

Equalis Contract Summary

Contract #: R10-1176G Furniture and Storage
Related Products and Services

Effective: July 1, 2025

Expires: July 1, 2028

Friant has been awarded a contract with Equalis, a cooperative purchasing organization that provides contracts competitively solicited by public agencies. This agreement is available for use by Equalis members such as K-12 schools, higher education institutions, local governments, state agencies, tribal governments, and nonprofits.

Ordering Info:

Orders are to be made to Friant only.

Ordering address is: Friant and Associates
c/o Servicing Dealer
1980 West Ave 140th
San Leandro, CA 94577
PH: 877-828-0410
FX: 510-535-6895
Email: orders@friant.com

Orders must reference the contract number **R10-1176G**.

Orders may also be placed directly with authorized Friant dealers.

Products:

All Friant products are available on this contract.

Discounts / Price Lists / Dealer Fees:

Order List Total	End User Discount	
\$0 - \$12,000	Systems, Seating, & Laminate	66%
	Gitana	56%
\$12,000-\$250,000	Systems, Seating, & Laminate	68%
	Gitana	58%
\$250,000 - \$650,000	Systems, Seating, & Laminate	70%
	Gitana	60%
\$650,000+	Systems, Seating, & Laminate	71%
	Gitana	61%

Dealer Commission	25%
-------------------	-----

2026 list pricing applies

Freight Terms / Delivery:

FOB Destination, meaning Friant will pay freight to anywhere in the continental US. Standard lead-times shall apply.

- SPIFF does apply

Payments:

Payment terms are Net 30 Days.

Warranty:

Friant standard warranty shall apply.

Friant Contact Information:

Agencies and Dealers may contact Friant Customer Service at:

Phone: 877-828-0410
Email: contracts@friant.com

BEST PRACTICES

PO Revisions May Be Needed



PO Best Practices to avoid the need for revisions:

- Ensure the PO is issued to/from the **correct entity**
- List the **Contract number** on the PO
- Installation Cost should be a separate line item
- Include an **installation quote** document if applicable
- Verify that **pricing** for items is correct
- Contract items and standard items should be on separate POs

Delivery



- Ship to a **manned warehouse** that is familiar with live unloads.
- Ensure the delivery location is aware of the shipment **in advance**.
- **Check product** and report any damages/shortages, especially before moving to any secure facilities (that may disallow photos once inside).
- **Take photos** of any damaged product in the original packaging, especially before moving to any secure facilities (that may disallow photos once inside).

We don't recommend shipping directly to government facilities.

Additional fees associated with delivery issues to government and military facilities will be passed along to the dealer.

Claims



High Security Installation Sites:

- Many high security buildings prohibit pictures inside. As pictures of damages are required to file replacement claims, we recommend receiving to a warehouse to inspect for damage before moving product to the site.
- Make sure to **inspect all items** when they are removed from the original packaging.
- If items are damaged, photos should be taken in the original packaging and a claim filed right away.

Additional information on best receiving practices can be found in our [Receiving Guide](#)

ITEMS TO CONSIDER



CONTACT US

510-488-6072

contracts@friant.com