



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

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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.

<b>Discontinued Product</b>	<b>Replacement Product</b>
1000 Series Chair	Doni
Aerdyn	Affina Guest Chair
Berlage	Doni Tapered Wood Leg Guest Chair
Cody Lounge	Soltice or Affina Lounge
Dorsal	Doni Seating
Engage	FourC Task Seating
GateOne	
Hurry Up! Table	Pirouette Table
Inquire	Pillar or Pirouette Table
Intellect Classroom Furniture	Intellect Wave Classroom Furniture
Itoki DD Table	Pirouette Table
Mesa Lounge	Soltice or Affina Lounge
Mondial	Doni Wire Tower Guest Chair
Novite Folding Chair	ValueLite Folding Chair
Perry	Strive or Opt4 High Density Seating
Piretti Stack	Strive or Gizzie Seating
Plaza Stack Chair	Strive Stack Chair
Synthesis	Pirouette Table

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

**Partial Products Discontinued**

- 700 Series Desking – Tackboards, Countertops, PowerUp option
- 700 Series Files and Storage – All Optional Fronts
- Dante Casegoods – Bench/Wardrobes
- Intandem 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