  - Substantial project designs may require our Custer designer to build spec in CET. When working with our design partners, this does not mean redesigning the space, but building a recommended spec with our product options. Depending on project size, allow for a 1-2 week turnaround
- Project pricing is dependent on quantities. Special contract and purchasing agreement pricing may affect discounting and overall quote.

### Freight

- Freight is included in the price of all Steelcase products (including Coalesse and Turnstone), but it is generally an additional fee for most other manufactures.
- Freight quotes are produced by the manufacturer, so before a final quote can be submitted to the client, Custer needs to reach out to the manufacturer for a freight quote.
- Freight varies by quantity, so a change in quantity will require a new freight quote from the manufacturer.