



<http://www.baltometro.org>  
<http://www.mwcog.org>

MAPT Invitation for Bid No. 2015-42  
Furniture (Office, School, Library, Etc.) and Equipment

Issued by Howard County, Maryland  
Office of Purchasing  
on behalf of the  
Mid-Atlantic Purchasing Team

**Contract Period: January 1, 2020 – December 31, 2020  
with 5 one-year renewal options remaining**

December 6, 2019

**AWARDED DISCOUNTS**  
**(by Bidder)**

**Table of Contents**

|                                                                                        |             |
|----------------------------------------------------------------------------------------|-------------|
| Proposal 1: Systems Furniture .....                                                    | Page 2      |
| Proposal 2: Casegoods Furniture .....                                                  | Pages 3-5   |
| Proposal 3: School (including Early Childhood/Pre-K and K), Library, Audio Visual..... | Pages 6-9   |
| Proposal 4: Seating .....                                                              | Pages 10-13 |
| Proposal 5: Files, Filing Systems, Storage Cabinets and Shelving .....                 | Pages 14-16 |
| Proposal 6: Lockers, Folding Tables & Chairs, Costumers/Other Misc. Furniture .....    | Pages 17-19 |

*All awards are FOB Destination, Inside Delivery.  
Users of the contract should contact the manufacturer to obtain a current list of dealers.*

## Proposal 1: Systems Furniture

| Bidder with Highest Discount         | Manufacturer                      | Discount | Environmentally Preferred | Quick Ship |
|--------------------------------------|-----------------------------------|----------|---------------------------|------------|
| Agati, Inc.                          | Agati, Inc.                       | 45%      |                           |            |
| American Design Assoc., Inc.         | Concord                           | 40%      | X                         | X          |
| American Design Assoc., Inc.         | Friant                            | 48%      | X                         | X          |
| American Design Assoc., Inc.         | Tayco                             | 40%      | X                         | X          |
| American Design Assoc., Inc.         | Artopex                           | 46%      | X                         | X          |
| American Design Assoc., Inc.         | RSI                               | 46%      | X                         | X          |
| American Office Equipment Co., Inc.  | Canvas by Herman Miller           | 64%      | X                         |            |
| American Office Equipment Co., Inc.  | Layout Studio by Herman Miller    | 46%      | X                         |            |
| American Office Equipment Co., Inc.  | Locale by Herman Miller           | 53%      | X                         |            |
| CBA / Charlotte, Inc.                | AB&D                              | 40%      | X                         |            |
| Douron, Inc.                         | All Steel                         | 61%      | X                         | X          |
| Douron, Inc.                         | Global Compile                    | 56%      | X                         | X          |
| Douron, Inc.                         | Global Evolve                     | 55.50%   | X                         | X          |
| Douron, Inc.                         | Hon                               | 60%      | X                         | X          |
| Douron, Inc.                         | Invincible                        | 49.40%   |                           |            |
| Douron, Inc.                         | Krueger International (KI)        | 48%      | X                         |            |
| Douron, Inc.                         | LOFTwall                          | 20.20%   |                           |            |
| Douron, Inc.                         | Omega                             | 74%      | X                         | X          |
| Douron, Inc.                         | Right Angle                       | 47.20%   |                           | X          |
| Douron, Inc.                         | Workrite                          | 45%      | X                         | X          |
| Edwards & Hill Office Furniture      | AMQ                               | 50%      | X                         | X          |
| Fluidconcepts                        | Fluidconcepts                     | 50%      | X                         | X          |
| Groupe Lacasse, LLC                  | Nvision                           | 55%      | X                         | X          |
| Inscape                              | Inscape                           | 57%      |                           |            |
| Interior Concepts Corp.              | Interior Concepts                 | 55%      | X                         |            |
| Kimball Office, Inc.                 | Kimball Office, Inc.              | 63%      | X                         | X          |
| Marvel Group, Inc. dba Marvel        | Marvel                            | 40%      | X                         | X          |
| Maryland Correctional Enterprises    | Maryland Correctional Enterprises | 0%       | X                         | X          |
| Maxon Furniture, Inc.                | Maxon Furniture, Inc.             | 75%      | X                         |            |
| MOI, Inc.                            | First Office                      | 64.80%   |                           |            |
| MOI, Inc.                            | Knoll North America               | 54%      | X                         | X          |
| MOI, Inc.                            | Knoll Quickship                   | 54%      | X                         | X          |
| MOI, Inc.                            | OFS                               | 64.80%   |                           |            |
| National Office Furniture            | National Office Furniture         | 50%      | X                         | X          |
| Palmieri Furniture                   | Palmieri                          | 30%      | X                         |            |
| Paragon Furniture                    | Paragon Furniture                 | 40%      | X                         |            |
| Price Modern, LLC                    | Haworth Premise                   | 68%      | X                         | X          |
| Price Modern, LLC                    | Haworth Unigroup/Compose          | 71%      | X                         | X          |
| Regency Seating, Inc.                | Regency Seating, Inc.             | 50%      |                           | X          |
| Steelcase, Inc.                      | Steelcase                         | 57%      | X                         | X          |
| STORAGELogic of Maryland, Inc.       | Hamilton Sorter                   | 24%      | X                         |            |
| Teknion, LLC                         | Teknion, LLC                      | 61.18%   | X                         | X          |
| Trendway Corporation                 | Trendway Corporation              | 55%      | X                         | X          |
| TSRC, Inc. dba Mega Office Furniture | Open Plan Systems                 | 60%      | X                         | X          |

## Proposal 2: Casegoods Furniture

| Bidder with Highest Discount                  | Manufacturer                               | Discount | Environmentally Preferred | Quick Ship |
|-----------------------------------------------|--------------------------------------------|----------|---------------------------|------------|
| Agati, Inc.                                   | Agati, Inc.                                | 45%      |                           |            |
| American Design Assoc., Inc.                  | Arnold Contract                            | 32%      | X                         |            |
| American Design Assoc., Inc.                  | Cherryman                                  | 40%      | X                         | X          |
| American Design Assoc., Inc.                  | DSI Industries                             | 40%      | X                         | X          |
| American Design Assoc., Inc.                  | Jasper Desk                                | 42%      | X                         | X          |
| American Design Assoc., Inc.                  | Links                                      | 41%      | X                         | X          |
| American Design Assoc., Inc.                  | Logiflex                                   | 40%      | X                         | X          |
| American Design Assoc., Inc.                  | Office Source                              | 40%      | X                         | X          |
| American Design Assoc., Inc.                  | St. Timothy                                | 40%      | X                         | X          |
| American Design Assoc., Inc.                  | VS America                                 | 16%      | X                         | X          |
| American Design Assoc., Inc.                  | Intelligent Office Furniture (IOF)         | 40%      | X                         | X          |
| American Design Assoc., Inc.                  | Adelphia                                   | 42.10%   | X                         |            |
| American Design Assoc., Inc.                  | Artcobell                                  | 48.10%   | X                         | X          |
| American Design Assoc., Inc.                  | Boss Office                                | 38%      | X                         | X          |
| American Design Assoc., Inc.                  | Desk Makers                                | 35%      | X                         | X          |
| American Design Assoc., Inc.                  | Diversified Woodcrafts                     | 54.10%   | X                         | X          |
| American Design Assoc., Inc.                  | Grafco                                     | 25%      | X                         | X          |
| American Design Assoc., Inc.                  | Office Star                                | 44.10%   | X                         | X          |
| American Design Assoc., Inc.                  | Sterling Tree                              | 37%      | X                         |            |
| American Design Assoc., Inc.                  | ACCO Data                                  | 40.10%   | X                         | X          |
| American Office Equipment Co., Inc.           | Canvas by Herman Miller                    | 64%      | X                         |            |
| American Office Equipment Co., Inc.           | Layout Studio by Herman Miller             | 46%      | X                         |            |
| American Office Equipment Co., Inc.           | Locale by Herman Miller                    | 53%      | X                         |            |
| American Office Equipment Co., Inc.           | Renew & Everywhere Tables by Herman Miller | 62%      | X                         |            |
| Arcon Resources, Inc. dba Revolution Products | Revolution Products                        | 50%      | X                         |            |
| Brodart Co.                                   | Brodart                                    | 44%      | X                         |            |
| CBA / Charlotte, Inc.                         | AB&D                                       | 40%      | X                         |            |
| CBA / Charlotte, Inc.                         | F W Lombard                                | 40%      |                           |            |
| Commercial Furniture Group, Inc.              | Falcon                                     | 45%      | X                         |            |
| Commercial Furniture Group, Inc.              | Thonet                                     | 45%      | X                         |            |
| Conset America                                | Conset America                             | 40%      |                           | X          |
| Corilam Fabricating Co.                       | Corilam Fabricating Co.                    | 40%      | X                         |            |
| Cromwell Valley Business Interiors            | PLI Office                                 | 43%      |                           |            |
| Ditto Sales, Inc. dba Versteel                | Ditto Sales, Inc. dba Versteel             | 40%      | X                         | X          |
| Diversified Educational Systems, Inc.         | Tesco Learning Environments                | 42.50%   | X                         |            |
| Diversified Educational Systems, Inc.         | Case Systems, Inc.                         | 38%      | X                         |            |
| Diversified Educational Systems, Inc.         | Leonard Peterson & Company                 | 38%      | X                         |            |
| Douron, Inc.                                  | Candex                                     | 0.48%    |                           | X          |
| Douron, Inc.                                  | Allsteel                                   | 56.50%   | X                         | X          |
| Douron, Inc.                                  | Basyx                                      | 44.60%   |                           | X          |

## Proposal 2: Casegoods Furniture (continued)

| Bidder with Highest Discount                         | Manufacturer                                         | Discount | Environmentally Preferred | Quick Ship |
|------------------------------------------------------|------------------------------------------------------|----------|---------------------------|------------|
| Douron, Inc.                                         | Community                                            | 49%      | X                         | X          |
| Douron, Inc.                                         | Douron Library International                         | 43.70%   |                           | X          |
| Douron, Inc.                                         | ERG International                                    | 42.80%   | X                         | X          |
| Douron, Inc.                                         | Fixtures                                             | 45.30%   | X                         | X          |
| Douron, Inc.                                         | Fleetwood                                            | 32.60%   |                           | X          |
| Douron, Inc.                                         | Global                                               | 55.70%   | X                         | X          |
| Douron, Inc.                                         | Hale                                                 | 38.90%   | X                         | X          |
| Douron, Inc.                                         | Hon                                                  | 56%      | X                         | X          |
| Douron, Inc.                                         | Inline                                               | 54.10%   |                           | X          |
| Douron, Inc.                                         | Invincible                                           | 49.40%   | X                         | X          |
| Douron, Inc.                                         | JSI                                                  | 51.40%   | X                         | X          |
| Douron, Inc.                                         | Krueger International (KI)                           | 42%      | X                         |            |
| Douron, Inc.                                         | Nienkamper (ICF Group)                               | 43.30%   |                           |            |
| Douron, Inc.                                         | Nucraft                                              | 45.30%   | X                         | X          |
| Douron, Inc.                                         | Offices To Go (OTG)                                  | 47%      |                           | X          |
| Douron, Inc.                                         | Paoli                                                | 54%      | X                         | X          |
| Douron, Inc.                                         | Russwood                                             | 50%      |                           | X          |
| Douron, Inc.                                         | Smith Systems                                        | 41.30%   | X                         | X          |
| Douron, Inc.                                         | Special T                                            | 48.60%   |                           |            |
| Douron, Inc.                                         | Stylex                                               | 45.20%   | X                         | X          |
| Douron, Inc.                                         | Virco                                                | 65.50%   | X                         | X          |
| Everest Expedition, LLC dba The Worden Company       | Worden                                               | 41.50%   | X                         |            |
| Fairway Holdings, Inc. dba Berco Furniture Solutions | Fairway Holdings, Inc. dba Berco Furniture Solutions | 50%      |                           |            |
| Fluidconcepts                                        | Fluidconcepts                                        | 50%      | X                         | X          |
| Groupe Lacasse, LLC                                  | Neocase                                              | 20%      | X                         |            |
| Groupe Lacasse, LLC                                  | Groupe Lacasse, LLC                                  | 45%      | X                         | X          |
| Groupe Lacasse, LLC                                  | United Chair                                         | 45%      | X                         | X          |
| Gunlocke Company, LLC                                | Gunlocke Company, LLC                                | 53%      | X                         |            |
| Hann Manufacturing, Inc. dba Hann                    | Hann                                                 | 40%      | X                         | X          |
| High Point Furniture Industries, Inc.                | High Point Furniture Industries                      | 49%      | X                         | X          |
| Humanscale Corporation                               | Humanscale Corporation                               | 42%      | X                         | X          |
| Indiana Furniture Industries, Inc.                   | Indiana Furniture                                    | 51%      | X                         |            |
| Interior Concepts Corp.                              | Interior Concepts                                    | 55%      | X                         |            |
| Ironwood Manufacturing dba Ironwood                  | Ironwood                                             | 40%      | X                         | X          |
| Kimball Office, Inc.                                 | Kimball Office, Inc.                                 | 53%      | X                         | X          |
| Liberty Systems, Inc.                                | Media Technologies                                   | 35%      | X                         |            |
| Library Interiors, Inc.                              | Library Interiors Millwork                           | 40%      | X                         |            |
| Library Interiors, Inc.                              | Big Cozy Books                                       | 10%      | X                         |            |
| Library Interiors, Inc.                              | Iglooplay                                            | 10%      | X                         |            |
| Library Interiors, Inc.                              | Moduform/Library Bureau Wood                         | 25%      | X                         |            |
| Marvel Group, Inc. dba Marvel                        | Marvel                                               | 40%      | X                         | X          |

## Proposal 2: Casegoods Furniture (continued)

| Bidder with Highest Discount                        | Manufacturer                      | Discount | Environmentally Preferred | Quick Ship |
|-----------------------------------------------------|-----------------------------------|----------|---------------------------|------------|
| Maryland Correctional Enterprises                   | Maryland Correctional Enterprises | 0%       | X                         | X          |
| Maxon Furniture, Inc.                               | Maxon Furniture, Inc.             | 64%      | X                         |            |
| Safco Products Co. dba Mayline                      | Mayline Group                     | 50%      |                           |            |
| MDM Office Systems, Inc. dba Standard Office Supply | Alera                             | 52.20%   | X                         | X          |
| MOI, Inc.                                           | Carolina Business                 | 60%      | X                         | X          |
| MOI, Inc.                                           | First Office                      | 62.40%   | X                         | X          |
| MOI, Inc.                                           | Loewenstein                       | 55%      | X                         | X          |
| MOI, Inc.                                           | OFS                               | 62.40%   | X                         | X          |
| MOI, Inc.                                           | Knoll                             | 54%      | X                         | X          |
| National Office Furniture                           | National Office Furniture         | 50%      | X                         | X          |
| Nova Solutions, Inc.                                | Nova                              | 45%      |                           |            |
| Palmieri Furniture                                  | Palmieri Library Furniture        | 30%      | X                         |            |
| Price Modern, LLC                                   | Haworth Metal                     | 63%      | X                         | X          |
| Price Modern, LLC                                   | Haworth Wood                      | 53%      | X                         | X          |
| Regency Seating, Inc.                               | Regency Seating, Inc.             | 50%      |                           | X          |
| Rudolph's Office & Computer Supply                  | Hirsh                             | 52%      | X                         | X          |
| Rudolph's Office & Computer Supply                  | Lorell                            | 52%      | X                         | X          |
| Rudolph's Office & Computer Supply                  | Tennsco                           | 45%      | X                         | X          |
| School Specialty, Inc.                              | BALT                              | 45%      | X                         | X          |
| School Specialty, Inc.                              | OFM                               | 57%      |                           |            |
| Steelcase, Inc.                                     | Steelcase                         | 46%      | X                         | X          |
| STORAGELogic of Maryland, Inc.                      | Hamilton Sorter                   | 24%      | X                         |            |
| Teknion, LLC                                        | Teknion Wood, LLC                 | 51.39%   | X                         | X          |
| Trendway Corporation                                | Trendway Corporation              | 55%      | X                         | X          |
| TSRC, Inc. dba Mega Office Furniture                | Lorell                            | 52%      | X                         | X          |
| TSRC, Inc. dba Mega Office Furniture                | Open Plan Systems                 | 60%      |                           | X          |
| Dancker, Sellew & Douglas, Inc.                     | Great Openings                    | 59%      | X                         |            |
| Washington Office Interiors, LLC                    | Krug                              | 45%      | X                         | X          |
| Zoom, Inc.                                          | Safco                             | 51.40%   | X                         | X          |
| Zoom, Inc.                                          | Haskell                           | 55%      |                           |            |

**Proposal 3: School (including Early Childhood/Pre-K and K), Library, Audio Visual Furniture**

| <b>Bidder with Highest Discount</b> | <b>Manufacturer</b>                          | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|-------------------------------------|----------------------------------------------|-----------------|----------------------------------|-------------------|
| Agati, Inc.                         | Agati, Inc.                                  | 45%             |                                  |                   |
| American Design Assoc., Inc.        | Hekman                                       | 38.50%          | X                                | X                 |
| American Design Assoc., Inc.        | Moduform                                     | 38%             | X                                | X                 |
| American Design Assoc., Inc.        | Palmer Hamilton                              | 32%             | X                                | X                 |
| American Design Assoc., Inc.        | Simo Corporation                             | 40.50%          | X                                | X                 |
| American Design Assoc., Inc.        | Surface Works                                | 40%             | X                                | X                 |
| American Design Assoc., Inc.        | VS America                                   | 16%             | X                                | X                 |
| American Design Assoc., Inc.        | VS Furniture                                 | 16%             | X                                | X                 |
| American Design Assoc., Inc.        | Adelphia                                     | 42.10%          | X                                |                   |
| American Design Assoc., Inc.        | Allied Plastic                               | 40.10%          | X                                | X                 |
| American Design Assoc., Inc.        | Artco-Bell                                   | 48.10%          | X                                | X                 |
| American Design Assoc., Inc.        | BBF Bush                                     | 40.10%          | X                                | X                 |
| American Design Assoc., Inc.        | Columbia                                     | 44.10%          | X                                |                   |
| American Design Assoc., Inc.        | Diversified Woodcrafts                       | 54.10%          | X                                | X                 |
| American Design Assoc., Inc.        | ECR4Kids                                     | 27.10%          | X                                | X                 |
| American Design Assoc., Inc.        | Grafco                                       | 25%             | X                                | X                 |
| American Design Assoc., Inc.        | Paladin                                      | 38%             | X                                |                   |
| American Design Assoc., Inc.        | Sandusky Lee                                 | 41.20%          | X                                |                   |
| American Design Assoc., Inc.        | Screenflex                                   | 40.40%          | X                                |                   |
| American Design Assoc., Inc.        | Shain Shop-Bilt                              | 54.10%          | X                                | X                 |
| American Design Assoc., Inc.        | Wood Designs                                 | 32.10%          | X                                |                   |
| American Office Equipment Co., Inc. | Canvas by Herman Miller                      | 64%             | X                                |                   |
| American Office Equipment Co., Inc. | Aeron by Herman Miller                       | 48%             | X                                |                   |
| American Office Equipment Co., Inc. | Caper by Herman Miller                       | 50%             | X                                |                   |
| American Office Equipment Co., Inc. | Carolina Business Furniture                  | 47%             | X                                |                   |
| American Office Equipment Co., Inc. | Celle by Herman Miller                       | 48%             | X                                |                   |
| American Office Equipment Co., Inc. | Eames Aluminum Group by Herman Miller        | 43%             | X                                |                   |
| American Office Equipment Co., Inc. | Eames Molded & Plastic Wire by Herman Miller | 37%             | X                                |                   |
| American Office Equipment Co., Inc. | Eames Shell Chair by Herman Miller           | 43%             | X                                |                   |
| American Office Equipment Co., Inc. | Embody by Herman Miller                      | 46%             | X                                |                   |
| American Office Equipment Co., Inc. | Layout Studio by Herman Miller               | 46%             | X                                |                   |
| American Office Equipment Co., Inc. | Locale by Herman Miller                      | 53%             | X                                |                   |
| American Office Equipment Co., Inc. | Meridian Laterals by Herman Miller           | 49%             | X                                |                   |
| American Office Equipment Co., Inc. | Meridan Towers by Herman Miller              | 47%             | X                                |                   |
| American Office Equipment Co., Inc. | Mirra 2 by Herman Miller                     | 48%             | X                                |                   |
| American Office Equipment Co., Inc. | Public by Herman Miller                      | 49%             | X                                |                   |
| American Office Equipment Co., Inc. | Sayl by Herman Miller                        | 48%             | X                                |                   |
| American Office Equipment Co., Inc. | Setu by Herman Miller                        | 48%             | X                                |                   |
| American Office Equipment Co., Inc. | Swoop by Herman Miller                       | 43%             | X                                |                   |
| American Office Equipment Co., Inc. | Tu by Herman Miller                          | 60%             | X                                |                   |

**Proposal 3: School (including Early Childhood/Pre-K and K), Library, Audio Visual Furniture (continued)**

| <b>Bidder with Highest Discount</b>                 | <b>Manufacturer</b>             | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|-----------------------------------------------------|---------------------------------|-----------------|----------------------------------|-------------------|
| Arcon Resources, Inc. dba Revolution Products       | Revolution Products             | 50%             | X                                |                   |
| BioFit Engineered Products, L.P.                    | BioFit                          | 35%             |                                  |                   |
| Borgo Upholstery Limited O/A Borgo Contract Seating | Borgo Contract Seating          | 55%             | X                                | X                 |
| Brodart Co.                                         | Brodart                         | 44%             | X                                |                   |
| CBA / Charlotte, Inc.                               | AB&D                            | 40%             | X                                |                   |
| CBA / Charlotte, Inc.                               | F W Lombard                     | 40%             |                                  |                   |
| Corilam Fabricating Co.                             | Corilam Fabricating Co.         | 40%             | X                                |                   |
| David Edward Company                                | David Edward Company            | 45%             | X                                | X                 |
| Dauphin North America                               | Dauphin North America           | 50%             | X                                |                   |
| Dauphin North America                               | Valo, a division of Dauphin     | 50%             | X                                | X                 |
| Ditto Sales, Inc. dba Versteel                      | Ditto Sales, Inc. dba Versteel  | 40%             | X                                | X                 |
| Diversified Educational Systems, Inc.               | Tesco Learning Environments     | 42.50%          | X                                |                   |
| Diversified Educational Systems, Inc.               | Case Systems, Inc.              | 38%             | X                                |                   |
| Diversified Educational Systems, Inc.               | Leonard Peterson & Company      | 38%             | X                                |                   |
| Diversified Educational Systems, Inc.               | Wenger Corporation              | 2.50%           | X                                |                   |
| Douron, Inc.                                        | Candex                          | 48%             |                                  | X                 |
| Douron, Inc.                                        | Claridge                        | 35%             |                                  | X                 |
| Douron, Inc.                                        | Clarín Seating                  | 42.80%          |                                  | X                 |
| Douron, Inc.                                        | Community                       | 49%             | X                                | X                 |
| Douron, Inc.                                        | Fleetwood                       | 32.60%          | X                                | X                 |
| Douron, Inc.                                        | Global                          | 55.70%          | X                                | X                 |
| Douron, Inc.                                        | Hon                             | 53.50%          | X                                | X                 |
| Douron, Inc.                                        | Izzy                            | 45.30%          | X                                | X                 |
| Douron, Inc.                                        | Krueger International (KI)      | 42%             | X                                |                   |
| Douron, Inc.                                        | National Public Seating         | 48.60%          | X                                | X                 |
| Douron, Inc.                                        | Russwood Library                | 50%             | X                                | X                 |
| Douron, Inc.                                        | Senator Group                   | 44.80%          | X                                | X                 |
| Douron, Inc.                                        | Sico                            | 41.10%          | X                                | X                 |
| Douron, Inc.                                        | Smith System                    | 41.30%          | X                                | X                 |
| Douron, Inc.                                        | TMC                             | 34.10%          | X                                | X                 |
| Douron, Inc.                                        | Vanerum Stelter                 | 33%             |                                  | X                 |
| Douron, Inc.                                        | Virco                           | 65.50%          | X                                | X                 |
| Edwards & Hill Office Furniture                     | Gressco Library                 | 40%             | X                                |                   |
| Everest Expedition, LLC dba The Worden Company      | Worden                          | 41.50%          | X                                |                   |
| Fluidconcepts                                       | Fluidconcepts                   | 50%             | X                                | X                 |
| Groupe Lacasse, LLC                                 | Groupe Lacasse, LLC             | 45%             | X                                | X                 |
| Groupe Lacasse, LLC                                 | United Chair                    | 45%             | X                                | X                 |
| Hann Manufacturing, Inc. dba Hann                   | Hann                            | 40%             | X                                | X                 |
| Hi5 Furniture, Inc.                                 | Hi5 Furniture, Inc.             | 45%             |                                  |                   |
| High Point Furniture Industries, Inc.               | High Point Furniture Industries | 49%             | X                                | X                 |

**Proposal 3: School (including Early Childhood/Pre-K and K), Library, Audio Visual Furniture (continued)**

| <b>Bidder with Highest Discount</b>                 | <b>Manufacturer</b>               | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|-----------------------------------------------------|-----------------------------------|-----------------|----------------------------------|-------------------|
| Humanscale Corporation                              | Humanscale Corporation            | 42%             | X                                | X                 |
| Indiana Furniture Industries, Inc.                  | Indiana Furniture                 | 51%             | X                                |                   |
| Interior Concepts Corp.                             | Interior Concepts                 | 55%             | X                                |                   |
| Ironwood Manufacturing dba Ironwood                 | Ironwood                          | 40%             | X                                | X                 |
| Jonti-Craft, Inc.                                   | Jonti-Craft                       | 5%              | X                                |                   |
| Lakeshore Learning Materials                        | Lakeshore Learning                | 7%              | X                                |                   |
| Lesro Industries, Inc.                              | Lesro                             | 43%             |                                  | X                 |
| Liberty Systems, Inc.                               | Media Technologies                | 35%             | X                                |                   |
| Library Interiors, Inc.                             | Library Interiors Custom Millwork | 40%             | X                                |                   |
| Library Interiors, Inc.                             | Big Cozy Books                    | 10%             | X                                |                   |
| Library Interiors, Inc.                             | Iglooplay                         | 10%             | X                                |                   |
| Maryland Correctional Enterprises                   | Maryland Correctional Enterprises | 0%              | X                                |                   |
| Marvel Group, Inc. dba Marvel                       | Marvel                            | 40%             | X                                | X                 |
| Safco Products Co. dba Mayline                      | Mayline Group                     | 50%             |                                  |                   |
| MDM Office Systems, Inc. dba Standard Office Supply | Alera                             | 52.20%          | X                                | X                 |
| MDM Office Systems, Inc. dba Standard Office Supply | Safco                             | 51.20%          | X                                | X                 |
| Melos, Inc.                                         | Estey                             | 50%             |                                  |                   |
| Melos, Inc.                                         | Melos Library                     | 40%             |                                  |                   |
| MOI, Inc.                                           | First Office                      | 62.40%          | X                                | X                 |
| MOI, Inc.                                           | Highmark                          | 60%             | X                                | X                 |
| MOI, Inc.                                           | Loewenstein                       | 55%             | X                                | X                 |
| MOI, Inc.                                           | Knoll                             | 54%             | X                                | X                 |
| Nova Solutions, Inc.                                | Nova                              | 45%             |                                  |                   |
| Palmieri Furniture                                  | Palmieri Library Furniture        | 30%             | X                                |                   |
| Paragon Furniture                                   | Paragon Furniture                 | 40%             | X                                |                   |
| Price Modern, LLC                                   | OFS                               | 57%             | X                                | X                 |
| Regency Seating, Inc.                               | Regency Seating, Inc.             | 50%             |                                  | X                 |
| Rudolph's Office & Computer Supply                  | Egan                              | 40%             | X                                | X                 |
| Rudolph's Office & Computer Supply                  | Gressco                           | 40%             | X                                |                   |
| School Specialty, Inc.                              | ABC Furnishings                   | 67%             | X                                |                   |
| School Specialty, Inc.                              | Bird-in-Hand                      | 67%             | X                                |                   |
| School Specialty, Inc.                              | Califone                          | 29%             |                                  | X                 |
| School Specialty, Inc.                              | Classroom Select                  | 67%             | X                                | X                 |
| School Specialty, Inc.                              | Copernicus Educational Products   | 34%             |                                  | X                 |
| School Specialty, Inc.                              | DaLite                            | 10%             |                                  |                   |
| School Specialty, Inc.                              | Georgia Chair                     | 33%             |                                  |                   |
| School Specialty, Inc.                              | Ghent                             | 43%             |                                  | X                 |
| School Specialty, Inc.                              | ID Systems                        | 25%             | X                                |                   |
| School Specialty, Inc.                              | Korners for Kids                  | 67%             |                                  |                   |
| School Specialty, Inc.                              | MooreCo                           | 46%             | X                                | X                 |
| School Specialty, Inc.                              | Royal                             | 67%             | X                                |                   |

**Proposal 3: School (including Early Childhood/Pre-K and K), Library, Audio Visual Furniture (continued)**

| <b>Bidder with Highest Discount</b>              | <b>Manufacturer</b>           | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|--------------------------------------------------|-------------------------------|-----------------|----------------------------------|-------------------|
| School Specialty, Inc.                           | Rubbermaid Commercial         | 29%             |                                  | X                 |
| School Specialty, Inc.                           | School Specialty              | 10%             |                                  |                   |
| School Specialty, Inc.                           | Tot Mate                      | 25%             |                                  |                   |
| School Specialty, Inc.                           | Ultra Play                    | 0%              |                                  |                   |
| Shuttle System, LLC dba Navetta                  | Navetta                       | 20%             | X                                |                   |
| Sommer Metalcraft Corp. DBA Library Bureau Steel | Library Bureau Steel SpaceMax | 40%             |                                  |                   |
| Sommer Metalcraft Corp. DBA Library Bureau Steel | Library Bureau Steel SafeStak | 40%             |                                  |                   |
| Steelcase, Inc.                                  | Steelcase                     | 41%             | X                                | X                 |
| Teknion, LLC                                     | Teknion Club Talk, LLC        | 53.82%          | X                                | X                 |
| TSRC, Inc. dba Mega Office Furniture             | Correll                       | 41.50%          |                                  |                   |
| Washington Office Interiors, LLC                 | Intensa                       | 38%             | X                                | X                 |
| Whitney Bros., Co. dba Whitney Brothers          | Whitney Brothers              | 10%             | X                                | X                 |
| Zoom, Inc.                                       | Angeles                       | 40.60%          | X                                | X                 |
| Zoom, Inc.                                       | Haskell                       | 55%             |                                  |                   |
| Zoom, Inc.                                       | Mastervision                  | 52.30%          | X                                |                   |
| Zoom, Inc.                                       | Nevins                        | 58%             |                                  |                   |

## Proposal 4: Seating

| Bidder with Highest Discount                        | Manufacturer                                 | Discount | Environmentally Preferred | Quick Ship |
|-----------------------------------------------------|----------------------------------------------|----------|---------------------------|------------|
| Agati, Inc.                                         | Agati, Inc.                                  | 45%      |                           |            |
| American Design Assoc., Inc.                        | Compel                                       | 42.50%   | X                         | X          |
| American Design Assoc., Inc.                        | Hickory Leather                              | 42%      | X                         | X          |
| American Design Assoc., Inc.                        | Nightingale                                  | 41.50%   | X                         | X          |
| American Design Assoc., Inc.                        | OFM                                          | 38%      | X                         | X          |
| American Design Assoc., Inc.                        | St. Timothy                                  | 40%      | X                         | X          |
| American Design Assoc., Inc.                        | VS America                                   | 16%      | X                         | X          |
| American Design Assoc., Inc.                        | VIA Seating                                  | 42%      | X                         | X          |
| American Design Assoc., Inc.                        | Artcobell                                    | 48.10%   | X                         | X          |
| American Design Assoc., Inc.                        | Buzz Seating                                 | 40%      | X                         | X          |
| American Design Assoc., Inc.                        | Cartwright                                   | 42%      | X                         | X          |
| American Design Assoc., Inc.                        | Office Star                                  | 44.10%   | X                         | X          |
| American Design Assoc., Inc.                        | Trinity                                      | 40.10%   | X                         | X          |
| American Office Equipment Co., Inc.                 | Mirra by Herman Miller                       | 48%      | X                         |            |
| American Office Equipment Co., Inc.                 | Nemschoff                                    | 42%      | X                         |            |
| American Office Equipment Co., Inc.                 | Public by Herman Miller                      | 49%      | X                         |            |
| American Office Equipment Co., Inc.                 | Sayl by Herman Miller                        | 48%      | X                         |            |
| American Office Equipment Co., Inc.                 | Setu by Herman Miller                        | 48%      | X                         |            |
| American Office Equipment Co., Inc.                 | Aeron by Herman Miller                       | 48%      | X                         |            |
| American Office Equipment Co., Inc.                 | Caper by Herman Miller                       | 50%      | X                         |            |
| American Office Equipment Co., Inc.                 | Celle by Herman Miller                       | 48%      | X                         |            |
| American Office Equipment Co., Inc.                 | Eames Aluminum Group by Herman Miller        | 43%      | X                         |            |
| American Office Equipment Co., Inc.                 | Eames Molded & Plastic Wire by Herman Miller | 37%      | X                         |            |
| American Office Equipment Co., Inc.                 | Eames Shell Chair by Herman Miller           | 43%      | X                         |            |
| American Office Equipment Co., Inc.                 | Embody by Herman Miller                      | 46%      | X                         |            |
| American Office Equipment Co., Inc.                 | Swoop by Herman Miller                       | 43%      | X                         |            |
| Arcadia Chair Company                               | Arcadia Chair Company                        | 40%      | X                         | X          |
| Arcadia Chair Company                               | Encore                                       | 50%      | X                         | X          |
| Arcon Resources, Inc. dba Revolution Products       | Revolution Products                          | 50%      | X                         |            |
| BioFit Engineered Products, L.P.                    | BioFit                                       | 35%      |                           |            |
| Borgo Upholstery Limited O/A Borgo Contract Seating | Borgo Contract Seating                       | 55%      | X                         | X          |
| Brodart Co.                                         | Brodart                                      | 44%      | X                         |            |
| CBA / Charlotte, Inc.                               | AB&D                                         | 40%      | X                         |            |
| CBA / Charlotte, Inc.                               | F W Lombard                                  | 40%      |                           |            |
| Commercial Furniture Group, Inc.                    | Falcon                                       | 45%      | X                         |            |
| Commercial Furniture Group, Inc.                    | Thonet                                       | 45%      | X                         |            |
| Cromwell Valley Business Interiors                  | Art Design International (ADI)               | 43%      | X                         |            |
| Dauphin North America                               | Valo, a division of Dauphin                  | 50%      | X                         | X          |

## Proposal 4: Seating (continued)

| Bidder with Highest Discount                   | Manufacturer                    | Discount | Environmentally Preferred | Quick Ship |
|------------------------------------------------|---------------------------------|----------|---------------------------|------------|
| Dauphin North America                          | Dauphin North America           | 50%      | X                         |            |
| David Edward Company                           | David Edward Company            | 45%      | X                         | X          |
| Ditto Sales, Inc. dba Versteel                 | Ditto Sales, Inc. dba Versteel  | 40%      | X                         | X          |
| Diversified Educational Systems, Inc.          | Tesco Learning Environments     | 42.50%   | X                         |            |
| Diversified Educational Systems, Inc.          | Wenger Corporation              | 2.50%    | X                         |            |
| Douron, Inc.                                   | Montel                          | 32.50%   | X                         | X          |
| Douron, Inc.                                   | National Public Seating         | 48.60%   |                           | X          |
| Douron, Inc.                                   | OFFICEMASTER                    | 44.50%   |                           | X          |
| Douron, Inc.                                   | Paoli                           | 54%      | X                         | X          |
| Douron, Inc.                                   | 9 to 5                          | 56.70%   | X                         | X          |
| Douron, Inc.                                   | Allsteel                        | 54.60%   | X                         | X          |
| Douron, Inc.                                   | Allsteel Gather                 | 40%      | X                         |            |
| Douron, Inc.                                   | Body Built                      | 49%      | X                         | X          |
| Douron, Inc.                                   | Clarín Seating                  | 42.80%   |                           | X          |
| Douron, Inc.                                   | Community                       | 49%      | X                         | X          |
| Douron, Inc.                                   | Cramer                          | 50.50%   | X                         | X          |
| Douron, Inc.                                   | Fixtures                        | 45.30%   | X                         | X          |
| Douron, Inc.                                   | Furniture Concepts              | 36.70%   | X                         | X          |
| Douron, Inc.                                   | Global Total Office             | 55.70%   | X                         | X          |
| Douron, Inc.                                   | Hon                             | 56%      | X                         | X          |
| Douron, Inc.                                   | Integra                         | 42.10%   | X                         | X          |
| Douron, Inc.                                   | JSI                             | 52.70%   | X                         | X          |
| Douron, Inc.                                   | Krueger International (KI)      | 42%      | X                         | X          |
| Douron, Inc.                                   | Stylex                          | 45.20%   | X                         | X          |
| Everest Expedition, LLC dba The Worden Company | Worden                          | 41.50%   | X                         |            |
| Exemplis, LLC                                  | Sit-On-It                       | 48%      | X                         | X          |
| Exemplis, LLC                                  | IDEON Soft Seating              | 48%      | X                         | X          |
| Groupe Lacasse, LLC                            | Arold                           | 45%      | X                         | X          |
| Groupe Lacasse, LLC                            | United Chair                    | 45%      | X                         | X          |
| Gunlocke Company, LLC                          | Gunlocke Company, LLC           | 53%      | X                         |            |
| High Point Furniture Industries, Inc.          | High Point Furniture Industries | 49%      | X                         | X          |
| Humanscale Corporation                         | Humanscale Corporation          | 48%      | X                         | X          |
| Indiana Furniture Industries, Inc.             | Indiana Furniture               | 51%      | X                         |            |
| Interior Concepts Corp.                        | Interior Concepts               | 55%      | X                         |            |
| Kimball Office, Inc.                           | Kimball Seating                 | 53%      | X                         | X          |
| KNU LLC dba La-Z-Boy Contract Furniture        | La-Z-Boy                        | 45%      | X                         | X          |
| Lakeshore Learning Materials                   | Lakeshore Learning              | 7%       | X                         |            |
| Legacy Furniture Group, Inc.                   | Legacy Furniture Group          | 52%      | X                         | X          |
| Lesro Industries, Inc.                         | Lesro                           | 43%      |                           | X          |
| Liberty Systems, Inc.                          | Cape Contract Furniture         | 30%      |                           |            |

#### Proposal 4: Seating (continued)

| Bidder with Highest Discount                        | Manufacturer                      | Discount | Environmentally Preferred | Quick Ship |
|-----------------------------------------------------|-----------------------------------|----------|---------------------------|------------|
| Library Interiors, Inc.                             | Library Interiors Millwork        | 40%      | X                         |            |
| Library Interiors, Inc.                             | Moduform/Library Bureau Wood      | 25%      | X                         |            |
| Library Interiors, Inc.                             | Big Cozy Books                    | 10%      | X                         |            |
| Library Interiors, Inc.                             | Iglooplay                         | 10%      | X                         |            |
| Marvel Group, Inc. dba Marvel                       | Marvel                            | 40%      | X                         | X          |
| Maryland Correctional Enterprises                   | Maryland Correctional Enterprises | 0%       | X                         | X          |
| Maxon Furniture, Inc.                               | Maxon Furniture, Inc.             | 64%      |                           |            |
| Safco Products Co. dba Mayline                      | Mayline Group                     | 50%      |                           | X          |
| MDM Office Systems, Inc. dba Standard Office Supply | Alera                             | 52.20%   | X                         | X          |
| MDM Office Systems, Inc. dba Standard Office Supply | Safco                             | 51.20%   | X                         | X          |
| MOI, Inc                                            | Carolina Business                 | 60%      | X                         | X          |
| MOI, Inc.                                           | First Office                      | 62.40%   | X                         | X          |
| MOI, Inc.                                           | Knoll Quickship                   | 54%      | X                         | X          |
| MOI, Inc.                                           | Knoll Seating                     | 47%      | X                         | X          |
| MOI, Inc.                                           | Loewenstein                       | 60%      | X                         | X          |
| MOI, Inc.                                           | OFS                               | 62.40%   | X                         | X          |
| National Office Furniture                           | National Office Furniture         | 50%      | X                         | X          |
| Palmieri Furniture                                  | Palmieri Library Furniture        | 30%      | X                         |            |
| Paragon Furniture                                   | Paragon Furniture                 | 40%      | X                         |            |
| Price Modern, LLC                                   | Highmark                          | 54%      |                           |            |
| Price Modern, LLC                                   | Haworth Improv/Look               | 63%      |                           |            |
| Price Modern, LLC                                   | Haworth Wood                      | 53%      |                           |            |
| Price Modern, LLC                                   | Haworth X99                       | 60%      |                           |            |
| Price Modern, LLC                                   | Haworth Zody/Very                 | 55%      |                           |            |
| Regency Seating, Inc.                               | Regency Seating, Inc.             | 50%      |                           | X          |
| RFM Seating                                         | RFM Seating                       | 43%      | X                         | X          |
| School Specialty, Inc.                              | Horizon Seating                   | 41%      |                           |            |
| School Specialty, Inc.                              | MooreCo                           | 46%      | X                         | X          |
| School Specialty, Inc.                              | Royal                             | 67%      | X                         |            |
| Shuttle System, LLC dba Navetta                     | Navetta                           | 20%      | X                         |            |
| Source International                                | Source International              | 44%      | X                         |            |
| Steelcase, Inc.                                     | Coalesse Steelcase                | 44%      | X                         |            |
| Steelcase, Inc.                                     | Steelcase                         | 48%      | X                         | X          |
| Steelcase, Inc.                                     | Turnstone Steelcase               | 48%      | X                         | X          |
| Teknion, LLC                                        | Teknion, LLC                      | 53.76%   | X                         | X          |
| Trendway Corporation                                | Trendway Corporation              | 55%      | X                         | X          |
| TSRC, Inc. dba Mega Office Furniture                | Open Plan Systems                 | 60%      |                           | X          |
| TSRC, Inc. dba Mega Office Furniture                | Lorell                            | 52%      |                           |            |
| Washington Office Interiors, LLC                    | Intensa                           | 38%      | X                         | X          |
| Washington Office Interiors, LLC                    | Krug                              | 45%      | X                         | X          |
| Whitney Bros., Co. dba Whitney Brothers             | Whitney Brothers                  | 10%      | X                         | X          |
| Zoom, Inc.                                          | Eurotech Seating                  | 54.22%   | X                         | X          |
| Zoom, Inc.                                          | Haskell                           | 55%      |                           |            |
| Zoom, Inc.                                          | OCISitwell                        | 62%      |                           | X          |

#### Proposal 4: Seating (continued)

| Bidder with Highest Discount | Manufacturer         | Discount | Environmentally Preferred | Quick Ship |
|------------------------------|----------------------|----------|---------------------------|------------|
| Zoom, Inc.                   | Sitmatic Seating     | 58%      | X                         |            |
| Zoom, Inc.                   | Spec                 | 55%      | X                         | X          |
| Zoom, Inc.                   | Sterling Tree Studio | 55%      |                           |            |

## Proposal 5: Files, Filing Systems, Storage Cabinets and Shelving

| Bidder with Highest Discount                   | Manufacturer                       | Discount | Environmentally Preferred | Quick Ship |
|------------------------------------------------|------------------------------------|----------|---------------------------|------------|
| Agati, Inc.                                    | Agati, Inc.                        | 45%      |                           |            |
| American Design Assoc., Inc.                   | Aurora                             | 35.80%   | X                         | X          |
| American Design Assoc., Inc.                   | Datum Filing System                | 36%      | X                         | X          |
| American Design Assoc., Inc.                   | DMI - Flexsteel                    | 38%      | X                         | X          |
| American Design Assoc., Inc.                   | Snap Office                        | 38%      | X                         | X          |
| American Design Assoc., Inc.                   | Thrashers                          | 36.50%   | X                         | X          |
| American Design Assoc., Inc.                   | Adelphia                           | 42.10%   | X                         |            |
| American Design Assoc., Inc.                   | Artcobell                          | 48.10%   | X                         | X          |
| American Design Assoc., Inc.                   | Hallowell                          | 37.10%   | X                         | X          |
| American Design Assoc., Inc.                   | Metro                              | 28.40%   | X                         |            |
| American Design Assoc., Inc.                   | Sandusky Lee/Lee Metal             | 41.20%   | X                         |            |
| American Office Equipment Co., Inc.            | Loewenstein                        | 42%      | X                         |            |
| American Office Equipment Co., Inc.            | Meridian Laterals by Herman Miller | 49%      | X                         |            |
| American Office Equipment Co., Inc.            | Tu by Herman Miller                | 60%      | X                         |            |
| Arcon Resources, Inc. dba Revolution Products  | Revolution Products                | 50%      | X                         |            |
| Brodart Co.                                    | Brodart                            | 44%      | X                         |            |
| CBA / Charlotte, Inc.                          | AB&D                               | 40%      | X                         |            |
| CBA / Charlotte, Inc.                          | F W Lombard                        | 40%      |                           |            |
| Corilam Fabricating Co.                        | Corilam Fabricating Co.            | 40%      | X                         |            |
| Diversified Educational Systems, Inc.          | Case Systems, Inc.                 | 38%      | X                         |            |
| Diversified Educational Systems, Inc.          | Leonard Peterson & Company         | 38%      | X                         |            |
| Diversified Educational Systems, Inc.          | Tesco Learning Environments        | 42.50%   | X                         |            |
| Diversified Educational Systems, Inc.          | Wenger Corporation                 | 2.50%    | X                         |            |
| Douron, Inc.                                   | Biblomodel                         | 30.10%   | X                         | X          |
| Douron, Inc.                                   | Candex                             | 48%      |                           | X          |
| Douron, Inc.                                   | Douron Library International       | 43.70%   |                           | X          |
| Douron, Inc.                                   | Fireking                           | 50.30%   |                           | X          |
| Douron, Inc.                                   | Fleetwood                          | 32.60%   | X                         | X          |
| Douron, Inc.                                   | Hale                               | 38.90%   | X                         | X          |
| Douron, Inc.                                   | Hon                                | 56%      | X                         | X          |
| Douron, Inc.                                   | Invincible                         | 49.40%   | X                         | X          |
| Douron, Inc.                                   | Krueger International (KI)         | 42%      | X                         | X          |
| Douron, Inc.                                   | Liat                               | 45.50%   | X                         | X          |
| Douron, Inc.                                   | Montel Mobile Filing               | 32.50%   | X                         | X          |
| Douron, Inc.                                   | Penco Products                     | 46.10%   | X                         | X          |
| Douron, Inc.                                   | Russwood Library Furniture         | 50%      | X                         | X          |
| Douron, Inc.                                   | Smith Systems                      | 41.30%   | X                         | X          |
| Douron, Inc.                                   | Waddell                            | 24.20%   | X                         | X          |
| Edwards & Hill Office Furniture                | Gressco                            | 40%      |                           |            |
| Everest Expedition, LLC dba The Worden Company | Worden                             | 41.50%   | X                         |            |
| Fluidconcepts                                  | Fluidconcepts                      | 50%      | X                         | X          |
| Groupe Lacasse, LLC                            | Groupe Lacasse, LLC                | 45%      | X                         | X          |

## Proposal 5: Files, Filing Systems, Storage Cabinets and Shelving (continued)

| Bidder with Highest Discount                        | Manufacturer                      | Discount | Environmentally Preferred | Quick Ship |
|-----------------------------------------------------|-----------------------------------|----------|---------------------------|------------|
| Hann Manufacturing, Inc. dba Hann                   | Hann                              | 40%      | X                         | X          |
| High Point Furniture Industries, Inc.               | High Point Furniture Industries   | 49%      | X                         | X          |
| Inscape                                             | Office Specialty dba Inscape      | 56%      |                           |            |
| Interior Concepts Corp.                             | Interior Concepts                 | 55%      | X                         |            |
| Ironwood Manufacturing dba Ironwood                 | Ironwood                          | 40%      | X                         | X          |
| Kimball Office, Inc.                                | Kimball Office, Inc.              | 53%      | X                         | X          |
| Lakeshore Learning Materials                        | Lakeshore Learning                | 7%       | X                         |            |
| Liberty Systems, Inc.                               | MJ Industries                     | 50%      |                           |            |
| Library Interiors, Inc.                             | Library Interiors Millwork        | 40%      | X                         |            |
| Library Interiors, Inc.                             | Moduform/Library Bureau Wood      | 25%      | X                         |            |
| Marvel Group, Inc. dba Marvel                       | Marvel                            | 40%      | X                         | X          |
| Maryland Correctional Enterprises                   | Maryland Correctional Enterprises | 0%       | X                         | X          |
| Maxon Furniture, Inc.                               | Maxon Furniture, Inc.             | 64%      | X                         |            |
| Safco Products Co. dba Mayline                      | Mayline Group                     | 50%      |                           |            |
| MDM Office Systems, Inc. dba Standard Office Supply | Alera                             | 52.20%   | X                         | X          |
| Melos, Inc.                                         | Estey                             | 50%      |                           |            |
| MOI, Inc.                                           | First Office                      | 62.40%   | X                         | X          |
| MOI, Inc.                                           | Knoll                             | 47%      | X                         | X          |
| MOI, Inc.                                           | OFS                               | 62.40%   | X                         | X          |
| National Office Furniture                           | National Office Furniture         | 50%      | X                         | X          |
| Palmieri Furniture                                  | Palmieri Library Furniture        | 30%      | X                         |            |
| Paragon Furniture                                   | Paragon Furniture                 | 40%      | X                         |            |
| Price Modern, LLC                                   | Carolina Business                 | 54%      |                           |            |
| Price Modern, LLC                                   | Haworth                           | 63%      |                           |            |
| Regency Seating, Inc.                               | Regency Seating, Inc.             | 50%      |                           | X          |
| Rudolph's Office & Computer Supply                  | Hirsh                             | 52%      | X                         | X          |
| Rudolph's Office & Computer Supply                  | Safco                             | 45%      | X                         | X          |
| Rudolph's Office & Computer Supply                  | Smead                             | 40%      |                           |            |
| Rudolph's Office & Computer Supply                  | Tennsco                           | 45%      | X                         | X          |
| School Specialty, Inc.                              | Quantum Storage                   | 18%      |                           |            |
| School Specialty, Inc.                              | Rubbermaid Commercial             | 29%      |                           |            |
| School Specialty, Inc.                              | Storage Republic                  | 41%      |                           |            |
| Shuttle System, LLC dba Navetta                     | Navetta                           | 20%      | X                         |            |
| Sommer Metalcraft Corp. DBA Library Bureau Steel    | Library Bureau Steel SafeStak     | 40%      |                           |            |
| Sommer Metalcraft Corp. DBA Library Bureau Steel    | Library Bureau Steel SpaceMax     | 40%      |                           |            |
| Steelcase, Inc.                                     | Steelcase                         | 47%      | X                         | X          |
| STORAGELogic of Maryland, Inc.                      | Hamilton Sorter                   | 24%      | X                         |            |
| STORAGELogic of Maryland, Inc.                      | Space Saver                       | 24%      | X                         | X          |
| Teknion, LLC                                        | Teknion Ledger Storage, LLC       | 63.74%   | X                         | X          |

**Proposal 5: Files, Filing Systems, Storage Cabinets and Shelving (continued)**

| <b>Bidder with Highest Discount</b>     | <b>Manufacturer</b>  | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|-----------------------------------------|----------------------|-----------------|----------------------------------|-------------------|
| Trendway Corporation                    | Trendway Corporation | 55%             | X                                | X                 |
| Dancker, Sellew & Douglas, Inc.         | Great Openings       | 59%             | X                                |                   |
| Washington Office Interiors, LLC        | Krug                 | 45%             | X                                | X                 |
| Washington Office Interiors, LLC        | Intensa              | 38%             | X                                | X                 |
| Whitney Bros., Co. dba Whitney Brothers | Whitney Brothers     | 10%             | X                                | X                 |
| Zoom, Inc.                              | Haskell              | 55%             |                                  |                   |

## Proposal 6: Lockers, Folding Tables & Chairs, Costumers/Other Misc. Furniture

| Bidder with Highest Discount                           | Manufacturer                                  | Discount | Environmentally Preferred | Quick Ship |
|--------------------------------------------------------|-----------------------------------------------|----------|---------------------------|------------|
| Agati, Inc.                                            | Agati, Inc.                                   | 45%      |                           |            |
| American Design Assoc., Inc.                           | ISE                                           | 36.60%   | X                         | X          |
| American Design Assoc., Inc.                           | Palmer Hamilton                               | 32%      |                           |            |
| American Design Assoc., Inc.                           | PK-30 System                                  | 38.50%   | X                         | X          |
| American Design Assoc., Inc.                           | Speech Privacy Systems                        | 24%      | X                         | X          |
| American Design Assoc., Inc.                           | Hallowell                                     | 37.10%   | X                         | X          |
| American Design Assoc., Inc.                           | Leisure Craft                                 | 27%      | X                         |            |
| American Design Assoc., Inc.                           | Safco                                         | 40.10%   | X                         | X          |
| American Design Assoc., Inc.                           | Sandusky Lee                                  | 41.20%   | X                         |            |
| American Office Equipment Co., Inc.                    | Everywhere & Renew<br>Tables by Herman Miller | 62%      | X                         |            |
| Arcon Resources, Inc. dba Revolution<br>Products       | Revolution Products                           | 50%      | X                         |            |
| BioFit Engineered Products, L.P.                       | BioFit                                        | 35%      |                           |            |
| Borgo Upholstery Limited O/A Borgo<br>Contract Seating | Borgo Contract Seating                        | 55%      | X                         | X          |
| CBA / Charlotte, Inc.                                  | AB&D                                          | 40%      | X                         |            |
| CBA / Charlotte, Inc.                                  | F W Lombard                                   | 40%      |                           |            |
| Commercial Furniture Group, Inc.                       | Falcon                                        | 45%      | X                         |            |
| Commercial Furniture Group, Inc.                       | Thonet                                        | 45%      | X                         |            |
| Corilam Fabricating Co.                                | Corilam Fabricating Co.                       | 40%      | X                         |            |
| Dauphin North America                                  | Dauphin North America                         | 50%      | X                         |            |
| Dauphin North America                                  | Valo, a division of Dauphin                   | 50%      | X                         | X          |
| Ditto Sales, Inc. dba Versteel                         | Ditto Sales, Inc. dba<br>Versteel             | 40%      | X                         | X          |
| Diversified Educational Systems, Inc.                  | Tesco Learning<br>Environments                | 42.50%   | X                         |            |
| Diversified Educational Systems, Inc.                  | Wenger Corporation                            | 2.50%    | X                         |            |
| Douron, Inc.                                           | Hon                                           | 53.50%   | X                         | X          |
| Douron, Inc.                                           | Intensa                                       | 41.80%   | X                         | X          |
| Douron, Inc.                                           | Magnuson                                      | 25.60%   | X                         | X          |
| Douron, Inc.                                           | Mity-Lite Tables                              | 34.40%   | X                         | X          |
| Douron, Inc.                                           | Candex                                        | 48%      |                           | X          |
| Douron, Inc.                                           | Chief Manufacturing                           | 42%      |                           | X          |
| Douron, Inc.                                           | Claridge                                      | 35%      | X                         | X          |
| Douron, Inc.                                           | Clarín Seating                                | 42.80%   | X                         | X          |
| Douron, Inc.                                           | Clarus                                        | 30.10%   | X                         | X          |
| Douron, Inc.                                           | Fleetwood                                     | 32.60%   | X                         | X          |
| Douron, Inc.                                           | Krueger International (KI)                    | 42%      | X                         | X          |
| Douron, Inc.                                           | Penco Products                                | 46.10%   | X                         | X          |
| Douron, Inc.                                           | Peter Pepper                                  | 21%      | X                         | X          |
| Douron, Inc.                                           | Shiffler                                      | 5%       |                           | X          |
| Douron, Inc.                                           | SixInch                                       | 21.10%   |                           | X          |
| Douron, Inc.                                           | Virco                                         | 65.50%   | X                         | X          |
| Douron, Inc.                                           | Workstuff, Inc.                               | 32.30%   | X                         | X          |
| Edwards & Hill Office Furniture                        | Deflecto                                      | 35%      | X                         | X          |
| Edwards & Hill Office Furniture                        | Millennium Mat                                | 50%      |                           | X          |

**Proposal 6: Lockers, Folding Tables & Chairs, Costumers/Other Misc. Furniture  
(continued)**

| <b>Bidder with Highest Discount</b>                  | <b>Manufacturer</b>                                  | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|------------------------------------------------------|------------------------------------------------------|-----------------|----------------------------------|-------------------|
| Fairway Holdings, Inc. dba Berco Furniture Solutions | Fairway Holdings, Inc. dba Berco Furniture Solutions | 50%             |                                  |                   |
| Fluidconcepts                                        | Fluidconcepts                                        | 50%             | X                                | X                 |
| Groupe Lacasse, LLC                                  | Groupe Lacasse, LLC                                  | 45%             | X                                | X                 |
| Gunlocke Company, LLC                                | Gunlocke Company, LLC                                | 53%             | X                                |                   |
| Hann Manufacturing, Inc. dba Hann                    | Hann                                                 | 40%             | X                                | X                 |
| Hi5 Furniture, Inc.                                  | Hi5 Furniture, Inc.                                  | 45%             |                                  |                   |
| High Point Furniture Industries, Inc.                | High Point Furniture Industries                      | 49%             | X                                | X                 |
| Humanscale Corporation                               | Humanscale Corporation                               | 55%             | X                                | X                 |
| Interior Concepts Corp.                              | Interior Concepts                                    | 55%             | X                                |                   |
| Ironwood Manufacturing dba Ironwood                  | Ironwood                                             | 40%             | X                                | X                 |
| Kimball Office, Inc.                                 | Kimball Office, Inc.                                 | 53%             | X                                | X                 |
| Lakeshore Learning Materials                         | Lakeshore Learning                                   | 7%              | X                                |                   |
| Lesro Industries, Inc.                               | Lesro                                                | 43%             |                                  | X                 |
| Liberty Systems, Inc.                                | Muzo                                                 | 30%             |                                  |                   |
| Library Interiors, Inc.                              | Library Interiors Millwork                           | 40%             | X                                |                   |
| Library Interiors, Inc.                              | Moduform/Library Bureau Wood                         | 25%             | X                                |                   |
| Library Interiors, Inc.                              | Big Cozy Books                                       | 10%             | X                                |                   |
| Library Interiors, Inc.                              | Iglooplay                                            | 10%             | X                                |                   |
| Marvel Group, Inc. dba Marvel                        | Marvel                                               | 40%             | X                                | X                 |
| Maryland Correctional Enterprises                    | Maryland Correctional Enterprises                    | 0%              | X                                |                   |
| Maxon Furniture, Inc.                                | Maxon Furniture, Inc.                                | 64%             | X                                |                   |
| Melos, Inc.                                          | Melos Library                                        | 40%             |                                  |                   |
| Melos, Inc.                                          | Southern Aluminum                                    | 40%             |                                  |                   |
| MOI, Inc.                                            | First Office                                         | 62.40%          | X                                | X                 |
| MOI, Inc.                                            | Highmark                                             | 60%             | X                                | X                 |
| MOI, Inc.                                            | Knoll                                                | 54%             | X                                | X                 |
| MOI, Inc.                                            | Loewenstein                                          | 55.50%          | X                                | X                 |
| National Office Furniture                            | National Office Furniture                            | 50%             | X                                | X                 |
| Nova Solutions, Inc.                                 | Nova                                                 | 45%             |                                  |                   |
| Palmieri Furniture                                   | Palmieri Library Furniture                           | 30%             | X                                |                   |
| Paragon Furniture                                    | Paragon Furniture                                    | 40%             | X                                |                   |
| Price Modern, LLC                                    | Haworth Tables                                       | 58%             |                                  |                   |
| Price Modern, LLC                                    | Nevers                                               | 50%             |                                  |                   |
| Regency Seating, Inc.                                | Regency Seating, Inc.                                | 50%             |                                  | X                 |
| Rudolph's Office & Computer Supply                   | Quartet                                              | 40%             | X                                | X                 |
| Rudolph's Office & Computer Supply                   | Tennsco                                              | 45%             | X                                | X                 |
| Rudolph's Office & Computer, Inc.                    | Viking                                               | 45%             |                                  | X                 |
| School Specialty, Inc.                               | Ghent                                                | 43%             |                                  | X                 |
| School Specialty, Inc.                               | MooreCo                                              | 46%             | X                                | X                 |
| School Specialty, Inc.                               | Rubbermaid Commercial                                | 29%             |                                  | X                 |
| School Specialty, Inc.                               | Wisconsin Bench Mfg.                                 | 47%             | X                                |                   |
| Shuttle System, LLC dba Navetta                      | Navetta                                              | 20%             | X                                |                   |

**Proposal 6: Lockers, Folding Tables & Chairs, Costumers/Other Misc. Furniture  
(continued)**

| <b>Bidder with Highest Discount</b>              | <b>Manufacturer</b>           | <b>Discount</b> | <b>Environmentally Preferred</b> | <b>Quick Ship</b> |
|--------------------------------------------------|-------------------------------|-----------------|----------------------------------|-------------------|
| Sommer Metalcraft Corp. dba Library Bureau Steel | Library Bureau Steel SafeStak | 40%             |                                  |                   |
| Sommer Metalcraft Corp. dba Library Bureau Steel | Library Bureau Steel SpaceMax | 40%             |                                  |                   |
| Steelcase, Inc.                                  | Coalesse Steelcase            | 44%             | X                                |                   |
| Steelcase, Inc.                                  | Details Steelcase             | 44%             | X                                | X                 |
| Steelcase, Inc.                                  | Steelcase                     | 44%             | X                                | X                 |
| Steelcase, Inc.                                  | Turnstone Steelcase           | 44%             | X                                | X                 |
| STORAGELogic of Maryland, Inc.                   | Hamilton Sorter               | 24%             | X                                |                   |
| STORAGELogic of Maryland, Inc.                   | Space Saver                   | 24%             | X                                |                   |
| Teknion, LLC                                     | Teknion Thesis, LLC           | 61.18%          | X                                | X                 |
| Dancker, Sellew & Douglas, Inc.                  | Great Openings                | 59%             | X                                |                   |
| Washington Office Interiors, LLC                 | Krug                          | 45%             | X                                | X                 |
| Whitney Bros., Co. dba Whitney Brothers          | Whitney Brothers              | 10%             | X                                | X                 |
| Zoom, Inc.                                       | Correll                       | 58.20%          | X                                | X                 |
| Zoom, Inc.                                       | Nevins                        | 58%             | X                                |                   |
| Zoom, Inc.                                       | Spec                          | 55%             | X                                | X                 |
| Zoom, Inc.                                       | Sterling Tree Studio          | 55%             |                                  |                   |