

STATE OF OHIO  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
GENERAL SERVICES DIVISION  
OFFICE OF PROCUREMENT SERVICES  
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

S & L GOVERNMENT PRICING SCHEDULE

SCHEDULE NUMBER: 7771400607

EFFECTIVE DATES: 12/01/2006 TO 11/30/2010  
Renewal through 2/28/2011

The Department of Administrative Services has completed the evaluation and analysis of the State Term Schedule (STS) offering submitted by the Contractor as listed herein. The Contractor listed herein has been determined to provide competitive, economical and reasonable pricing for the items contained in their offer. The respective offer, including the Standard Contract Terms & Conditions, any proposal amendment, special contract terms & conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this State Term Schedule.

This State Term Schedule is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Schedule is renewed, terminated, or cancelled in accordance with the Standard Contract Terms and Conditions dated 10-01-2007.

This State Term Schedule is available to all state agencies, state institutions of higher education and political subdivisions properly registered as members of the Cooperative Purchasing Program of the Department of Administration Services, as applicable.

Agencies are eligible to make purchases of the supplies and/or services in any amount and at any time as determined by the agency (see maximum order limit). The State makes no representation or guarantee that agencies will purchase the supplies and/or services approved in the State Term Schedule.

State agencies may make purchases under this State Term Schedule up to \$2500.00 using the state of Ohio payment card. Any purchases that exceed \$2500.00 will be made using the official state of Ohio purchase order (ADM-0523). Any non-state agency, institution of higher education or Cooperative Purchasing member will use forms applicable to their respective agency.

Questions regarding this and/or the State Term Schedule may be directed to:

Cassity Butler  
cassity.butler@das.state.oh.us



This State Term Schedule and any Amendments thereto are available from the DAS website at the following address: <http://procure.ohio.gov>.

**Sauder Mfg Co**

**STATE TERM SCHEDULE**

**Index No:** STS714  
**New Date:** 11/26/2010

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**CONTRACTOR, PRICES, TERM SCHEDULE, ETC.**

**Send Purchase Orders To:**

**Remit To:**

**OAKS Contract ID:**

0000072566  
Sauder Mfg Co  
930 W BARRE RD  
ARCHBOLD, OH 43502

Same

7771400607-4

**Contractor Contacts:**

|          |       |                           |                    |               |                      |
|----------|-------|---------------------------|--------------------|---------------|----------------------|
| Ms. Jodi | Short | (800) 537-1530, ext. 3162 | Fax:(419) 446-3697 | Sales Contact | jshort@saudermfg.com |
| Ms. Jodi | Short | (800) 537-1530, ext. 3162 | Fax:(419) 446-3697 | Revenue Share | jshort@saudermfg.com |

**Delivery:**

60 Days A.R.O. - F.O.B. Destination, freight prepaid

**Terms:**

1% - 20, Net 30 Days

**Basic Order Limitations** (Agencies should contact Procurement Services when they expect to exceed the Maximum Order Limitation.)

Minimum: 100.00  
Maximum: 50000.00

**APPROVED PRODUCTS/SERVICES:** Only those vendors, products, or services as listed in the price pages, approved by the Office of Procurement Services, may be purchased from this State Term Schedule. Any vendors, prices, terms, conditions, products or services not listed in the approved price sheets are outside the scope of this schedule.

**MANDATORY USE CONTRACTS:** All General Distribution Contracts (GDC), Limited Distribution Contracts (LDC), Multiple Award Contracts (MAC), and Request for Proposals (RFP) take precedence over this State Term Schedule (STS). This STS is only for governmental entities without a mandatory use contract.

**EXCLUDED ITEMS:** (State Agencies Only) in accordance with the Ohio Revised Code Section 5147.07, 4115.31, through 4115.35, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); Community Rehabilitation Programs (CRP); Department of Mental Health (DMH) Office of Support Services (Central Warehouse, and Pharmacy Services); and Rehabilitation Services Commission (RSC). State agencies must obtain a waiver from OPI, CRP, DMH Central Warehouse or Pharmacy Services, and/or RSC to procure from this schedule.

**SPECIAL NOTE:** The state of Ohio including but not limited to its agencies, boards, commissions, departments, state universities, state vocational schools, state community colleges of Ohio, and any entity authorized by law to use this State Term Schedule (STS) is not obligated to procure any products or services from this STS. This STS shall not be construed to prevent the state from purchasing products or services using other procurement methods as authorized by law.

**NOTICE TO CONTRACTOR/VENDOR:** It is the responsibility of the contractor's contact to maintain this State Term Schedule with current information. All updates i.e., telephone numbers, contact names, email addresses, tax identification number, prices, and catalogs etc., are required to be processed through the formal amendment authorization process which is initiated by way of a written request from the contractor's contact.

**UNSPSC CODES (OAKS Category ID) and Item Descriptions:**

All purchase orders placed against this contract shall use the following UNSPSC Codes when completing requisitions.

56000000 - Furniture and Furnishings

**NOTES:**

Please Note: Unless expressly stated within the body of the Contract, all Contract Terms and Conditions shall prevail over any terms stated in the contractor catalogs and pricelists.

Discount Structure:

Installed 47%

Drop Ship 52%

Additional Discount Structure:

PlyLok Products (2 position, 3 position, Sledbase and 4 leg):

| Order Quantity | Add. Discount |
|----------------|---------------|
| 75 – 299       | 5%            |
| 300 +          | 8%            |

PlyLok Jr., PlyLok Stools, DuroPly, Opera, Vantage, Autumn, Grace & Lace, Horizon, Kidz, Mission, Plyfold, Provident II, Regal III, and Troika

| Order Quantity | Add. Discount |
|----------------|---------------|
| 20 – 74        | 8%            |
| 75 – 299       | 13%           |
| 300 – 499      | 15%           |
| 500 +          | 17%           |

## Dealer Index

### MBE Participation

#### Dealer Name & Address

0000077678  
Clara I. Brown Interiors, Inc.  
5305 COURTNEY PL  
COLUMBUS, OH 43235  
www.cibiinc.com

**Remit to:**  
0000077678  
Clara I. Brown Interiors, Inc.  
5305 COURTNEY PL  
COLUMBUS, OH 43235

**OAKS Contract ID**  
7771400607-5



#### Dealer's Contact:

| Name              | Phone               | Fax          | Email Address     |
|-------------------|---------------------|--------------|-------------------|
| Ms. Clara I Brown | 614-224-9180 Ext 14 | 614-221-7974 | clara@cibiinc.com |

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### MBE Participation

#### Dealer Name & Address

0000178019  
Integrated WorkSpace Solutions (IWS) , LLC  
6 W. 12th Street  
Cincinnati, OH 45202

**Remit to:**  
Same

**OAKS Contract ID**  
7771400607-13



#### Dealer's Contact:

| Name                | Phone        | Fax          | Email Address          |
|---------------------|--------------|--------------|------------------------|
| Mr. Jonathan Railey | 513-345-3052 | 513-263-6399 | jrailey@iws-online.com |

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#### Dealer Name & Address

0000052725  
Continental Office Furniture Corp.  
2601 Silver Drive  
COLUMBUS, OH 43211

**Remit to:**  
0000052725  
Continental Office Furniture Corp.  
2601 Silver Drive  
COLUMBUS, OH 43211

**OAKS Contract ID**  
7771400607-1



#### Dealer's Contact:

| Name           | Phone          | Fax            | Email Address                |
|----------------|----------------|----------------|------------------------------|
| Ms. Lisa Welch | (614) 384-4496 | (614) 261-1231 | lwelch@continentaloffice.com |

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#### Dealer Name & Address

0000070583  
Contract Source Inc.  
1440 ROCKSIDE RD STE 216  
CLEVELAND, OH 44134

**Remit to:**  
0000070583  
Contract Source Inc.  
1440 Snow Road Suite 216  
CLEVELAND, OH 44134

**OAKS Contract ID**  
7771400607-3



#### Dealer's Contact:

| Name            | Phone        | Fax          | Email Address           |
|-----------------|--------------|--------------|-------------------------|
| Ms. Roberta Lux | 216-351-7575 | 216-741-4272 | rlux@contractsource.com |

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#### Dealer Name & Address

0000133624  
INDEPENDENCE BUSINESS SUPPLY  
4550 HINCKLEY INDUSTRIAL PKY  
CLEVELAND, OH 44109-6010

**Remit to:**  
0000133624  
INDEPENDENCE BUSINESS SUPPLY  
4550 HINCKLEY INDUSTRIAL PKY  
CLEVELAND, OH 44109-6010

**OAKS Contract ID**  
7771400607-11



#### Dealer's Contact:

| Name             | Phone                | Fax          | Email Address            |
|------------------|----------------------|--------------|--------------------------|
| Mr. Steve Gordon | 800-621-6001 ext 223 | 800-393-6721 | steve.gordon@ibuyibs.com |
| Ms. Judy Zitzman |                      |              | judy.zitzman@ibuyibs.com |

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**Dealer Name & Address**  
0000094217  
Library Design Associates, Inc.  
10046 BREWSTER LN  
POWELL, OH 43065

**Remit to:**  
0000094217  
Library Design Associates, Inc.  
10046 BREWSTER LN  
POWELL, OH 43065

**OAKS Contract ID**  
7771400607-6



**Dealer's Contact:**

| Name                    | Phone          | Fax          | Email Address          |
|-------------------------|----------------|--------------|------------------------|
| Mr. Rich S. DeBear, Jr. | (614) 923-4600 | 614-923-4601 | rich@librarydesign.com |

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**Dealer Name & Address**

0000054344  
Loth, Inc  
855 Grandview Ave.  
Columbus, OH 43215

**Remit to:**  
0000054344  
Loth, Inc  
PO Box 632941  
Cincinnati, OH 45263-2941

**OAKS Contract ID**  
7771400607-14



**Dealer's Contact:**

| Name               | Phone        | Fax          | Email Address              |
|--------------------|--------------|--------------|----------------------------|
| Ms. Lois Braunagel | 614-487-4321 | 614-930-2021 | lbraunagel@lothexperts.com |

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**Dealer Name & Address**

0000064846  
Morris Office Equipment Company  
5801 MAYFAIR RD NW  
NORTH CANTON, OH 44720

**Remit to:**  
0000064846  
Morris Office Equipment Company  
P.O. Box 2482  
NORTH CANTON, OH 44720

**OAKS Contract ID**  
7771400607-9



**Dealer's Contact:**

| Name               | Phone                    | Fax            | Email Address             |
|--------------------|--------------------------|----------------|---------------------------|
| Mr. Robert Winther | (330) 499-1030, Ext. 128 | (330) 499-2819 | bwinther@morrisoffice.com |

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**Dealer Name & Address**

0000063477  
The Ohio Desk Company  
1122 PROSPECT AVE  
CLEVELAND, OH 44115

**Remit to:**  
0000063477  
The Ohio Desk Company  
1122 PROSPECT AVE  
CLEVELAND, OH 44115

**OAKS Contract ID**  
7771400607-2



**Dealer's Contact:**

| Name                | Phone        | Fax          | Email Address        |
|---------------------|--------------|--------------|----------------------|
| Mr. Donald P Shepka | 216-556-8676 | 216-623-0611 | dshepka@ohiodesk.com |

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**SUMMARY OF AMENDMENTS**

| <b>Amendment Number</b> | <b>Revision Date</b> | <b>Description</b>  |
|-------------------------|----------------------|---|
| 15                      | 11/26/2010           | This amendment is issued to notify that as a result of mutual agreement between the state of Ohio and the contractor, the subject contract is renewed for an additional three months, effective December 1, 2010 through February 28, 2011. All other prices and terms remain the same. |
| 14                      | 11/10/2010           | This amendment is issued to indicate a change in the contact person for Loth, Inc.  |
| 13                      | 07/12/2010           | To add Loth, Inc as a pay direct dealer effective with all orders issued on or after July 12, 2010.   |
| 12                      | 06/21/2010           | This amendment is issued to notify the contractor that this contract will expire on 11/30/10 and may be eligible to renew.  |
| 11                      | 03/12/2010           | To remove dealer, Business Interiors & Environments Inc., effective with all orders issued on or after 03/12/10.  |
| 10                      | 03/05/2010           | To remove dealer, Medical Resources, effective with all orders issued on or after 03/05/10.   |
| 9                       | 02/17/2010           | This addendum is issued to add Independence Business Supply and Integrated Workspace Solutions LLC as authorized pay-direct dealers, effective with all orders issued on or after February 17, 2010 .   |
| 8                       | 10/20/2009           | To indicate an update to the payment terms, and an update to the pricelist, dated January 1, 2008, effective with all orders issued on or after October 20, 2009.   |
| 7                       | 04/10/2009           | 7      04/10/09 To update the contact person for Continental Office Environments.   |
| 6                       | 03/23/2009           | 6      03/23/09 To update the contact person for dealer Business Interiors and Environments, Inc.   |
| 5                       | 04/01/2008           | 5      04/01/08 Indicates an update to price list dated January 2008 and update to contractor's contact effective with all orders issued on or after April 1, 2008.   |
| 4                       | 01/11/2008           | 4      01/11/08 To indicate addition of pay direct dealer Business Interiors and Environments, Inc., effective with all orders issued on or after January 11, 2008.   |
| 3                       | 11/15/2007           | 3      11/15/07 Indicates an update to the price list dated January 2007; Update to contractor's contact & addition of Morris Office Equipment as an authorized pay-direct dealer effective with all orders issued on or after November 15, 2007.                                       |
| 2                       | 09/15/2007           | 2      09/15/07 Medical Resources added as a pay-direct dealer, effective with all orders issued on or after September 15, 2007.  |
| 1                       | 03/20/2007           | 1      03/20/07 To add pay direct dealers Library Design Associates, Inc. and Contract Source, Inc. to this contract with NIGP codes, effective with all orders issued on or after March 20, 2007. Summary of amendment page added. Contract repaginated.                               |