

BID 23MISC8
SCHOOL AND OFFICE FURNITURE

FACT SHEET

A. **Overview:** This recommendation is to establish an open requirement contract for the purchase of furniture and equipment to accommodate replacement needs, new student growth and new/renovation school projects. Bids were opened on February 15, 2023.

1. **Bid participation:**

47 bids downloaded
9 companies submitted a bid

2. **Bids were received from:**

American Design Associates (Baltimore, MD)
Early Childhood, LLC dba: Discount School Supply (Monteray, CA)
Douron, Inc. (Owings Mills, MD)
Hertz Furniture Systems, LLC (Ramsey, NJ)
Krueger International, Inc. (Green Bay, WI)
Lakeshore Learning Materials LLC (Carson, CA)
Peabody Office Furniture Corp (Boston, MA)
School Specialty, LLC (Appleton, WI)
WB Mason Co, Inc. (Columbia, MD)

3. **Other facts:**

- The initial contract period shall be effective from the date of award through February 28, 2025. The contract may be renewed for two additional two-year terms.
- This is an open requirement type contract, with no guarantee of quantity or dollar amount of purchase.
- The market basket items have been identified as standardized items by FCPS and prices shall remain firm through the initial contract term. The percentage discount from catalog listed prices shall remain constant throughout the life of the contract, including any renewals.
- Three categories of market basket items are not being recommended for award so that additional comparable manufacturer products can be identified to increase competition.
- This contract shall be administered by Kim Miskell, CSBO, Assistant Purchasing Manager.

4. **Source of Funding:** FY23 Approved Operating and Capital Improvements Projects Budget and contingent upon Board approval of FY24 and FY25 Operating and Capital Improvements Projects Budgets.

B. **Recommendation:** Staff recommends that Bid 23MISC8, School and Office Furniture, be awarded per the attached Summary of Awards.

C. **Action taken by the Board (Purchasing use only):**

<input checked="" type="checkbox"/> Approved	<input type="checkbox"/> Denied	<input type="checkbox"/> Deferred	<input type="checkbox"/> Other	KM/sg
04.19.23 Date	<input type="checkbox"/> Date	<input type="checkbox"/> Date	<input type="checkbox"/> Date	BOE Mtg.: 04.19.23

**BID 23MISC8, SCHOOL AND OFFICE FURNITURE
MARKET BASKET SUMMARY OF AWARD**

ITEM #	DESCRIPTION	SPEC MAKE/MODEL	INSIDE DELIVERY ASSEMBLED AND SET IN PLACE	VENDOR	BID MAKE/MODEL	QTY 1-50	QTY 51+
CHAIRS (Award of this category not being made at this time. Will be reseaching additional comparable manufacturer products.)							
1	CHAIR, STUDENT, HARD PLASTIC, CHR FR X BRACE, 13.5"	COLUMBIA CH-HP-XB-G-13 / VIRCO 3314XB	X				
2	CHAIR, STUDENT, HARD PLASTIC, CHR FR X BRACE, 15.5"	COLUMBIA CH-HP-XB-G-15 / VIRCO 3316XB	X				
3	CHAIR, STUDENT, HARD PLASTIC, CHR FR X BRACE, 17.5"	COLUMBIA CH-HP-XB-G-17 / VIRCO 3318XB	X				
4	CHAIR, STUDENT, SOFT PLASTIC, 12"	ARTCOBELL DISCOVER D10D-F-4-Z	X				
5	CHAIR, STUDENT, SOFT PLASTIC, 14"	ARTCOBELL DISCOVER D10C-F-4-Z	X				
6	CHAIR, STUDENT, SOFT PLASTIC, 16"	ARTCOBELL DISCOVER D10B-F-4-Z	X				
7	CHAIR, STUDENT, SOFT PLASTIC, 18"	ARTCOBELL DISCOVER D10A-F-4-Z	X				
DESKS							
8	DESK, STUDENT, 18" X 24" ADJ. HEIGHT W/BOOKRACK	COLUMBIA 3770 / VIRCO 372	X	DOURON	VIRCO 72LBM	\$ 212.00	\$ 212.00
9	DESK, STUDENT, 18" X 24", 30" FIXED HEIGHT, CHR W/BOOKRACK	COLUMBIA 3779 / VIRCO 372N	X	DOURON	VIRCO 72LBN30	\$ 195.00	\$ 195.00
10	DESK, STUDENT, BOOK BOX, BEIGE PLASTIC TOP, ADJ. HEIGHT	COLUMBIA 3130 / VIRCO 3785	X	DOURON	VIRCO 785M	\$ 140.00	\$ 140.00
11	DESK, STUDENT, BOOK BOX, WALNUT TOP, ADJ. HEIGHT	COLUMBIA 3130 / VIRCO 3785	X	DOURON	VIRCO 785	\$ 114.00	\$ 114.00
12	DESK, STUDENT, 26" X 20", POLY BOOK BOX, ADJ. HEIGHT,	ARTCOBELL DAOEE	X	AMERICAN DESIGN	ARTCOBELL NEW MODEL #7SD4A63.P1	\$ 220.00	\$ 208.00
13	DESK, TEACHER, 30" X 48", METAL/LAM, SINGLE PEDESTAL W/CENTER DRAWER	VIRO 543	X	DOURON	VIRCO 543	\$ 1,068.00	\$ 1,068.00
14	DESK, TEACHER, 30" X 60", METAL/LAM, DOUBLE PEDESTAL W/CENTER DRAWER	VIRCO 546 / ARTCOBELL D500	X	AMERICAN DESIGN	ARTCOBELL D500HF	\$ 1,018.00	\$ 898.00
15	DESK, TEACHER, SINGLE PEDESTAL, INSTRUCTOR TOP, 24"D X 60"W X 30"H T-BASE, MOBILE, RIGHT HAND	SMITH SYSTEM 26161	X	DOURON	SMITH SYSTEM 26161	\$ 723.89	\$ 723.89
16	DESK, TEACHER, SINGLE PEDESTAL, INSTRUCTOR TOP, 24"D X 60"W X 30"H T-BASE, MOBILE, LEFT HAND	SMITH SYSTEM 26160	X	DOURON	SMITH SYSTEM 26160	\$ 723.89	\$ 723.89
TABLES (Award of this category not being made at this time. Will be reseaching additional comparable manufacturer products.)							
17	TABLE, CLASS, RECTANGULAR, 30" X 60", ADJUSTABLE HEIGHT	ALLIED CLASSIC CLS3060	X				
18	TABLE, CLASS, RECTANGULAR, 36" X 72", ADJUSTABLE HEIGHT	ALLIED CLASSIC CLS3672	X				
19	TABLE, CLASS, ROUND, 48", ADJUSTABLE HEIGHT	ALLIED CLASSIC CLS48CR	X				
20	TABLE, CLASS, ROUND, 60", ADJUSTABLE HEIGHT	ALLIED CLASSIC CLS60CR	X				
21	TABLE, CLASS, TRAPEZOID, 30" X 30" X 60", ADJUSTABLE HEIGHT	ALLIED CLASSIC CLS30TP	X				
22	TABLE, CLASS, KIDNEY, 48" X 72", ADJUSTABLE HEIGHT	ALLIED CLASSIC CLS472K	X				
23	TABLE, CLASS, RECTANGULAR, 30" X 60", ADJ. HEIGHT, MARKERBOARD TOP	ALLIED CLASSIC CLS3060DE	X				
24	TABLE, CLASS, RECTANGULAR, 36" X 72", ADJ. HEIGHT, MARKERBOARD TOP	ALLIED CLASSIC CLS3672DE	X				
25	TABLE, ACTIVITY, APERATURE SHAPE W/MAKERBOARD TOP, 36 X 72, JUVENILLE HGT	ARTCOBELL DTT-AP2440E.P/MD + DTLP-4AJP	X				
26	TABLE, ACTIVITY, APERATURE SHAPE W/MAKERBOARD TOP, 36 X 72, STANDING HGT	ARTCOBELL DTT-AP2440E.P/MD + DTLP-4ASP	X				
27	TABLE, CLASS, EXPANSE SHAPE, 30" X 54", MARKERBOARD TOP, ADJ. HGT LEGS	ARTCO BELL DTT-EX3054E W/DTLP-4ATP	X				
28	TABLE, CLASS, NEBULA SHAPE, 30" X 54", MARKERBOARD TOP, ADJ. HGT LEGS	ARTCO BELL DTT-NB3054E W/DTLP-4ATP	X				
29	TABLE, ACTIVITY, KIDNEY SHAPE W/MAKERBOARD TOP, 36 X 72	ALLIED CLS372KDE	X				
ROCKING CHAIRS							
30	ROCKER, ADULT, SOLID HARDWOOD	WHITNEY BROTHERS WB5536	X	WB MASON CO, INC	WHITNEY BROTHERS WB5536	\$ 595.00	\$ 455.00
31	ROCKER, CHILD, SOLID HARDWOOD	WHITNEY BROTHERS WB5533	X	DOURON	WHITNEY BROTHERS WB5533	\$ 251.00	\$ 251.00
STOOLS							
32	STOOL, STEEL, ADJ. HEIGHT, 24.5 -32.5", 14" MASONITE SEAT CENTER	NATIONAL PUBLIC SEATING 6224H	X	PEABODY OFFICE FURNITURE CORP	NATIONAL PUBLIC SEATING 6224H	\$ 73.26	\$ 72.41
33	STOOL,STEEL, ADJ. HEIGHT, W/STEEL BACKREST AND MASONITE SEAT	NATIONAL PUBLIC SEATING 6218HB	X	PEABODY OFFICE FURNITURE CORP	NATIONAL PUBLIC SEATING 6218HB	\$ 91.86	\$ 90.80
34	STOOL, STEEL, ADJ. HEIGHT, 18.5-26.5", 14" MASONITE SEAT CENTER	NATIONAL PUBLIC SEATING 6218H	X	PEABODY OFFICE FURNITURE CORP	NATIONAL PUBLIC SEATING 6218H	\$ 70.93	\$ 70.11
35	STOOL, STEEL, ADJ. HEIGHT, 19-27", WOOD SEAT	KI 618WA	X	DOURON	KI 618WA	\$ 99.00	\$ 99.00
36	STOOL, MOVABLE, 12"HEIGHT	VS HOKKI 03285 - 12"	X	DOURON	VS HOKKI 03285 - 12"	\$ 99.00	\$ 99.00
37	STOOL, MOVABLE, 15"HEIGHT	VS HOKKI 03285 - 15"	X	DOURON	VS HOKKI 03285 - 15"	\$ 105.00	\$ 105.00
38	STOOL, MOVABLE, 18"HEIGHT	VS HOKKI 03285 - 18"	X	DOURON	VS HOKKI 03285 - 18"	\$ 108.00	\$ 108.00
39	SEATING, FLOOR PAD	FOMCORE LILY PAD FK007-Z	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 138.00	\$ 124.00
40	SEATING FLOOR PAD CADDY	FOMCORE LILY TROLLEY FK009CART	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 286.00	\$ 238.00
BOOK TRUCKS							
41	BOOK TRUCK, 3 FLAT SHELVES, STEEL, 5" CASTERS	SMITH SYSTEM 21051	X	DOURON	SMITH SYSTEM 21051	\$ 345.00	\$ 345.00
42	BOOK TRUCK, 6 SLOPE SHELVES, STEL, 5" CASTERS	SMITH SYSTEM 21001	X	DOURON	SMITH SYSTEM 21001	\$ 402.00	\$ 402.00
WALL BOARDS (BULLETIN CHALK AND MARKER)							
43	BULLETIN BOARD, WALL, 4' X 4', FABRICORK, ALUM FRAME (NOT INSTALLED)	CLARIDGE 844F-CO	X	WB MASON CO, INC	CLARIDGE C-844F	\$ 165.00	\$ 113.00
44	BULLETIN BOARD, WALL, 4' X 8', FABRICORK, ALUM FRAME (NOT INSTALLED)	CLARIDGE 858F-CO	X	WB MASON CO, INC	CLARIDGE C-858F	\$ 285.00	\$ 190.00
45	MARKER BOARD, 4' X 8', WALL, WHT, DELUXE (NOT INSTALLED)	CLARIDGE LCS2048-R	X	PEABODY OFFICE FURNITURE CORP	CLARIDGE LCS2048-R	\$ 387.21	\$ 382.76
46	MARKER BOARD, REV., 4' X 6', ALUM FRAME W/CASTERS	CLARIDGE LCS56CSTRS-ADD1	X	PEABODY OFFICE FURNITURE CORP	CLARIDGE LCS56CSTRS-ADD1	\$ 838.37	\$ 828.74
STORAGE CABINETS							
47	CABINET, STORAGE, 4 ADJ. SHELVES, STEEL W/LOCK, 24"D	SANDUSKY LEE CA41362478-XX (24" D)	X	WB MASON CO, INC	SANDUSKY LEE CA41362478- XX	\$ 745.00	\$ 630.00

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48	CABINET, STORAGE, 4 ADJ. SHELVES, STEEL W/LOCK, 18"D	SANDUSKY LEE CA41361878-XX (18" D)	X	WB MASON CO, INC	SANDUSKY LEE CA41361878- XX	\$ 670.00	\$ 565.00
49	CABINET, STORAGE, COMBINATION, 3 ADJ. SHELVES AND GARMENT ROD, STEEL W/LOCK, 24"D	SANDUSKY LEE CAC1362472-XX (24"D)	X	WB MASON CO, INC	SANDUSKY LEE CAC1362472- XX	\$ 775.00	\$ 650.00
FOLDING CHAIRS AND CHAIR CADDY							
50	CHAIR, FOLDING, STEEL SEAT AND BACK	NATIONAL PUBLIC SEATING 300 SERIES	X	HERTZ FURNITURE SYSTEMS LLC	NATIONAL PUBLIC SEATING 300 SERIES	\$ 42.41	\$ 39.84
51	CHAIR, FOLDING, STEEL, W/FABRIC UPH SEAT/BACK	NATIONAL PUBLIC SEATING 2300 SERIES	X	HERTZ FURNITURE SYSTEMS LLC	NATIONAL PUBLIC SEATING 2300 SERIES	\$ 53.19	\$ 48.35
52	CHAIR TRUCK, DOUBLE TIER FOR FOLDING CHAIRS	NATIONAL PUBLIC SEATING #84	X	PEABODY OFFICE FURNITURE CORP	NATIONAL PUBLIC SEATING #84	\$ 424.42	\$ 419.54
SEATING							
53	CHAIR, TASK, MID BACK W/ARMS	HON HIWM1	X	PEABODY OFFICE FURNITURE CORP	HON H1WM1	\$ 404.65	\$ 400.00
54	CHAIR, TASK, MESH BACK	HON HIWMM	X	PEABODY OFFICE FURNITURE CORP	HON HIWMM	\$ 331.40	\$ 327.59
55	CHAIR, TASK, LOW BACK W/O ARMS	HON H5723	X	DOURON	HON H5723	\$ 235.00	\$ 235.00
56	CHAIR, TASK, HIGH BACK W/MESH BACK AND BLACK FABRIC SEATING WITH ADJUSTABLE ARMS	HON HVL531.MM1	X	DOURON	HON HVL531.MM1	\$ 251.00	\$ 251.00
57	CHAIR, TASK, HIGH BACK W/MESH BACK AND SEAT WITH ADJUSTABLE ARMS	HON HVL534.MST3	X	DOURON	HON HVL534.MST3	\$ 310.00	\$ 310.00
58	CHAIR, TASK, SECRETARIAL, LOW BACK, ERGO, NO ARMS	HON H5703	X	DOURON	HON H5703	\$ 201.00	\$ 201.00
59	CHAIR, TASK, ECONOMY/STUDENT, UPH, CASTERS W/O ARMS	HON H5701	X	DOURON	HON H5701	\$ 162.00	\$ 162.00
TABLES (ART, SCIENCE AND MAKERSPACE)							
60	TABLE, SCIENCE, PLAIN APRON, OAK , BOOTS W/O ELECTRIC, 1" SOLID PHENOLIC RESIN TOP, 24"X48"X30"H	DIVERSIFIED WOODCRAFTS P7104K30N	X	WB MASON CO, INC	DIVERSIFIED WOODCRAFTS P7104K30N	\$ 595.00	\$ 505.00
61	TABLE, SCIENCE, PLAIN APRON, OAK , BOOTS W/O ELECTRIC, 1" SOLID PHENOLIC RESIN TOP, 30"X60"X30"H	DIVERSIFIED WOODCRAFTS P7144K30N	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 790.00	\$ 712.00
62	TABLES, MAKERSPACE, 36" X 72", ADJ. HEIGHT, SOLID MAPLE BUTCHER BLOCK TOP	MITY BILT BLOK MS3672BLOK.CHR.CA	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 1,169.00	\$ 1,128.00
63	TABLE, CRAFT, 60" X 42" X 1-3/4" THICK TOP, 30"H, MAPLE	SHAIN/SHOP BUILT #PT62M	X	AMERICAN DESIGN	SHAINSHOP BUILT/DIVERSIFIED PT-62M	\$ 1,210.00	\$ 1,189.00
TABLES (CAFETERIA) (Award of this category not being made at this time. Will be reseaching additional comparable manufacturer products.)							
64	TABLE, CAFÉ, FOLD BENCH, 27" TABLE HEIGHT	AMTAB MBT1227	X				
65	TABLE, CAFÉ, FOLD BENCH, 29" TABLE HEIGHT	AMTAB MBT1229	X				
TABLES (CONFERENCE)							
66	TABLE, CONF., 120" X 48" RECT TOP, WOOD/LAM, SLAB BASE (10')	HON HTLC48120 W/HTLP120	X	DOURON	HON HTLC48120 W/HTLP120	\$ 879.00	\$ 879.00
67	TABLE, CONF., 96" X 42", RECT TOP, WOOD/LAM, SLAB BASE (8')	HON HTLC4296 W/HTLP96	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 786.00	\$ 776.00
68	TABLE, CONF, 120" X 48" RACETRACK TOP, WOOD/LAM, SLAB BASE (10')	HON HTLA48120 W/HTLP120	X	DOURON	HON HTLA48120 W/HTLP120	\$ 878.00	\$ 878.00
69	TABLE, CONF, 96" X 42", RACETRACK TOP, WOOD/LAM, SLAB BASE (8')	HON HTLA4296 W/HTLP96	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 786.00	\$ 772.00
70	TABLE, CONF., 42", ROUND, WOOD, TRADITIONAL W/CYLINDER BASE	HON HTLD42 W/ HTLR42	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 594.00	\$ 582.00
71	TABLE, CONF., 48", ROUND, WOOD, TRADITIONAL W/CYLINDER BASE	HON HTLD48 W/HTLR48	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 649.00	\$ 629.00
BOOKCASES							
72	BOOKCASE, 36"H, WOOD, 2 SHELF	HALE 1136NY (1100NY SERIES)	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 689.00	\$ 659.00
73	BOOKCASE, 48"H, WOOD, 3 SHELF	HALE 1148NY (1100NY SERIES)	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 853.00	\$ 833.00
74	BOOKCASE, 60"H, WOOD, 4 SHELF	HALE 1160NY (1100NY SERIES)	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 1,049.00	\$ 1,019.00
75	BOOKCASE, 72"H, WOOD, 5 SHELF	HALE 1172NY (1100NY SERIES)	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 1,179.00	\$ 1,149.00
FILE CABINETS							
76	CABINET, FILE, LATERAL, 4 DRW, 30" W/LOCK	HON H674L	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 730.00	\$ 710.00
77	CABINET, FILE, LATERAL, 3 DRW, 36" W/LOCK	HON H683L	X	DOURON	HON H683L	\$ 668.00	\$ 668.00
78	CABINET, FILE, LATERAL, 2 DRW, 30" W/LOCK	HON H672L	X	DOURON	HON H672L	\$ 447.00	\$ 447.00
79	CABINET, FILE, VERTICAL, 2 DRW, LETTER W/LOCK	HON H212	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 482.00	\$ 472.00
80	CABINET, FILE, VERTICAL, 4 DRW, LETTER W/LOCK	HON H214	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 618.00	\$ 598.00
81	CABINET, FILE, VERTICAL, 4 DRW, LEGAL W/LOCK	HON H214C	X	AMERICAN DESIGN	AS SPECIFIED - STANDARD COLORS QUOTED	\$ 698.00	\$ 682.00

**BID 23MISC8, SCHOOL AND OFFICE FURNITURE
PERCENTAGE DISCOUNT FROM LIST PRICES - SUMMARY OF AWARD**

MANUFACTURER	VENDOR	PERCENTAGE DISCOUNT
ALL STEEL	WB Mason Co, Inc	50%
ALLIED PLASTIC	American Design	38%
AMTAB	American Design	30%
ARTCOBELL	American Design	42%
ARTOPEX	Peabody Office Furniture Corp	46%
BALT	American Design	40%
BRETFORD	School Specialty, LLC	18%
BRODART	Peabody Office Furniture Corp	46%
CANDEX	Douron, Inc.	48%
CHILDCRAFT	School Specialty, LLC	68%
CLARIDGE	Peabody Office Furniture Corp	46%
CLASSROOM SELECT	School Specialty, LLC	69%
COLUMBIA	American Design	40%
COMMUNITY	Douron, Inc.	49%
COPERNICUS EDUCATIONAL PRODUCTS	School Specialty, LLC	22%
DALITE	American Design	18%
DATUM	American Design	38%
DEMCO	Peabody Office Furniture Corp	36%
DIVERSIFIED WOODCRAFTS	Peabody Office Furniture Corp	53%
ECR4KIDS	American Design	26%
FLEETWOOD	Douron, Inc.	32.6%
GHENT	Peabody Office Furniture Corp & School Specialty	31%
GLOBAL	Douron, Inc.	55.7%
GROUPE LACASSE	American Design	45%
HALE	Douron, Inc.	38.9%
HIGHPOINT	American Design & Peabody Office Furniture Corp	46%
HON	WB Mason Co, Inc	58.5%
INDIANA DESK	American Design	46%
JONTI-CRAFT	School Specialty, LLC	18%
KI	Douron, Inc. & Krueger International, Inc.	42%
LAKESHORE LEARNING	Lakeshore Learning Materials, LLC	7%
LAKESHORE LEARNING	Peabody Office Furniture Corp	15%
MIDWEST	American Design	30%
MITY-LITE TABLES	Peabody Office Furniture Corp	41%
MOORECO	Peabody Office Furniture Corp	43%
NATIONAL PUBLIC SEATING	Peabody Office Furniture Corp	50%
OFFICE SOURCE	American Design	40%
PALMER HAMILTON	Peabody Office Furniture Corp	41%
PENCO PRODUCTS	Douron, Inc.	46.10%
ROYAL	School Specialty, LLC	69%
RUBBERMAID COMMERCIAL	Peabody Office Furniture Corp	26%
RUSSWOOD LIBRARY FURNITURE	Douron, Inc.	50%
SAFCO	Peabody Office Furniture Corp	41%
SANDUSKY LEE	American Design	30%
SCHOLARCRAFT	WB Mason Co, Inc	59%
SCHOOL SPECIALTY	Peabody Office Furniture Corp	31%
SCHOOL SPECIALTY	School Specialty, LLC	6%
SHAIN SHOP-BILT	School Specialty, LLC	45%
SIT-ON-IT	Douron, Inc.	48%
SMITH SYSTEMS	Douron, Inc.	41.30%
SPECTRUM INDUSTRIES	American Design	20%
TENNSCO	American Design	36%

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MANUFACTURER	VENDOR	PERCENTAGE DISCOUNT
UNITED CHAIR	Douron, Inc.	47%
VIRCO	Douron, Inc.	65.50%
VS AMERICA	American Design	16%
WENGER	Peabody Office Furniture Corp	8%
WORDEN	American Design	40%
Fomcore	American Design	32%
CEF	American Design	50%
Paragon	American Design	30%
NDI	American Design	40%
Alumni	American Design	30%
Mity Built	American Design	28%
Academia	Hertz Furniture Systems LLC	59.40%
Global - OTG (OfficestoGo)	Hertz Furniture Systems LLC	35.40%
Haskell Office	Hertz Furniture Systems LLC	28.20%
Marco Group	Hertz Furniture Systems LLC	13.20%
Steel Cabinets USA	Hertz Furniture Systems LLC	21.50%

PART II

	American Design	WB Mason Co, Inc
DESIGN SERVICES		
(The delivered and installed discounts include the original plus two design revisions. Additional revisions are charged at the design services hourly rate.)	\$65.00/hour	\$125.00/hour
Do you have the capability to provide design services? If yes, check the box that applies:		
Dealer	X	X
Manufacturer	X	X
Third Party	X	