

Primary Manufacturing Partners & Discount Structures

REGION 5 SCHOOL DISTRICTS

MANUFACTURER	PRODUCT FOCUS	MIN. DISCOUNT OFF LIST	NOTES
HON	Desks, seating, storage	43%	Strong value, quick ship
Global	Seating, systems, casegoods	45%	Broad, cost-effective portfolio
Smith System	K-12 classroom furniture	38%	Proven education partner
MooreCo	Whiteboards, makerspace, carts	28%	Flexible classroom solutions
Steelcase	Systems, seating, collaboration	48%	Industry leader in innovation
Keilhauer	Seating, collaboration	28%	Design-driven, durable
KI	Education, collaborative	35%	Strong K-12 and higher ed focus
Gressco	Library, media furnishings	10%	Specialized storage/display
Jonti-Craft	Early learning furniture	20%	Safe, durable classroom solutions
VS	Ergonomic classroom furniture	45%	Innovative K-12 designs
AMQ	Benching, height-adjustable	47%	Quick lead times, Steelcase brand
Coalesse	Lounge, collaborative	32%	Premium design, Steelcase brand
SitOnIt	Task seating, lounge	28%	Broad range, strong warranties
Kimball International	Casegoods, seating, healthcare	35%	Durable and design-focused
Versteel	Tables, collaboration	35%	High-performance, flexible
Hightower	Lounge, collaboration	28%	Modern design, hospitality feel
Leland	Seating, wood furniture	35%	High design aesthetic
WB (Whitney Brothers)	Early learning furniture	20%	Safe, child-centered
Fomcore	Soft seating, modular	42%	Flexible classroom soft seating
Paragon	Classroom, STEM, makerspace	28%	STEM/21st century learning focus
Alumni	K-12 furniture	10%	Student-focused design
Marco	Classroom furniture	31%	Flexible, durable solutions
OFS	Casegoods, lounge	28%	Sustainable and design-driven