



## TIPS MEMBER FACT SHEET

**Great Openings Contract #:** 210305, Furniture, Furnishings, and Services

**Contract Effective Dates:** 6/1/2021 – 5/31/2026

**Great Openings TIPS Profile Link:** [www.tips-usa.com/vendorProfile.cfm?RecordID=513A0EBF29B4767BC7D8933726F4F5D4](http://www.tips-usa.com/vendorProfile.cfm?RecordID=513A0EBF29B4767BC7D8933726F4F5D4)

**Contract Administrator:** Ryan McAuliffe 231-845-3165, [rmcauliffe@greatopenings.com](mailto:rmcauliffe@greatopenings.com)

**Contract Customer Service:** Rita Hansen 231-845-3158, [rita@greatopenings.com](mailto:rita@greatopenings.com)

### TIPS Member Discount Schedule

This discount schedule is based on shipment size; the list price value of a single shipment to a single destination located in the continental United States.

List Price	TIPS % Discount Dock Delivery	TIPS % Discount Delivered and Installed	Freight	Small Order Freight Charge
\$1 - \$5000	60.50%	56.50%	Landed	MI, WI, OH, KY, WV, IL, IN \$100.00 net All Other States \$200.00 net
\$5001 - \$50,000	63.50%	59.50%	Landed	N/A
\$50,001 and up	65.50%	61.50%	Landed	N/A

**TIPS Contract List Prices are based off Great Openings June 2023 Price Book, available online at:**  
[www.greatopenings.com/resources/](http://www.greatopenings.com/resources/)

- Delivered & Installed GO TIPS contract definition: Product is delivered, staged and installed by dealer installation crew and project management team. Installation includes debris removal, walk through and punch list completion. Delivered and Installed end user discounts are based on Non-Prevailing / Non-Union Wages.
- Dock Delivery GO TIPS contract definition: Delivery of product to project site loading dock by Great Openings carrier or Dealer delivery vehicle. Agency member receives product at loading dock and no other service are performed by Great Openings or Dealer.

**Interested in becoming a TIPS Member?** Membership is **Free** with no purchasing obligation or liability!  
Sign up is painless and can be done online at: [www.tips-usa.com/newmember.cfm](http://www.tips-usa.com/newmember.cfm)

### TIPS Member Purchase Order Processing Procedure

- Contact us for a TIPS Quote! 888-712-8582; [goinfo@greatopenings.com](mailto:goinfo@greatopenings.com)
- Before completing a TIPS purchase, the TIPS Member must request a TIPS Quote from Great Openings or authorized dealer with the TIPS Contract Number referenced on the quote.
- If the TIPS Member decides to proceed with the purchase, the Member must submit the TIPS Quote & PO (payable to Great Openings) both referencing the TIPS Contract Number, to: [tipspo@tips-usa.com](mailto:tipspo@tips-usa.com).
- Please note that all order instructions must be included on the PO as instructions detailed in the body of the email to [tipspo@tips-usa.com](mailto:tipspo@tips-usa.com) are not seen by Great Openings.