September 24, 2019

Chabot College
25555 Hesperian Blvd.
Hayward, CA 94545

RE: FCCC Agreement #CB145-18 and #CB265-18 – CSU #2018.000465 - (RFP #18-001 and RFP #18-002)

To Whom It May Concern:

Due to significant increases in commodity costs, KI is adjusting their list prices by 4%. This decision is primarily based on events outside of KI’s control, as KI has been experiencing increases on many of their most common commodities such as steel and packaging. This price increase was accepted by the Foundation for California Community Colleges and California State University on September 9, 2019. The price increase will become effective on November 9, 2019 and all outstanding quotes will be honored until December 9, 2019.

There are a few exceptions to this increase:

The following newly presented product will not have a price increase:
Katera Stack
Oath Task
FourC Task
MyPlace Lounge
Tattoo Seating, screens, storage, tables, and accessories
R8 Power Module
Vertical Cable Manager

The following products will have a 10% adjustment:
Lancaster Auditorium Seating
Ruckus Four leg seating (not the two leg stack chair)
Ruckus Stools

The following products will have a 15% adjustment:
Ruckus Storage Cubbies
Ruckus Lockers
Ruckus Work Table
KI has also reviewed their product offering for 2019 and subsequent years; with this review, KI has made the decision to discontinue some low sales products and add some new fresh offerings into their portfolio, as mentioned above. KI would like to take this time to notify you of the changes to their product offering.

**Discontinued Product**
- 1000 Series Chair
- Aerdyn
- Berlage
- Cody Lounge
- Dorsal
- Engage
- GateOne
- Hurry Up! Table
- Inquire
- Intellect Classroom Furniture
- Itoki DD Table
- Mesa Lounge
- Mondial
- Novite Folding Chair
- Perry
- Piretti Stack
- Plaza Stack Chair
- Synthesis

**Replacement Product**
- Doni
- Affina Guest Chair
- Doni Tapered Wood Leg Guest Chair
- Soltice or Affina Lounge
- Doni Seating
- FourC Task Seating
- Pirouette Table
- Pillar or Pirouette Table
- Intellect Wave Classroom Furniture
- Pirouette Table
- Soltice or Affina Lounge
- Doni Wire Tower Guest Chair
- ValueLite Folding Chair
- Strive or Opt4 High Density Seating
- Strive or Grazie Seating
- Strive Stack Chair
- Pirouette Table

The following discontinuations are product options or specific models within a larger product family.

**Partial Products Discontinued**
- 700 Series Desk - Tackboards, Countertops, PowerUp option
- 700 Series Files and Storage - All Optional Fronts
- Dante Casegoods - Bench/Wardrobes
- Int tandem Table System - Freestanding Frames with Casters
- Intellect Wave Classroom Furniture - Combination Chair/Desk
- Premier Folding Table - Adjustable Height Tables (NP6A, NP8A, WP6A and WP8A)
- Serenade Conference Table - 60X240 Maple Drum Leg and All T-Leg/Synthesis
- WorkUp Table - Ratchet Adjustable Height Table