



## Tri-University Contract Information



Contract Number: BER1065  
Contract Period: 1/1/2017 - 12/31/2027



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: 2018 Price Guide



Discount:

List Price

\$1 - \$15,000  
\$15,001 - \$50,000  
\$5,001 - \$100,000  
\$100,001 - \$200,000  
\$200,001 - \$300,000  
\$300,001 - \$500,000  
\$500,001 +

Dock to Dock

Discount

57.25%  
58.25%  
59.25%  
60.25%  
61.25%  
62.25%  
63.25%

Inside Delivery

Discount

54.25%  
55.25%  
56.25%  
57.25%  
58.25%  
59.25%  
60.25%

Delivered &

Installed

Discount

50%  
51%  
52%  
53%  
54%  
55%  
56%

Qualifying end users placing a contract order directly

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

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

Phone: 314-222-0757

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