

# OMNIA Partners

## *Loftwall Field Guide*

### Contract Number

R2211-02

### Contract Term

01.01.2023 – 12.31.2025

### Product Scope

- Acoustic Baffles
- Architectural Solutions
- Desk Dividers
- Room Dividers
- Wall Coverings

### Small Business

Yes

### Contract Contact

Sales Team

214.239.3162

[quotes@loftwall.com](mailto:quotes@loftwall.com)

## Company Overview

Loftwall crafts privacy furniture in Grand Prairie, TX—built to order by a cross-trained crew, so lead times stay short. For 10+ years our walls have moved into Fortune 500 HQs, public campuses, and federal spaces, turning noisy rooms into places where teams do their best work.

## Discount Structure

Tier	End-User NET Total	End-User Discount
1	<\$50,000	52 % off list
2	\$50,000 – \$100,000	54 % off list
3	\$100,000 – \$250,000	56 % off list

**Dealer Discount:** Dealer receives product at 59.5 % net (stacked 50 / 10 / 10) on all tiers.

## Installation

Option	How it works
Dealer-specified	Billed at value listed on PO
Default rate	12 % of NET total if no install amount provided

Installation must be a **separate line item** for auditing compliance.

## Freight Terms

Free freight on all OMNIA orders. Applies within continental US (48 states), one ship-to per order.

Ship-to must accept a 53' trailer and have a dock.



## Order Process

1. Submit signed PO to [orders@loftwall.com](mailto:orders@loftwall.com)
2. Include **Contract R2211-04** + servicing dealer name
3. Loftwall returns order confirmation

**Accepted Payment:** Credit card, check, or Net 30 (on approval)

**Restocking Fee:** 50 % applies once production begins

## Spiff Program

Cash incentives available for qualifying OMNIA orders. See [loftwall.com/spiff](https://loftwall.com/spiff) or contact your rep.