

**A Quick Quote from Allen Hutton at Indoff**

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10/29/00 11:55

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Middletown, CT 06457-8733

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**End User List Pricing - Comparison of various wall surfaces at list price**

**Custom Markerboard**

**Frame: None**

**Material: Alliance & Claridge are porcelin over steel Whiteboard**

FOB: Illinois zip 60010 Frt Example shown is NY to IL rate

Freight: Frt included as Seperate line item

Lead time: See each Item

P/n	Description	size	-	Wt	Line sell	Q per Unit	Each Sell	
<b>Alliance Brand Whiteboard w/ Backing</b>		<b>5 feet material</b>		<b>wt</b>		<b># boards</b>	<b>per board</b>	
5ft wide	Backed whiteboard	Width	5	Ft	3.0	\$570.00	<b>1</b>	<b>\$570.00</b>
		Length	12	Ft				
		Sq ft	60					
		Price per SQ ft	\$9.50					
Crating						\$70.59	<b>1</b>	\$70.59
Freight	Prepaid and added	All Class 70				\$84.00	<b>1</b>	\$84.00

Frt: Frt included as Seperate line item

Lead Time: **1-2 week max**

Weight: 280

**delivered cost/ft sq \$12.08**

Lot=>

<b>\$724.59</b>	<b>Each Unit</b>
<b>\$724.59</b>	<b>1 Units/Lot</b>

<b>Alliance Brand Whiteboard w/ Backing</b>		<b>4 feet material</b>		<b>wt</b>		<b># boards</b>	<b>per board</b>	
4 ft wide	Backed whiteboard	Width	4	Ft	3.0	\$510.00	<b>1</b>	<b>\$510.00</b>
		Length	15	Ft				
		Sq ft	60					
		Price per SQ ft	\$8.50					
Crating						\$70.59	<b>1</b>	\$70.59
Freight	Prepaid and added					\$84.00	<b>1</b>	\$84.00

Frt: Frt included as Seperate line item

Lead Time: **1-2 week max**

Weight: 280

**delivered cost/ft sq \$11.08**

Lot=>

<b>\$664.59</b>	<b>Each Unit</b>
<b>\$664.59</b>	<b>1 Units/Lot</b>

<b>Alliance Brand Whiteboard Skin Only</b>		<b>5 feet material</b>		<b>wt</b>		<b># boards</b>	<b>per board</b>	
5ft wide	Bare Board	Width	5	Ft	1.0	\$426.00	<b>1</b>	<b>\$426.00</b>
		Length	12	Ft				
		Sq ft	60					
		Price per SQ ft	\$7.10					
Crating						\$70.59	<b>1</b>	\$70.59
Freight	Prepaid and added	Truck Line				\$77.33	<b>1</b>	\$77.33

Frt: Frt included as Seperate line item

Lead Time: **1-2 week max**

Weight: 160

**delivered cost/ft sq \$9.57**

Lot=>

<b>\$573.92</b>	<b>Each Unit</b>
<b>\$573.92</b>	<b>1 Units/Lot</b>

<b>Alliance Brand Whiteboard Skin Only</b>		<b>4 feet material</b>		<b>wt</b>		<b># boards</b>	<b>per board</b>	
4 ft wide	Bare Board	Width	4	Ft	1.0	\$366.00	<b>1</b>	<b>\$366.00</b>
		Length	15	Ft				
		Sq ft	60					
		Price per SQ ft	\$6.10					
Crating						\$70.59	<b>1</b>	\$70.59
Freight	Prepaid and added	Truck Line				\$80.00	<b>1</b>	\$80.00

Frt: Frt included as Seperate line item

Lead Time: **1-2 week max**

Weight: 160

**delivered cost/ft sq \$8.61**

Lot=>

<b>\$516.59</b>	<b>Each Unit</b>
<b>\$516.59</b>	<b>1 Units/Lot</b>

<b>Claridge LCS with backing - note 6-7 week lead time</b>							<b>Quantity</b>	
4 ft wide	Bare Board with 3/8" par	Width	4	Ft	3.0	\$457.20	<b>1</b>	<b>\$457.20</b>
		Length	15	Ft				
		Sq ft	60					
		Price per SQ ft	\$7.62					
Crating						\$17.65	<b>1</b>	\$17.65
Freight	Prepaid and added	Truck Line				\$80.00	<b>1</b>	\$80.00
Frt: Frt included as Seperate line item								
Lead Time: <b>6-7 weeks</b>		<b>delivered cost/ft sq</b>		<b>\$9.25</b>		<b>\$554.85</b>		<b>Each Unit</b>
Weight: 280						<b>\$554.85</b>		<b>1 Units/Lot</b>
						<b>Lot=&gt;</b>		

<b>Claridge LCS Skin only - note 6-7 week lead time</b>							<b>Quantity</b>	
4 ft wide	Bare Board	Width	4	Ft	3.0	\$328.80	<b>1</b>	<b>\$328.80</b>
		Length	15	Ft				
		Sq ft	60					
		Price per SQ ft	\$5.48					
Crating						\$17.65	<b>1</b>	\$17.65
Freight	Prepaid and added	Truck Line				\$84.00	<b>1</b>	\$84.00
Frt: Frt included as Seperate line item								
Lead Time: <b>6-7 weeks</b>		<b>delivered cost/ft sq</b>		<b>\$7.17</b>		<b>\$430.45</b>		<b>Each Unit</b>
Weight: 280						<b>\$430.45</b>		<b>1 Units/Lot</b>
						<b>Lot=&gt;</b>		

<b>Walltalkers Justrite - high quality Write-on Vinyl wallpaper</b>							<b>Quantity</b>	
4 ft wide	sold by linear ft	Width	5	Ft	0.2	\$288.00	<b>1</b>	<b>\$288.00</b>
		Length	12	Ft				
		Sq ft	60					
		Price per SQ ft	\$4.80					
Crating	none comes in a roll							
Freight	Prepaid and added	UPS Ground				\$8.00	<b>1</b>	\$8.00
Lead Time: <b>1- 2 days</b>		<b>delivered cost/ft sq</b>		<b>\$4.93</b>		<b>\$296.00</b>		<b>Each Unit</b>
Weight: 10						<b>\$296.00</b>		<b>1 Units/Lot</b>
						<b>Lot=&gt;</b>		

<b>Walltalkers Ezrite - Cost-Effective Write-on Vinyl wallpaper</b>							<b>Quantity</b>	
4 ft wide	Bare Board	Width	4	Ft	0.1	\$180.00	<b>1</b>	<b>\$180.00</b>
		Length	15	Ft				
		Sq ft	60					
		Price per SQ ft	\$3.00					
Crating	none comes in a roll							
Freight	Prepaid and added	UPS Ground				\$6.67	<b>1</b>	\$6.67
Lead Time: <b>1-2 days</b>		<b>delivered cost/ft sq</b>		<b>\$3.11</b>		<b>\$186.67</b>		<b>Each Unit</b>
Weight: 6						<b>\$186.67</b>		<b>1 Units/Lot</b>
						<b>Lot=&gt;</b>		

<b>Walltalkers EraseRite - Projectable Write-On Vinyl wallpaper</b>							<b>Quantity</b>	
4 ft wide	Bare Board	Width	5	Ft	0.1	\$300.00	<b>1</b>	<b>\$300.00</b>
		Length	12	Ft				
		Sq ft	60					
		Price per SQ ft	\$5.00					
Crating	none comes in a roll							
Freight	Prepaid and added	UPS Ground				\$6.67	<b>1</b>	\$6.67
Lead Time: <b>1-2 days</b>		<b>delivered cost/ft sq</b>		<b>\$5.11</b>		<b>\$306.67</b>		<b>Each Unit</b>
Weight: 8						<b>\$306.67</b>		<b>1 Units/Lot</b>
						<b>Lot=&gt;</b>		

Notes:  
 Freight based on size of order or left blank if frt collect  
 Volume and dealer discounts apply to Goods only - not freight or Crating