

Palmer Hamilton National Contracts

Palmer Hamilton has been awarded national purchasing contracts by BuyBoard, TIPS, Sourcewell, and Sourcewell Stem.

Palmer Hamilton is regularly able to offer the end-user an additional discount based on the product models, quantities, and freight savings.

Palmer Hamilton holds the contracts. Purchase orders are issued to Palmer Hamilton, LLC.

BuyBoard and Sourcewell Contracts:

- Palmer Hamilton contract pricing is “ceiling-based” delivered unit pricing, covering the entire US with exceptions to Alaska and Hawaii which have special additional freight charges.
- The discount to BuyBoard and Sourcewell members begins at 30% off list, freight included, tailgate delivered.

Sourcewell (formerly NJPA)

Sourcewell 121919-PHL

- Contract Name: Furniture Solutions with Related Accessories and Services – Includes Décor
- Effective Dates: 02/24/2020 - 02/18/2024. May be extended up to one (1) additional one-year period

Sourcewell Stem 040121-PHL

- Contract Name: STEM Curriculum Solutions and Equipment with Related Accessories, Supplies, and Services
- Effective Dates: 05/26/2021 – 06/01/2025. May be extended up to one (1) additional one-year period

BuyBoard The Local Government Purchasing Cooperative

Buyboard 667-22

- Contract Name: Furniture for School, Office, Science, Library & Dormitory – Includes Décor
- Effective Dates: 04/01/2022 – 3/31/2023, with two possible (1) one-year renewals

Buyboard 683-22

- Contract Name: Food Service Equipment, Supplies and Appliances – Includes Décor and PHabLAB
- Effective Dates: 12/01/22 – 11/30/23, with two possible (1) one-year renewals

TIPS (The Interlocal Purchasing System) a Department of Texas ESC Region 8

- TIPS 220303 40% off List, plus freight, tailgate delivered.

TIPS 220303

- Contract Name: Furniture, Furnishings and Services – Includes Décor and PHabLAB
- Effective Dates: 05/19/2022 - 05/31/2027, five-year terms with an option for renewal for additional one (1) consecutive year

Process for dealers/ reps/ agents to follow for utilizing Palmer Hamilton's national contracts

Contact a Regional Customer Experience Representative and provide:

- Project name
- Products and quantities to be quoted
- End user contact information
- Installation (if applicable) – Palmer Hamilton or dealer National Contract Overview s/ reps/ agents
- Requested Margin - Margin is calculated on the net dealer product pricing only

The Regional Customer Experience Representative will prepare a net dealer quote which will be used to prepare a contract quote.

- The contract quote will be sent to the dealers/ reps/ agents for review. If approved by the end user a purchase order will be issued to Palmer Hamilton, LLC, 143 S. Jackson St., Elkhorn, WI 53121.
- Installation completed by the dealer is reimbursed after the installation is complete and invoice submitted.
- Palmer Hamilton and holds the paper, pays the administrative fees, and freight.
- Commissions are paid 30-45 days after the project ships.

NOTE: California - Palmer Hamilton does not hold a CA contractor's license. Therefore, any quotes involving décor, wall pockets, and products that would require a contractor's license to install, are for **product only**, tailgate delivery. If the end-user would like installation, the dealer needs to provide a separate installation quote directly to the end-user.