



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

MANDATORY USE CONTRACT FOR: OHIO PENAL INDUSTRIES FURNITURE SYSTEMS AND MOVEABLE WALLS - UNFINISHED AND UNASSEMBLED

CONTRACT No.: RS902412

EFFECTIVE DATES: 05/15/12 to 04/30/14  
Renewal through 04/30/2016\*

The Department of Administrative Services has accepted bids submitted in response to Invitation to Bid No. RS902412 that opened on 04/13/12. The evaluation of the bid response(s) has been completed. The bidder(s) listed herein have been determined to be the lowest responsive and responsible bidder(s) and have been awarded a contract for the items(s) listed. The respective bid response, including the [Terms and Conditions for Bidding, Standard Contract Terms and Conditions, and Supplemental Contract Terms and Conditions](#), special contract terms & conditions, any bid addenda, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Requirements Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to OHIO DEPARTMENT OF REHABILITATION AND CORRECTIONS, OHIO PENAL INDUSTRIES, 1221 MCKINLEY AVENUE COLUMBUS, OHIO 43222, as applicable.

Agencies are eligible to make purchases of the listed supplies and/or services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that agencies will purchase the volume of supplies and/or services as advertised in the Invitation to Bid.

SPECIAL NOTE: State agencies may make purchases under this Requirements Contract up to \$2500.00 using the state of Ohio payment card. Any purchase that exceeds \$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 Requirements Contract may be directed to:

Kristen Johnson\*  
Kristen.Johnson@das.ohio.gov

This Requirements Contract and any Amendments thereto are available from the DAS Web site at the following address:

<http://www.ohio.gov/procure>

Signed: \_\_\_\_\_  
Robert Blair, Director Date

\*Renew contract for 12 (twelve) months thru 04/30/2016 with amendment No.10.

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**AMENDMENTS TO CONTRACT TERMS AND CONDITIONS:** The following Amendments to the Contract Terms and Conditions do hereby become a part hereof. In the event that an amendment conflicts with the Contract Terms and Conditions, the Amendment will prevail.

**DELIVERY AND ACCEPTANCE:** Supplies will be delivered to the participating agency within 45 days after receipt of order and, in accordance with paragraphs S-8, S-9, and S-10 of the SUPPLEMENTAL CONTRACT TERMS AND CONDITIONS. The delivery location will be noted on the purchase order issued by the participating agency. Acceptance (transfer of title) will occur upon the inspection and written confirmation by the ordering agency that the supplies delivered conform to the requirements set forth in the Contract. Unless otherwise provided in the Contract, acceptance shall be conclusive except as regards to latent defects, fraud, or such gross mistakes as amount to fraud.

Chillicothe Correctional Institution  
OPI-Chair Factory  
15802 S. R. 104 North  
Chillicothe, OH 45601  
Brendee Billings: (740) 774-7080, Ext 2440

Warren Correctional Institution  
OPI Metal Furniture  
5787 S. R. 63  
Lebanon, OH 45036  
Phil Bush: (513) 932-3388, Ext 2107

Marion Correctional Institution  
OPI-Metal Furniture Factory  
940 Mason-Williamsport Road  
Marion, OH 43302  
Keith Shaw: (740) 383-1823

Madison Correctional Institution  
1851 State Route 56  
London, OH 43140-0740  
Robin Jago: (740) 852-9777, Ext 2420

OPI Modular Warehouse/OPI Furniture Fabrication  
11437 State Route 762  
Orient, OH 43146  
Fred Redmon: (614) 554-4815

**Deliveries:** (All locations) Monday-Friday, 8:00AM-10:30AM and 12:30PM-2:30PM only. No exceptions. Deliveries must be completed by the designated end time (10:30AM and 2:30PM). (No State Holidays).

**BID QUESTIONS OR CLARIFICATION.** Information regarding submission of questions and clarifications for this bid is provided on page one (1) of the bid. Through the indicated inquiry closure date, bidders may visit the State Procurement website to post bid related questions at [www.ohio.gov/procure](http://www.ohio.gov/procure). Answers to all bidder questions will be posted on the State Procurement website and linked to the bid number. The State will make every effort to respond to website inquiries within forty-eight (48) hours of receipt. The State will not respond to any verbal or written questions received through any other medium. No prospective bidder shall respond to any verbal instructions or changes to this bid. Only communications issued by the Department of Administrative Services, State Procurement in the form of an addendum will be considered valid.

**PRODUCT SAMPLES:** The bidder(s) may be required to submit samples of the supplies being offered. The samples will be used in the evaluation process to determine the lowest responsive and responsible bidder. If not included as part of their bid response, the bidder will be required to provide the samples within ten (10) calendar days after notification. Failure to provide the samples within the stated time period will result in the bidder being deemed not responsive. After award of the contract, the samples will be used as a basis of comparison with actual product delivered under contract. Any variation between the samples and product being delivered will be considered as an event of default. Any variations between the samples and actual product being delivered that are due to manufacturer changes may be acceptable and shall require prior written approval from DAS.

**AUTHORIZED DISTRIBUTOR:** All Bid submissions must include a letter from the manufacturer, on manufacturer's letterhead, that the Bidder is authorized to represent the manufacturer in this Bid effort. The letter must guarantee that all requirements of this Bid will be supported by the manufacturer to include, at least as a minimum: delivery of product within the specified time frame and compliance with all Bid specifications. Failure to submit the letter with the ITB may deem your Bid non responsive.

**MULTIPLE AWARD CONTRACT BY CATEGORY:** This bid is issued to establish a Multiple Award Contract (MAC) with manufacturers within each category. A MAC is a contract made with more than one supplier of the same or similar types of supplies or services at varying prices for delivery within the same geographic area. The state's obligations under a MAC are subject to the Ohio Controlling Board's continuing authorization to use the MAC program authorizing the use of Multiple Award Contracts. By the signature affixed to Page 1, of this Bid, the Bidder certifies that it is currently in compliance and will continue to adhere to the requirements of the Ohio Ethics Law, Ohio Revised Code Section 102.04. The Bidder affirms that, as applicable to the Bidder, no party listed in Ohio Revised Code Section 3517.13 (I) or (J) or spouse of such party has made, as an individual, within the two previous calendar years, one or more contributions totaling in excess of \$1,000.00 to the Governor or to his campaign committees.

**DESCRIPTIVE LITERATURE:** The bidder shall submit, as part of their bid response, descriptive literature of the supplies or services being offered. The descriptive literature is to include the manufacturer's price list(s) in effect at the time of bid submission and upon which the bid response is based. The descriptive literature will be used in the evaluation process to determine the lowest responsive and responsible bidder. Any references, that may appear in the descriptive literature, that may alter the terms and conditions and specifications of the bid (e.g. F.O.B. Shipping Point or Prices Subject to Change), will not be part of any contract and will be disregarded by the state of Ohio. Failure of the bidder to furnish descriptive literature, including pricelist, as part of their bid response will deem the bidder not responsive.

**SPECIAL CHARGES:** There shall be no assessment, surcharge, small order charge, broken case charge, minimum order charge, single item charge nor any other unspecified additional charge allowed by the State that is not specifically mentioned in this bid or in any contract awarded pursuant to this bid. The contractor must provide merchandise in unit quantity(s) as indicated in the bid/bid response/contract.

**MINIMUM ORDER:** The minimum dollar value of any order placed against a contract awarded pursuant to this bid for delivery F.O.B. destination, transportation charges prepaid, at any one time to one destination, shall not be less than indicated as Vendor's Minimum Order Quantity in the Bid Price section. No order shall be placed against a contract awarded pursuant to this bid for less than twenty-five (\$25.00) dollars.

**ORDERS TOTALING LESS THAN STATED ITEM MINIMUM:** Shipment is to be made by freight, parcel post, express or commercial package delivery, whichever is the most economical method for proper delivery of the item, F.O.B. destination. The cost of transportation from the vendor's address to the destination on such orders shall be prepaid and added to the invoice. Failure to provide or state a minimum order quantity shall be interpreted as no minimum order applies to any order.

**EVALUATION:** Bids will be evaluated in accordance with Article I-17 of the "Instructions to Bidders". In addition, the state will evaluate one identified section of volume discount located on the "Pricing Schedule" of this Invitation to Bid.

**CONTRACT AWARD:** A contract will be awarded to one responsive and responsible bidder per manufacturer per category. Where two or more bidders offer the same manufacturer the contract will be awarded to the bidder offering the greatest discount to the manufacturer's price list(s).

**FIXED-PRICE WITH COST ADJUSTMENT:** The Contractor's catalog and/or price list submitted with the bid and included as part of the contract award will remain in effect during the first six (6) months of the Contract. Thereafter, there may be a new catalog and/or price list with additional items published. In this case it will be necessary for the Contractor to supply the Office of Procurement Services with one (1) copy of each as applicable. The State reserves the right to accept additional items which benefit the intent of this Contract and accept price increases which can be justified by the cost of finished supplies due to increases in the cost of raw materials, labor, freight, Worker's Compensation and/or Unemployment Insurance, etc. The discount awarded on the original Contract will not change. Detailed documentation to support any proposed price increase must be submitted to the Office of Procurement Services. Pricing contained in the new catalog and/or price list will become effective thirty (30) days after receipt of notice by the Office of Procurement Services. Thereafter, state agencies may obtain the new catalog and/or price list from the Contractor.

**CONTRACTOR QUARTERLY SALES REPORT:** The Contractor must report the quarterly dollar value (in U.S. dollars and rounded to the nearest whole dollar) of the sales to state agencies under this Contract by calendar quarter (e.g. January-March, April-June, July-September and October-December). The dollar value of the sale is the price paid by the Contract user for the products and/or services listed on the purchase order or other encumbering document, as recorded by the Contractor.

The Contractor will receive an email with a User ID and password and must report the quarterly dollar value of sales to the Department of Administrative Services (DAS) via the Internet using the web form at the Ohio DAS Contract Management Contractor Portal, <https://cm.ohio.gov/>. If no sales occur, the Contractor must show zero. The report must be submitted thirty (30) days following the completion of the reporting period.

The Contractor shall also submit a close-out report within one hundred and twenty (120) days after the expiration of this Contract. The Contract expires upon the physical completion of the last outstanding task or delivery order of the Contract. The close-out report must cover all sales not shown in the final quarterly report and reconcile all errors and credits. If the Contractor reported all contract sales and reconciled all errors and credits on the final quarterly report, then the Contractor should show zero "0" sales in the close-out report.

The Contractor must forward the Quarterly Sales Report to the following address:

Department of Administrative Services  
Office of Finance  
30 E. Broad Street, 40<sup>th</sup> Floor  
Columbus, OH 43215

If the Contractor fails to submit sales reports, falsifies reports or fails to submit sales reports in a timely manner, DAS may terminate or cancel this Contract.

**CONTRACTOR REVENUE SHARE:** The Contractor must pay the Department of Administrative Services (DAS) a revenue share of the sales transacted under this contract. The Contractor must remit the revenue share in U.S. dollars within thirty (30) days after the end of the quarterly sales reporting period. The revenue share equals 0.75% of the total quarterly sales reported. Contractors must include the revenue share in their prices. The revenue share is included in the award price(s) and reflected in the total amount charged to ordering agencies which includes both state agencies using this Contract.

The contractor must remit any monies due as the result of the close-out report at the time the close-out report is submitted to DAS. The Contractor must pay the revenue share amount due by check. To ensure the payment is credited properly, the Contractor must identify the check as a "Revenue Share" and include the following information with the payment:

Applicable State Term Contract Number, report amount(s) and the reporting period covered.

The Contractor should make the check payable to: Treasurer, State of Ohio\* and forward the check to the following address:

Department of Administrative Services  
Office of Finance  
30 E. Broad Street, 40<sup>th</sup> Floor  
Columbus, OH 43215

If the full amount of the revenue share is not paid within thirty (30) calendar days after the end of the applicable reporting period, the non-payment constitutes a contract debt to the State. The State may either initiate withholding or setting off payments or employ the remedies available under Ohio law for the non-payment of the revenue share.

If the Contractor fails to pay the revenue share in a timely manner, DAS may terminate or cancel this Contract.

\*This amendment is issued to update the treasurer effective with amendment No. 7.

AUTOMOBILE LIABILITY INSURANCE REQUIREMENTS AND CHECKLIST

Reference: Supplemental Contract Terms & Conditions – Page 10, Article S-13

Automobile Liability: Automobile Insurance is required for anyone coming onto State Property to deliver goods or to perform services using a vehicle, which is owned, leased or rented by the Contractor. Any Bidder, Broker, or Subcontractor who will be on State Property, but not delivering goods or performing services, is required to carry Automobile Liability insurance that complies with the State and Federal laws regarding financial responsibility.

BID AUTOMOBILE LIABILITY CHECKLIST:

Contractor will indicate, by checking the appropriate box(es) below, which mode of transportation will apply to this contract .

- Bidder/Broker (“The Contractor”) or their Sub Contractor will make delivery or be performing services using a vehicle that is owned, leased or rented. Provide Certificate of Insurance documenting automobile liability with a Combined Single Limit of \$500,000.00.
- Goods/Services will be delivered via common carrier.
- No employee or representative of the contractor will have cause to be on state property to make deliveries or to perform services.

DISCLOSURE OF SUBCONTRACTORS / JOINT VENTURES (See Standard Contract Terms and Conditions, Section (roman numeral) V. General Provisions:, Paragraph Q.):

List names of subcontractors who will be performing work under the Contract.

_____	_____
_____	_____
_____	_____

By the signature affixed to Page 1 of this Bid, Bidder hereby certifies that the above information is true and accurate. The Bidder agrees that no changes will be made to this list of subcontractors or locations where work will be performed or data will be stored without prior written approval of DAS. Any attempt by the Bidder/Contractor to change or otherwise alter subcontractors or locations where work will be performed or locations where data will be stored, without prior written approval of DAS, will be deemed as a default. If a default should occur, DAS will seek all legal remedies as set forth in the Terms and Conditions which may include immediate cancellation of the Contract. Failure to complete this page may deem your bid not responsive.

NOTICE ON THE USE OF SOCIAL SECURITY NUMBERS AS FEDERAL TAX IDENTIFICATION NUMBERS: The Department of Administrative Services (Department) requires vendors and contractors wishing to do business with the State to provide their Federal Taxpayer Identification Number to the Department. The Department does this so that it can perform statutorily required “responsibility” analyses on those vendors and contractors doing business with the State and, under limited circumstances, for tax reporting purposes. If you are a vendor or contractor using your Social Security Number as your Federal Taxpayer Identification Number, please be aware that the information you submit is a public record, and the Department may be compelled by Ohio law to release Federal Taxpayer Identification Numbers as a public record. If you do not want to have your Social Security Number potentially disclosed as a Federal Taxpayer Identification Number, the Department encourages you to use a separate Employer Identification Number (EIN) obtained from the United States Internal Revenue Service’s to serve as your Federal Taxpayer Identification Number.

### INSURANCE REQUIREMENTS

Bidders should provide with their bid, documentation of the following insurance coverage's required by the Supplemental Contract Terms and Conditions, Articles S-12 and S-13 (refer to the Bid Page One, link to Instructions: Terms and Conditions for Bidding, Standard Contract Terms and Conditions, and Supplemental Contract Terms and Conditions):

1. Ohio Workers' Compensation Certificate.
2. Employer's Liability (Stop Gap) insurance with limits of not less than one million (\$ 1,000,000.00) dollars.
3. Automobile Liability with limits in accordance with Federal and State laws.
4. Commercial General Liability (CGL) Insurance:
  - a. Limits of \$500,000.00 per occurrence.
  - b. Limits of \$1,000,000.00 annual aggregate.
  - c. To be compliant, the CGL policy must include the following three endorsements:
    - 1) a blanket waiver of subrogation.
    - 2) a statement that the Contractor's CGL coverage is primary over any other coverage.
    - 3) designate the state of Ohio as an additional insured.

Notice to Bidders regarding the certificates of insurance: If the Bidder does not currently carry the amounts of coverage and/or the required endorsements specified above, the Bidder should provide a letter from their insurance company stating that the Bidder's coverage will be increased to the specified amounts and/or the required endorsements will be added to the policy upon award of the ensuing Contract. The letter from the insurance company should also be submitted with the Bid.

Failure to submit the compliant insurance certificate or letter, as applicable, with the Bid may deem your bid not-responsive.

An updated insurance certificate, compliant with the requirements of the Contract Terms and Conditions, must be delivered to the Office of State Purchasing within ten (10) working days after notification of pending award. Failure to provide a compliant certificate within the stated timeframe will cause the State to deem the Bidder not-responsive and no further consideration for award will be given.

## BACKGROUND

Offender Employment: Ohio Penal Industries is a program which operates 23 shops within 15 different prisons providing meaningful inmate training and employment to offenders within the State of Ohio. Inmates work in industrial settings manufacturing, fabricating and assembling different products which are sold within the State to the Department of Corrections, other agencies or private businesses. Inmates who have been involved within industrial programs are statistically less likely to return to prison than those who have not.

The offenders will actually manufacture the modular panels and work surfaces at Madison Correctional by stretching the fabric over the panel, cutting the surfaces and assembling the parts. The panels and work surfaces will then be delivered to the customer where an inmate work crew will complete the final assembly and installation.

Case goods such as desks, credenzas and book cases will arrive in "flatpack" form and will be assembled by inmates within an institution or on site, depending on the size of the shipment. The inmates will utilize hand tools and will be trained on reading plans and directions which describe the assembly process. Other work crews are responsible for delivery and setup.

Chairs will arrive at the Chillicothe Correctional Institution in "kit" form. The chairs will be unboxed and assembled by the inmate within this industry. Chairs will also be upholstered, if this is required, by inmates trained in this vocation. The finished product will then be boxed, packed, and shipped to the OPI warehouse where inmates will unload the shipment and warehouse the item until purchase is made.

## SPECIFICATIONS

- I. Scope: The purpose of this solicitation is to establish a contract for fixed pricing for the exclusive use by the Ohio Department of Rehabilitation and Correction, Ohio Penal Industries (OPI) division for the purchase of free-standing and fixed furniture components and related services for the use by the Ohio Penal Industries (OPI) in the manufacture, assembly and installation of contract furniture throughout the State of Ohio. OPI desires to develop a diverse line of furniture and to market same to its customers. In order to accomplish this goal, OPI intends to develop basic product lines on which all furniture product line expansion will be based. The successful contractor(s) shall be capable of supplying not only the initial products but matching components for future program expansion. OPI's manufacturing operation are used in the education, employment and training of offenders under the custody of the State of Ohio in support of successful re-entry programming.

Alternative approaches and/or methodologies to accomplish the desired or intended results of this procurement are solicited. However, submissions which depart from or materially alter the terms, requirements or scope of work defined by this request will be rejected as being non-responsive.

- II. Requirements – Furniture: Prices quoted are net prices, FOB Destination, for component parts or completed sub-assemblies, including all foam (seating), hardware and fasteners for complete assembly and installation by OPI's offender workforce. As OPI's furniture business develops and experience with the product, production and marketing improves, OPI desires to purchase components requiring more labor-intensive activities, thereby increasing the number of meaningful work opportunities for the offenders involved in OPI's programs. Bid responses shall clearly state how each offering provides value-added assembly and/or manufacturing opportunities for offenders. This will be a multi awarded contract, based on each area or the contract as a whole. Initial product lines and services covered by this invitation to bid shall include, at a minimum, the following items:
  - A. Category I: Seating - Wood (finished) and Non-Wood, Office and Institutional
    1. Executive Chairs
    2. Management Chairs
    3. Conference Room Chairs
    4. Task Chairs
    5. Shell Chairs
    6. Stacking and Ganging Chairs
    7. Lounge and Reception Area Seating
    8. Fixed Seating
  - B. Category II: Office Furniture - Laminate-Covered Particle Board and Veneer-Covered Particle Board
    1. Executive/Clerical Desks
    2. Executive/Clerical Desks with Returns and/or Bridges
    3. Reception Area Work Stations
    4. Credenzas, Lateral Files, Vertical Files, Pedestals

5. Bookcases
  6. Display Cases
  7. Conference Tables
  8. Risers/Hutches
  9. Wardrobes
  10. Fixed Counters and Cabinetry
  11. Occasional Tables
- C. Category III: Table Bases & Accessories, where applicable, painted and unpainted and unassembled
1. Where applicable, OPI may determine to provide laminate work surfaces. Therefore, pricing for laminate, veneer or solid wood panels for horizontal work surfaces, as applicable, are to be supplied by all bidders.
  2. Fixed Bases
  3. Flip-Top Bases
  4. Folding Bases and Aprons, where applicable
  5. Cafeteria Table Bases
  6. Adjustable Height Bases
- D. Category IV: Free-Standing Desking Systems
1. All components, including storage, overheads, electrical and data management systems and ergonomic accessories, associated with a bidder's complete desking system are to be provided finished, but unassembled, except where noted.
  2. Where applicable, OPI reserves the right to provide laminate work surfaces. Pricing for laminate, veneer or solid wood panels, vertical and horizontal, as applicable, are to be supplied by all bidders.
  3. Where applicable, OPI desires pricing for metal bases or frames unpainted and painted.
- E. Category V: Metal Storage Systems, painted and unpainted unassembled
1. Vertical Files
  2. Lateral Files
  3. Multi-purpose Cabinets
  4. Kiosks
  5. Wardrobes
  6. Bookcases
  7. Pedestal Files
  8. Media Cabinets
  9. Library Storage Systems
  10. Design-Your-Own Configurable Storage Systems
- F. Category VI: Modular Office Systems, Moveable Walls and Accessories
1. All components, including but not limited to, storage, overheads and ergonomic accessories, electrical and data management systems, desk accessories and paper management systems, associated with a bidder's complete modular office systems are to be provided finished, but unassembled, except where noted. OPI reserves the right to purchase panel fabrics independently from this contract.
  2. Where applicable, OPI may determine to provide laminate work surfaces. Therefore, pricing for laminate, veneer or solid wood panels, vertical and horizontal, as applicable, are to be supplied by all bidders.
  3. Where applicable, OPI desires pricing for metal items, unpainted and painted.
  4. Any component that will be used in the assembly of the panel systems shall bear the seal of approval of the Underwriters Lab (UL).
- G. Category VII: Ergonomic Accessories
1. Articulating Arms
  2. Keyboard Platforms and Mouse Trays
  3. Monitor Mounts
  4. CPU Holders
  5. Task Lighting
  6. Mobile Workstations
  7. Footrests and Desk Risers

H. Category VIII: Plastic Injection Mold Furnishings

1. Chairs
2. Dayroom Furniture
3. Specialty Table Tops
4. Specialty Beds with rotomolded Vinyl and Foam Filling

III. Marketing Requirements: The awarded contractor(s) shall provide OPI, at no cost, comprehensive marketing materials, marketing resources and artwork to assist OPI in marketing these products and creating their own marketing materials.

- A. All finished products may be marketed and sold by OPI as OPI-branded products without any reference to the manufacturer.
- B. OPI may rename the finished goods to any legal name they may choose. Additionally, OPI may create literature with these products names and advertise the products under these names.
- C. OPI may sell the finished products, without restriction, to any legal entity in the United States as governed by the Ohio Revised Code.
- D. Contractor(s) shall provide demo products to OPI.

IV. Discounts: Volume discounts are to be applied against the price list submitted with the solicitation. All bidders must specify in writing that the prices quoted to OPI are as competitive in comparison to the same products being offered to similar customers.

V. Quantities: OPI reserves the right to order any quantity necessary to meet the requirements of OPI. No guarantee is made by OPI to purchase any amount of product from any awarded contractor.

For bidding purposes, it is estimated that the total amount of volume to be generated as a result of this solicitation is \$3,000,000.00 annually. The State of Ohio shall not be bound by any maximum or minimum quantities.

VI. Types of Furniture

- A. Bidders shall specify in their response whether products are new or remanufactured. Refurbished items will not be considered. New furniture must be current production, not discontinued items.
- B. Bidders shall specify all finishes, including fabrics, available to OPI as included in their bid package.
- C. In the event items are added to the accepted contractor's lines during the life of the contract, said additional will be made available to OPI at the same discounts offered in the original bid package. All lines must be submitted in writing to the State of Ohio for approval.
- D. In the event awarded contractors have the ability to offer OPI custom designed and manufactured furniture to meet a particular customer's needs, these items will be made available to OPI at the same discounts offered in the original bid submission. Such inclusion shall become the exclusive right of OPI.

VII. Warranty Requirements: The awarded contractors shall provide a warranty on all parts as received against manufacturing defects for a period of at least five (5) years from the date of final customer's acceptance. Should a defect occur, the contractor shall repair or replace item(s) at no charge to the State of Ohio, Warranties covering a longer period of time are to be listed in the pricing section of the bid.

VIII. Technical Requirements: All products must be designed and engineered to meet or exceed all current, applicable ANSI-BIFMA standards or any update thereof. Prior to the award of any item in this contract, the State of Ohio may require bidders to provide copies of their ANSI-BIFMA testing reports. The State of Ohio shall bear no cost in obtaining such documentation. Vendor will provide weight ratings to seating options where applicable.

IX. Manufacturing and Installation Support Requirements

- A. Awarded contractors shall have available at no additional cost to OPI an engineering staff to support operations in relation to manufacturing layout and ongoing manufacturing operations within OPI.
- B. Awarded contractors shall also have available at no additional cost to OPI a technical staff to help in the design and fabrication of fixtures and tooling necessary to produce subassemblies and finished products.

- C. Design and development staff shall be available at no additional cost to OPI for any special product applications that OPI's customers shall require.
- D. Technical support shall be available at no additional cost to OPI for consultation with professional personnel.
- E. Awarded contractors shall supply at no additional cost to OPI control documents and in-house training to OPI staff and offenders on quality control procedures that will be required to produce and install both the subassemblies and finished products.
- F. Awarded contractors shall provide at no additional cost to OPI installation training to OPI staff and offenders.

X. Sales Support Requirements:

- A. Awarded contractors shall provide literature which describes all finished products. At no additional costs a sample of finished literature will be provided as well as a copy and design to be used by OPI to create additional copies.
- B. Awarded contractors shall provide sales and marketing training on an ongoing basis at no additional cost to OPI.

XI. Reconfiguration Services: OPI reserves the right to perform any reconfiguration services as requested by the end user for all products associated with this contract.

XII. Recycled Content/Green Initiatives: The awarded contractor(s) shall be able to supply, upon request, the material origins and recycle content of all purchased components. Awarded contractor(s) shall also be able to assist OPI in achieving GreenGuard Certification for indoor air quality and shall also be able to assist OPI when presenting the finished products to customers seeking LEED-certification on new projects.

XIII. Requested Submittals:

- A. Failure to submit the items in this section with the bid will deem the bidder not responsive.
  - 1. Manufacturer's Published Descriptive Literature and Price List: All bidders must provide the most recent manufacturer's line of products. The price list shall include unit list price by component and subassembly for each product and number of components for each product, product identification code for each finished component part, a part-by-part component list showing factory number for each part and identifying multiple stages of completion. Lists of standard colors or finishes for each item shall also be included in this documentation.
- B. If not submitted with the bidder's response, the following items shall be received by the Office of Procurement Services within seven (7) calendar days after notification. Failure to submit the items within this time period may result in the bidder being deemed not responsive.
  - 1. Letter of Release: All bidders are requested to provide a letter of release by an authorized official of the furniture manufacturer granting OPI the right to assemble, finish, install, market and sell the proposed product under OPI's name without restrictions, royalties or licensing fees.
  - 1. Statement of Compliance: All bidders are requested to provide a notarized statement of compliance from the respective manufacturer for each product line being bid, certifying that the product has been designed and engineered to meet or exceed all appropriate established codes and standards regarding durability, performance and line safety, and to meet or exceed all current, applicable ANSI-BIFMA standards to updates thereof.
  - 2. Agreement and Description of Technical Assistance: All bidders are requested to provide a statement describing the level and extent of technical assistance for the development of the assembly operation at OPI's production facilities, as well as, the marketing and packaging of the bidder's product.
  - 3. Manufacturer's Assembly Time Study: All bidders are requested to include one example of a manufacturer generated time study for the completion of the assembly process with anticipated learning curves for at least one complex product.

**PRICING SCHEDULE**

Category I: Seating

Bidders Name: M/W International, Inc.  
(As on front page of bid)

Manufacturer: Regency

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>45</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>46</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>46</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>50</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>40</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 75.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 750.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

\_\_\_\_\_  
Regency  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\*CONTAINS RECYCLED MATERIALS - Y/N: N.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria



**PRICING SCHEDULE**

Category I: Seating

Bidders Name: Indiana Chair Frame  
(As on front page of bid)

Manufacturer: Indiana Chair Frame

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>1</u> _____ %
Percent Discount From List Price If total order is Over \$150,000.01	<u>1</u> _____ %
Percent Discount From List Price For Replacement Parts	<u>0</u> _____ %

Indicate and Identify the location and date of the manufacturer's most current published price list:

January 1, 2012

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ W/A / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 500.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Track chair, PC-V chair, comfort RX-V chair

Liberty side chair, responder chair, Tuf chair,

Zephyr lounge, guardian XL chair

\*CONTAINS RECYCLED MATERIALS - Y/N: Y  
IF SO varies %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category I: Seating

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Ivars, USA

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is Over \$150,000.01	<u>0</u> _____ %
Percent Discount From List Price For Replacement Parts	<u>0</u> _____ %

Indicate and Identify the location and date of the manufacturer's most current published price list:

11/11/2013\*\*\*

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ \_\_\_\_\_ / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 25.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Ovvio, Danube, Gum, Legacy, Malika, Pearl

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 25 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\*Indicates an updated price list dated 11/11/2013 effective with Amendment #3 dated February 3, 2014.

**PRICING SCHEDULE**

Category I: Seating

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Meghan Blake Industries, dba Hickory Leather Company

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>53.71</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>54.39</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>54.62</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>54.85</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>0.00</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

03/11/15

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 85.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 1,500.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N: N.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\* Updated with Amendment #12 dated 10/26/15.

**PRICING SCHEDULE**

Category I: Seating

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Sedia Systems

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>50</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>52</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>52</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>52</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>0</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 50.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 15.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

M50 Fixed Table – M5018, M50PED, M50TAB

M60 Swing Away – M6018TURP, M6018TURU, M6018TECP, M60TECP, M6018TECU, M6018BRA, M60PED

M60TAB, M60TURP, M60TURU, M60TECP, M60TECU, M60BRA

FT10 Auditorium Chair – FT10WHI, FT10WMI, FT10WLI, FT10PED, FT10SEA, FT10BAC, FT10ARM, FT10WTA

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 25 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category I: Seating

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Tayco

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>59</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>60</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>61</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>62</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>0</u>	<u>%</u>

\*\*\*Indicate and Identify the location and date of the manufacturer's most current published price list:

07/01/15

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 55.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 4,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Tayco BOSS Seating

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 10 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\* Updated with Amendment #12 dated 10/26/15.

**PRICING SCHEDULE**

Category I: Seating

Bidders Name: Krueger International, Inc.  
(As on front page of bid)

Manufacturer: Krueger International, Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>0</u>	<u>                    </u> %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>1</u>	<u>                    </u> %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>2</u>	<u>                    </u> %
Percent Discount From List Price If total order is Over \$150,000.01	<u>3</u>	<u>                    </u> %
Percent Discount From List Price For Replacement Parts	<u>0</u>	<u>                    </u> %

Indicate and Identify the location and date of the manufacturer's most current published price list:

March 27, 2012 – Price lists included in Section VI-A of bid – All OEI price lists contain “NET” pricing

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 69.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ No Minimum / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of “all covered in pricing schedules” are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Advise, Alta/Alta Basic/Versa Conference, 1060 Chairs KD, Approach

Breathe/Breathe Jr., Cheyenne, Consult, Dakota, Dorsal, Guide and Sophic

Ithaca/Ithaca Ultra, Navigator, Outfit, Pilot, Piper, Piretti Pride

Piretti Stack, Revelation, Sapphire, Snap, solitude, Sterling, Vata

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO varies %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category II: Office Furniture – Laminate – Covered Particle Board and Veneer-Covered Particle Board

Bidders Name: M/W International, Inc.  
(As on front page of bid)

Manufacturer: Regency

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>45</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>46</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>47</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>50</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>40</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

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2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 75.00 / Hour
3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 750.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*
4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

\_\_\_\_\_

Regency

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\_\_\_\_\_

\*CONTAINS RECYCLED MATERIALS - Y/N: \_\_N\_\_.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria



**PRICING SCHEDULE**

Category II: Office Furniture – Laminate – Covered Particle Board and Veneer-Covered Particle Board

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Tayco

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>58%/61%/63%/59%/77 %</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>59%/62%/65%/60%/77 %</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>60%/63.5%/67%/61%/77%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>61%/66%/68%/62%/77 %</u>
Percent Discount From List Price For Replacement Parts	<u>0 %</u>

\*\*\*Indicate and Identify the location and date of the manufacturer's most current published price list:

07/01/15

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 55.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 4,000.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Metropolis Collaborative, Metropolis

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 10 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\* Updated with Amendment #12 dated 10/26/15.

**PRICING SCHEDULE**

Category II: Office Furniture – Laminate – Covered Particle Board and Veneer-Covered Particle Board

Bidders Name: Krueger International, Inc.  
(As on front page of bid)

Manufacturer: Krueger International, Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>0</u>	%
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>1</u>	%
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>2</u>	%
Percent Discount From List Price If total order is Over \$150,000.01	<u>3</u>	%
Percent Discount From List Price For Replacement Parts	<u>0</u>	%

Indicate and Identify the location and date of the manufacturer's most current published price list:

March 27, 2012 – Price lists included in Section VI-B of bid – All OEI price lists contain “NET” pricing

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 69.00 / Hour
3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ no minimum / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*
4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of “all covered in pricing schedules” are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO varies %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category III: Table Bases & Accessories, where applicable, painted and unpainted and unassembled

Bidders Name: Recycled Systems Furniture Inc. dba RSFI Office Furniture  
(As on front page of bid)

Manufacturer: Remanufactured HM A02 by RSFI Office Furniture

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>76</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>79</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>Negotiable</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>Negotiable</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>76</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

Worthington Ohio 4.1.12

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 49.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 1.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Modular office systems / moveable walls / Accessories by RSFI

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 75 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category III: Table Bases & Accessories, where applicable, painted and unpainted and unassembled

Bidders Name: M/W International, Inc.  
(As on front page of bid)

Manufacturer: Regency

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>45</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>46</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>47</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>50</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>40</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 75.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 750.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

\_\_\_\_\_

Regency

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\*CONTAINS RECYCLED MATERIALS - Y/N: N.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category III: Table Bases & Accessories, where applicable, painted and unpainted and unassembled

Bidders Name: M/W International, Inc.  
(As on front page of bid)

Manufacturer: M/W International, Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>55</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>55</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>60</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>65</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>50</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 89.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 2,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

\_\_\_\_\_  
M/W International  
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\_\_\_\_\_  
\_\_\_\_\_

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 60 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category III: Table Bases & Accessories, where applicable, painted and unpainted and unassembled

Bidders Name: John R. Wald Company, Inc.  
(As on front page of bid)

Manufacturer: ISE

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>52</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>57</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>57</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>57</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>57</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 0.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 12,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Line-Of-Sight Desk Systems

Height Adjustable Table Bases

\_\_\_\_\_

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category III: Table Bases & Accessories, where applicable, painted and unpainted and unassembled

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Grand Rapids Chair

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>39</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>41</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>42</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>0</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>39</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 100.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 2,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Tables and bases: Spartan to traverse, Nadia, Bases only: Spartan - 7005

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 30-90%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria





**PRICING SCHEDULE**

Category IV: Free-Standing Desking Systems

Bidders Name: M/W International Inc.  
(As on front page of bid)

Manufacturer: M/W International Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>40%/50</u>	<u>          </u> %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>50%/55</u>	<u>          </u> %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>55%/60</u>	<u>          </u> %
Percent Discount From List Price If total order is Over \$150,000.01	<u>55%/65</u>	<u>          </u> %
Percent Discount From List Price For Replacement Parts	<u>40%/50</u>	<u>          </u> %

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 89.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 2,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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M/W International  
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\_\_\_\_\_

\*CONTAINS RECYCLED MATERIALS - Y/N: \_\_\_\_\_.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category IV: Free-Standing Desking Systems

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Tayco

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>58%/61%/63%/59%/77 %</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>59%/62%/65%/60%/77 %</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>60%/63.5%/67%/61%/77%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>61%/66%/68%/62%/77 %</u>
Percent Discount From List Price For Replacement Parts	<u>0 %</u>

\*\*\*Indicate and Identify the location and date of the manufacturer's most current published price list:

07/01/15

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 55.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 4,000.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 10 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\* Updated with Amendment #12 dated 10/26/15.

**PRICING SCHEDULE**

Category IV: Free-Standing Desking Systems

Bidders Name: Krueger International, Inc.  
(As on front page of bid)

Manufacturer: Krueger International, Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>0</u>	<u>                    </u> %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>1</u>	<u>                    </u> %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>2</u>	<u>                    </u> %
Percent Discount From List Price If total order is Over \$150,000.01	<u>3</u>	<u>                    </u> %
Percent Discount From List Price For Replacement Parts	<u>0</u>	<u>                    </u> %

Indicate and Identify the location and date of the manufacturer's most current published price list:

March 27, 2012 – Price lists included in Section VI-D of bid – All OEI price lists contain “NET” pricing

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 69.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ no minimum / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of “all covered in pricing schedules” are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Flexstation

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO varies %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category V: Metal Storage Systems, painted and unpainted unassembled

Bidders Name: Recycled Systems Furniture Inc. dba RSFI Office Furniture  
(As on front page of bid)

Manufacturer: Remanufactured HM A02 by RSFI Office Furniture

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>76</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>79</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>Negotiable</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>Negotiable</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>76</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

Worthington Ohio 4.1.12

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 49.00 / Hour
3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 1.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*
4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Modular office systems / moveable walls / Accessories by RSFI

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 75 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category V: Metal Storage Systems, painted and unpainted unassembled

Bidders Name: M/W International, Inc.  
(As on front page of bid)

Manufacturer: Great Openings

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>45</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>46</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>47</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>50</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>40</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 75.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 750.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Great Openings  
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\*CONTAINS RECYCLED MATERIALS - Y/N: N.  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category V: Metal Storage Systems, painted and unpainted unassembled

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Aurora Storage Systems

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>10</u>	%
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>14</u>	%
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>25</u>	%
Percent Discount From List Price If total order is Over \$150,000.01	<u>34</u>	%
Percent Discount From List Price For Replacement Parts	<u>11</u>	%

Indicate and Identify the location and date of the manufacturer's most current published price list:

Aurora, IL April 2011

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$50.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ no min. / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Times2, Aurora Quiklock Shelving and Aurora Mobile

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 40 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category V: Metal Storage Systems, painted and unpainted unassembled

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Great Openings

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>73</u>	<u>                    </u>	%
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>73</u>	<u>                    </u>	%
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>73</u>	<u>                    </u>	%
Percent Discount From List Price If total order is Over \$150,000.01	<u>73</u>	<u>                    </u>	%
Percent Discount From List Price For Replacement Parts	<u>73</u>	<u>                    </u>	%

Indicate and Identify the location and date of the manufacturer's most current published price list:

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2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\*           0.00           / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders:           5,000.00           / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N:   Y  .  
IF SO                      approximately 25% but varies                     .

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria



**PRICING SCHEDULE**

Category VI: Modular Office Systems, Moveable Walls and Accessories

Bidders Name: Recycled Systems Furniture Inc. dba RSFI Office Furniture  
(As on front page of bid)

Manufacturer: Remanufactured HM A02 by RSFI Office Furniture

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>76</u>	%
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>79</u>	%
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>Negotiable</u>	%
Percent Discount From List Price If total order is Over \$150,000.01	<u>Negotiable</u>	%
Percent Discount From List Price For Replacement Parts	<u>76</u>	%

Indicate and Identify the location and date of the manufacturer's most current published price list:

Worthington Ohio 4.1.12

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 49.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 1.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Modular office systems / moveable walls / Accessories by RSFI

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 75 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VI: Modular Office Systems, Moveable Walls and Accessories

Bidders Name: M/W International, Inc.  
(As on front page of bid)

Manufacturer: M/W International, Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>55</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>55</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>60</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>65</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>50</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 89.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 2,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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M/W International  
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\_\_\_\_\_

\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 60 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VI: Modular Office Systems, Moveable Walls and Accessories

Bidders Name: John R. Wald Company, Inc.  
(As on front page of bid)

Manufacturer: Compatico - Systems

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>70</u> %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>70</u> %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>70</u> %
Percent Discount From List Price If total order is Over \$150,000.01	<u>70</u> %
Percent Discount From List Price For Replacement Parts	<u>70</u> %

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 0.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 15,000.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Genesis, CMW, A01, A02 CV

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 60 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VI: Modular Office Systems, Moveable Walls and Accessories

Bidders Name: John R. Wald Company, Inc.  
(As on front page of bid)

Manufacturer: Compatico - Parts

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>65</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>65</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>65</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price If total order is Over \$150,000.01	<u>65</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price For Replacement Parts	<u>65</u>	<u>        </u>	<u>        </u>	%

Indicate and Identify the location and date of the manufacturer's most current published price list:

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2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 0.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 3,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Genesis, CMW, A01, A02 CV  
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\_\_\_\_\_  
\_\_\_\_\_

\*CONTAINS RECYCLED MATERIALS - Y/N: Y  
IF SO 60 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria



**PRICING SCHEDULE**

Category VI: Modular Office Systems, Moveable Walls and Accessories

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Tayco

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>58%/61%/63%/59%/77</u> %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>59%/62%/65%/60%/77</u> %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>60%/63.5%/67%/61%/77%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>61%/66%/68%/62%/77</u> %
Percent Discount From List Price For Replacement Parts	<u>0</u> %

\*\*\*Indicate and Identify the location and date of the manufacturer's most current published price list:

September 1, 2013

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 55.00 / Hour
3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 4,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*
4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 10 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\* Updated with Amendment #2 dated 09/01/13.

**PRICING SCHEDULE**

Category VI: Modular Office Systems, Moveable Walls and Accessories

Bidders Name: Krueger International Inc.  
(As on front page of bid)

Manufacturer: Krueger International Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>0</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>1</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>2</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>3</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>0</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

March 27, 2012 – Price lists included in Section VI-F of bid – All OEI price lists contain “NET” pricing

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 69.00 / Hour
3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ no minimum / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*
4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of “all covered in pricing schedules” are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

Systems XXI, Powerworks

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO varies %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VII: Ergonomic Accessories

Bidders Name: Recycled Systems Furniture Inc. dba RSFI Office Furniture  
(As on front page of bid)

Manufacturer: Remanufactured HM A02 by RSFI Office Furniture

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>76</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>79</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>Negotiable</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>Negotiable</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>76</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 49.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 1.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 75 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VII: Ergonomic Accessories

Bidders Name: M/W International  
(As on front page of bid)

Manufacturer: M/W International

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>55</u>	<u>%</u>
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>55</u>	<u>%</u>
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>60</u>	<u>%</u>
Percent Discount From List Price If total order is Over \$150,000.01	<u>65</u>	<u>%</u>
Percent Discount From List Price For Replacement Parts	<u>50</u>	<u>%</u>

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 89.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 2,000.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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M/W International  
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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 60 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VII: Ergonomic Accessories

Bidders Name: John R. Wald Company, Inc.  
(As on front page of bid)

Manufacturer: Weber Knapp and Humanscale

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is Over \$150,000.01	<u>0</u> _____ %
Percent Discount From List Price For Replacement Parts	<u>0</u> _____ %

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 0.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 50.00 / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Weber Knapp and Humanscale  
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\*CONTAINS RECYCLED MATERIALS - Y/N: Yes.  
IF SO Humanscale-up to 77% and Weber Knapp-25%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VII: Ergonomic Accessories

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: ESI

1. \*\*\*Indicate the percent discount from list price from the most current manufacturer's published price list dated 01/01/15, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>66.50</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>66.50</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>66.50</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price If total order is Over \$150,000.01	<u>66.50</u>	<u>        </u>	<u>        </u>	%
Percent Discount From List Price For Replacement Parts	<u>        </u>	<u>        </u>	<u>        </u>	%

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\*          / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders:          / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N:   Y  .  
IF SO   20  %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

\*\*\*Indicates a new price list dated 01/01/15.



**PRICING SCHEDULE**

Category VII: Ergonomic Accessories

Bidders Name: Krueger International, Inc.  
(As on front page of bid)

Manufacturer: Krueger International, Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00**	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>1</u> _____ %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00	<u>2</u> _____ %
Percent Discount From List Price If total order is Over \$150,000.01	<u>3</u> _____ %
Percent Discount From List Price For Replacement Parts	<u>0</u> _____ %

Indicate and Identify the location and date of the manufacturer's most current published price list:

March 27, 2012 – Price lists included in Section VI-G of bid – All OEI price lists contain “NET” pricing

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 69.00 / Hour
3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ no minimum / Order (Refer to Minimum Order Clause, page four (4) of this ITB)\*
4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of “all covered in pricing schedules” are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

LED Tasklights, Keyboard Mechanisms

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO varies %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VIII: Plastic Injection Mold Furnishings

Bidders Name: Norix Group Inc.  
(As on front page of bid)

Manufacturer: Norix Group Inc.

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>46</u> %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>47</u> %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>48</u> %
Percent Discount From List Price If total order is Over \$150,000.01	<u>49</u> %
Percent Discount From List Price For Replacement Parts	<u>46</u> %

Indicate and Identify the location and date of the manufacturer's most current published price list:

Norix Furniture – Extraordinary by Design dated January 2014

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 75.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 1,000.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of "all covered in pricing schedules" are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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\*CONTAINS RECYCLED MATERIALS - Y/N:  N .  
IF SO \_\_\_\_\_%.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria

**PRICING SCHEDULE**

Category VIII: Plastic Injection Mold Furnishings

Bidders Name: Bay Product Development  
(As on front page of bid)

Manufacturer: Ivars, USA

1. Indicate the percent discount from list price from the most current manufacturer's published price list, F.O.B. prepaid destination for all categories listed below for full service (assembled). Complete the following:

Percent Discount From List Price If total order is under \$50,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$50,000.01 - \$100,000.00	<u>0</u> _____ %
Percent Discount From List Price If total order is between \$100,000.01 - \$150,000.00**	<u>0</u> _____ %
Percent Discount From List Price If total order is Over \$150,000.01	<u>0</u> _____ %
Percent Discount From List Price For Replacement Parts	<u>0</u> _____ %

Indicate and Identify the location and date of the manufacturer's most current published price list:

\_\_\_\_\_

2. Design and Consultation Services – Indicate an hourly quote for contractor provided auxiliary design, consultation and training services associated with the provision of the products offered above.\* \$ 0.00 / Hour

3. Indicate your minimum order size for FOB Destination, Freight Prepaid Orders: \$ 25.00 / Order  
(Refer to Minimum Order Clause, page four (4) of this ITB)\*

4. List all lines, brands, styles, and product numbers, etc. covered by your bid response. Blanket listings of “all covered in pricing schedules” are not acceptable. This information will be used in validating requests for price increases. (use additional sheet(s) of paper as necessary).\*

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Ovio, Danube, Gum, Legacy, Malika, Pearl

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\*CONTAINS RECYCLED MATERIALS - Y/N: Y.  
IF SO 25 %.

\* Will not be a part of the evaluation

\*\* To be used as evaluation criteria



**CONTRACTOR INDEX**

**CONTRACTOR AND TERMS:**

0000075966  
Recycled Systems Furniture, Inc. dba RSFI  
401 E. Wilson Bridge Rd.  
Worthington, Ohio 43085

**CONTRACTOR'S CONTACT:** Andrea Moody\*

**BID CONTRACT NO.:** RS902412-2

**DELIVERY:** 45 Days ARO

**TERMS:** 2%, 10 Days, Net 30 Days

Toll Free:  
Telephone: (614) 880-9111 x119\*  
FAX: (614) 880-9112  
Email: andrea@rsfi.com\*

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**CONTRACTOR AND TERMS:**

0000087609  
Norix Group, Inc.  
1000 Atlantic Dr.  
West Chicago, IL 60185

**CONTRACTOR'S CONTACT:** Bill Karl

**BID CONTRACT NO.:** RS902412-3

**DELIVERY:** 45 Days ARO

**TERMS:** 2%, 10 Days, Net 30 Days

Toll Free: (800) 234-4900  
Telephone: (630) 231-1331  
FAX: (630) 231-4343  
Email: furniture@norix.com

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**CONTRACTOR AND TERMS:**

\*0000060602  
M/W International Inc.  
10260 Brecksville Rd.  
Brecksville, Ohio 44141

**CONTRACTOR'S CONTACT:** Joe Bucalo

**BID CONTRACT NO.:** RS902412-4

**DELIVERY:** 45 Days ARO

**TERMS:** 2%, 10 Days, Net 30 Days

Toll Free: (888) 566-5400  
Telephone: (330) 798-9255  
FAX: (330) 798-9250  
Email: jbucalo@mwintl.net

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\* Indicated M/W International's address update with amendment No. 11.

CONTRACTOR AND TERMS:

0000009559  
John R. Wald Company, Inc.  
10576 Fairgrounds Rd.  
Huntingdon, PA 16652

CONTRACTOR'S CONTACT: Lynn Conaway

BID CONTRACT NO.: RS902412-5 \*

DELIVERY: 45 Days ARO

TERMS: Net 30 Days

Toll Free: (800) 221-9253  
Telephone: (814) 643-3908  
FAX: (814) 643-5300  
Email: lconaway@jrwald.com

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CONTRACTOR AND TERMS:

0000185713  
Dutch Designs, Limited  
8216 State Route 241  
Fredricksburg, OH 44627

CONTRACTOR'S CONTACT: Ada Marie Troyer

BID CONTRACT NO.: RS902412-6 \*

DELIVERY: 45 Days ARO

TERMS: Net 30 Days

Toll Free:  
Telephone: (330) 674-0836  
FAX: (330) 674-2583  
Email: abnerhenryltd@gmail.com

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CONTRACTOR AND TERMS:

0000136800  
Indiana Chair Frame  
330 N. Greensboro St.  
Liberty, NC 27298

CONTRACTOR'S CONTACT: Brian Reese

BID CONTRACT NO.: RS902412-7 \*

DELIVERY: 45 Days ARO

TERMS: Net 30 Days

Toll Free: (800) 294-4423  
Telephone: (336) 622-0121  
FAX: (336) 622-4833  
Email: brian.reese@leggett.com

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CONTRACTOR AND TERMS:

0000218942  
Bay Product Development  
1654 Morrow Street  
Green Bay, WI 54302

CONTRACTOR'S CONTACT: Kyle Schneider

BID CONTRACT NO.: RS902412-10 \*

DELIVERY: 45 Days ARO

TERMS: Net 30 Days

Toll Free:  
Telephone: (920) 469-1972  
FAX: (303) 962-6773  
Email: kyle@bayproductdevelopment.com

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CONTRACTOR AND TERMS:

0000096015  
Krueger International, Inc.  
1330 Bellevue St.  
Green Bay, WI 54302

CONTRACTOR'S CONTACT: Jeff Tebon

BID CONTRACT NO.: RS902412-9 \*

DELIVERY: 30 Days ARO

TERMS: Net 30 Days

Toll Free:  
Telephone: (920) 468-2173  
FAX: (920) 468-2633  
Email: jeff.tebon@ki.com

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SUMMARY OF AMENDMENTS

<b>Amendment Number</b>	<b>Effective Date</b>	<b>Description</b>
12	10/26/15	This amendment is issued to update the pricelist dated 07/01/15 on Tayco and pricelist dated 03/11/15 Hickory Leather Company products, effective with all orders placed on or after October 26, 2015.
11	06/22/15	This amendment is issued to update the pricelist dated 01/01/15 with Bay Product for Ergonomic Solutions and, to update the address for M/W International, Inc.
10	05/01/2015	This amendment is issued to mutually renew the contract for 12 (twelve) months through 04/30/2016 and to remove expiration dates on Contractor Indexes. All prices, Terms & Conditions remain unchanged.
9	02/09/2015	This amendment is issued to update the pricing and discount structure for Dutch Designs Ltd., effective with all orders on or after 02/09/2015. Agency contact updated.
8	08/25/2014	This amendment is issued to update the contractor contact information for Recycled Systems Furniture, Inc., effective on or after 08/25/2014.
7	08/04/2014	This amendment is issued to update the treasurer in the Terms & Conditions section of the contract, effective on or after 08/04/2014.
6	05/01/2014	This amendment is issued to mutually extend the contract through 04/30/2015. Textiles, Inc. is removed from the list of contractors. Amendment also reflects updated pricing for Norix Group, Inc. now dated January 2014. All prices and Terms & Conditions remain unchanged. Effective will all orders on or after 05/01/2014.
5	04/23/2014	This amendment is issued to update Bay Product Development LLC's contract number from RS902412-8 to RS902412-10, effective with all orders on or after 04/23/2014.
4	04/17/2014	This amendment is issued to update the vendor identification number and address for Bay Product Development effective with all orders on or after 04/17/2014.
3	02/03/14	This amendment is issued to update the pricing for the Ivars seating that Bay Product Development is providing in Category 1. There are price increases and decreases associated with the update. The update is effective with all orders issued on or after February 23, 2014. Also updated the Agency contact with this amendment.
2	09/01/13	This amendment is issued to reflect a 5% price increase on Tayco products in categories 1, 2, 4, and 6, effective with all orders on or after September 1, 2013.
1	04/12/13	This amendment is issued to update pricing for contractor Bay Product Development in Category V effective with all orders issued on or after April 12, 2013. Price list will be made available to end users.