



## Alabama State Contract Information



Contract Number: MA220000002774  
 Sourcing Number: SRC0000002513  
 Contract Period: 3/1/2022 - 2/28/2027



Ordering Address:

All orders must be made out to:  
 Fairway Holdings  
 c/o Dealer of Record  
 111 Winnebago Steet  
 Saint Louis, MO 63118

Email orders to: [dcason@bercotables.com](mailto:dcason@bercotables.com)

Price List in Effect: Current

Price Increase Policy: One Price Increase Per Year

Dealer Participation: See attached list



Discount to State:

Tables  
 Seating  
 Educational  
 Modular/Systems  
 Bookcases/Storage

Dock to Dock  
Discount

50.00%  
 50.00%  
 50.00%  
 50.00%  
 0.00%

Inside Delivery  
Discount

0.00%  
 0.00%  
 0.00%  
 0.00%  
 0.00%

Delivered &  
 Installed  
Discount

0.00%  
 0.00%  
 0.00%  
 0.00%  
 30.00%

Qualifying end users placing a contract order directly

Please send your Purchase Order to the Customer Service representative for your territory at [mbrown@bercodesigns.com](mailto:mbrown@bercodesigns.com).



Customers placing a contract order on behalf of the end user

1. Verify the end user is qualified to purchase on contract.
2. Send both the Dealer Purchase Order (at the contract discount) AND the End User Purchase Order (at the contract discount) to the Customer Service representative for your territory at [mbrown@bercodesigns.com](mailto:mbrown@bercodesigns.com).
3. If applicable, send an invoice for any installation charges to be reimbursed with your commission.

**\*\*Note to Dealers:\*\*** Commissions may no longer be deducted from payment.

Shipping: No minimum order

Payment Terms: Net 30

Payment Instructions:

Customer Service: Mandy Brown

Remit to: Fairway Holdings DBA Berco  
 111 Winnebago Steet  
 Saint Louis, MO 63118

Phone: 888-772-4788

Email: [mbrown@bercotables.com](mailto:mbrown@bercotables.com)

