

W. J. Malone Date: 8/16/11

WILLIAM F MALONE, SUPERINTENDENT

Award approved per School Board Policy 6.14

**INVITATION TO BID NO.: 12C-1L – TERM CONTRACT FOR EDUCATIONAL FURNITURE:
PURCHASE, DELIVERY AND INSTALLATION - REVISED**

DATE: August 25, 2011
DATE SOLICITED: July 14, 2011

DATE OPENED: August 8, 2011
DATE POSTED: August 25, 2011

CONTRACT PERIOD: September 9, 2011 through September 8, 2014
DEPARTMENT: Various FUND: Various FUNCTION: Various ACCOUNT: Various
FUNDING SOURCE: Various Schools and Departments
REQUESTING DEPARTMENT: Various Schools and Departments

FINANCIAL IMPACT
The estimated annual financial impact to the School and Department Budgets is \$500,000. The source of funds is the Various School and Department Budgets.

Items to be purchased include, but are not limited to: Student and Teacher Desks, Student and Teacher Seating, Computer and Science Lab Furniture, Storage Cabinets, Cafeteria and Dining Furniture, Library Furniture, Early Childhood Furniture, Theatre and Performing Arts Furniture, and Wall Systems.

AWARD RECOMMENDATION / TABULATION

(See attached Bid Summary Sheet)

<u>VENDOR</u>	<u>MINORITY STATUS</u>
<u>Business Interiors by Staples</u>	---
<u>Compass Office Solutions</u>	---
<u>Contrax Furnishings</u>	---
<u>Ernie Morris Enterprises, Inc.</u>	---
<u>Hugh Robinson, Inc.</u>	---
<u>JC White Office Furniture</u>	---
<u>Kaplan Early Learning Company</u>	---
<u>Lakeshore Learning Materials</u>	---
<u>(Office Depot)</u>	---
<u>Office Elements, Inc.</u>	---
<u>PRIDE Enterprises</u>	---
<u>PS Furniture, Inc.</u>	---
<u>R. George & Associates, Inc.</u>	---
<u>Sargent Welch</u>	---
<u>School Specialty</u>	---
<u>Schoolhouse Products Inc.</u>	---
<u>Shiffler Equipment Sales, Inc.</u>	---
<u>Treasure Coast Mats</u>	---
<u>Troxell Communications</u>	---
<u>Virco, Inc.</u>	---

LEGEND:
_____ = Award
() = Reject

MINORITY - (2-African American, 3-Hispanic American, 4-Native American, 5-Asian American, 6-American Woman, 7-Physically Impaired, 8-Other

EXCEPTIONS:

Section I, Manufacturer's Discount:

Item 7: Schoolhouse Products, Inc. Rejected. Bidder did not bid single fixed percentage discount. (Special Condition "E")

Item 12: Compass Office Solutions. Rejected. Bidder did not bid single fixed percentage discount. (Special Condition "E")

Item 23: Compass Office Solutions. Rejected. Bidder did not bid single fixed percentage discount. (Special Condition "E")

Section II, Additional Manufacturer's:

Draper, Kidstuff Playsystems, Legend Fitness, Leisure Craft, Inc., Logiflex, LZ Boy, Olympic Kilns, Shuttle Systems, Ultra Play, and Webcoat Products. Rejected. Manufacturer's product offering is not part of this Bid offering.

Air Masters, Allsteel Inc., Allsteel Files, Brand New World, Chromcraft, Cramer Inc., Creative Arts Unlimited, Inc., Da-Lite, Gunlocke, Humanscale, Interior Systems, Inc., Marvel Group, and Weber Knapp Company. Rejected. Bidder did not bid single fixed percentage discount (Special Condition "E")

Groupe Lacasse: Contrax Furnishings. Rejected. Bidder did not bid single fixed percentage discount (Special Condition "E")

Hon: Compass Office Solutions and Office Depot. Rejected. Bidder did not bid single fixed percentage discount (Special Condition "E")

VS America. Rejected. Manufacturer is listed in Section I, Item 55.

Section III, Catalog Discount:

Contrax Furnishings, Inc. Rejected. Bidder did not bid single fixed percentage discount (Special Condition "E")

RECOMMENDATIONS:

Sections I and II: - It is recommended that the award be made to the three responsive and responsible bidder(s) offering the highest discount, as indicated above, and authorize the use of the next highest bidder(s) meeting the same conditions in the event the original awardees cannot fulfill their contract.

Section III - It is recommended that the award be made to all responsive and responsible bidders in order to meet the needs of the School District.

Note: Original RFP / Bid document is available upon request.

BID PROTEST

Failure to file a protest within the time prescribed in §120.57(3), Florida Statutes, shall constitute a waiver of proceedings under Chapter 120, Florida Statutes and applicable Board rules, regulations and policies. Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

If a bidder wishes to protest a bid, they must do so in strict accordance with the procedures outlined in FS 120.57(3). Any person who files an action protesting a decision or intended decision pertaining to this bid pursuant to FS 120.57(3)(b), shall post with the Purchasing Department, at the time of filing the formal written protest, a bond secured by an acceptable surety company in Florida payable to the School District of Palm Beach County in an amount equal to 1 percent (1%) of the total estimated contract value, but not less than \$500 nor more than \$5,000. Bond shall be conditioned upon the payment of all costs that may be adjudged against the protester in the administrative hearing in which the action is brought and in any subsequent appellate court proceeding. In lieu of a bond, a cashier's check, certified bank check, bank certified company check or money order will be acceptable form of security. If, after completion of the administrative hearing process and any appellate court proceedings, the District prevails, it shall recover all costs and charges included in the final order of judgment, including charges by the Division of Administrative Hearings. Upon payment of such costs and charges by the protester, the protest security shall be returned. If the protest prevails, he or she shall recover from the District all costs and charges, which shall be included in the final order of judgment.

DISQUALIFYING CRIMES

The bidder certifies by submission of this bid, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by the State of Florida or Federal Government. Further, bidder certifies that it has divulged, in its bid response, information regarding any of these actions or proposed actions with other governmental agencies.

SS:GM:AB

12C-1L BID SUMMARY

SECTION I: MANUFACTURER'S DISCOUNT	ITEM 1		ITEM 2		ITEM 3		ITEM 4	
	Agati Furniture		Allied Plastics Co. Inc.		Amtab Manufacturing		Atlantic Metal	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	<u>62%</u>	<u>58%</u>	----	----	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	<u>54%</u>	<u>48%</u>
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	<u>37%</u>	<u>28%</u>	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	<u>47%</u>	<u>44%</u>	<u>39%</u>	<u>36%</u>	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 5		ITEM 6		ITEM 7		ITEM 8	
	Big Cozy Books		BioFit Engineered Products		Bretford Manufacturing, Inc.		Brodart	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Business Interiors by Staples	----	----	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	Basics - 39% Library - 32% Technology - 35%	Basics - 33% Library - 25% Technology - 29%	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	<u>50%</u>	<u>45%</u>	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	<u>7%</u>	<u>3%</u>	----	----	----	----	<u>50%</u>	<u>45%</u>
Sargent Welch	----	----	<u>50%</u>	<u>45%</u>	----	----	----	----
School Specialty	----	----	<u>51%</u>	<u>48%</u>	<u>47%</u>	<u>44%</u>	----	----
Schoolhouse Products Inc.	----	----	----	----	(56.5%)	(53%)	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	28%	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 9		ITEM 10		ITEM 11		ITEM 12	
	Burroughs Corporation		Carpets for Kids		Childcraft		Community Furn (Jasper Group)	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	<u>52%</u>	<u>49%</u>
Compass Office Solutions	----	----	----	----	----	----	(59.4%)	(52%)
Contrax Furnishings	----	----	<u>12%</u>	<u>4%</u>	----	----	36%	30%
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	<u>48%</u>	<u>45%</u>
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	<u>36%</u> <u>Wilsonstak</u> <u>Library Shelving</u>	<u>28%</u> <u>Wilsonstak</u> <u>Library Shelving</u>	<u>23%</u>	<u>18%</u>	----	----	<u>55%</u>	<u>50%</u>
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	<u>32%</u>	<u>29%</u>	<u>23%</u>	<u>20%</u>	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	46%	41%
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 13		ITEM 14		ITEM 15		ITEM 16	
	Correll, Inc.		Crest Manufacturing		Diversified Woodcraft		Educational Specialty Furniture	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	<u>52%</u>	<u>49%</u>	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	<u>48%</u>	<u>43%</u>	40%	34%	<u>40%</u>	<u>34%</u>
Ernie Morris Enterprises, Inc.	----	----	----	----	45%	37%	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	<u>48%</u>	<u>40%</u>	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	<u>50%</u>	<u>45%</u>	----	----
School Specialty	<u>40%</u>	<u>37%</u>	----	----	42%	39%	----	----
Schoolhouse Products Inc.	----	----	----	----	40%	35%	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 17		ITEM 18		ITEM 19		ITEM 20	
	Estey / Division of Tennisco Corp.		Fixtures Furniture		Fleetwood Group		Global	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	<u>56%</u>	<u>53%</u>
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	----	----	50%	45%
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	<u>59%</u>	<u>57%</u>	----	----	<u>58%</u>	<u>56%</u>
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	<u>57%</u>	<u>53%</u>
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	<u>36%</u>	<u>33%</u>	----	----	<u>35%</u>	<u>32%</u>	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	52%	48%
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 21		ITEM 22		ITEM 23		ITEM 24	
	Gressco LTD		Hugh Robinson, Inc.		Jasper Chair Company		Jonti-Craft	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	<u>30%</u>	<u>27%</u>
Compass Office Solutions	----	----	----	----	(61.6%)	(55%)	----	----
Contrax Furnishings	<u>60%</u>	<u>56%</u>	----	----	<u>37%</u>	<u>31%</u>	<u>18%</u>	<u>10%</u>
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	<u>30%</u>	<u>15%</u>	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	<u>8%</u>	<u>5%</u>	----	----	<u>43%</u>	<u>40%</u>	<u>33%</u>	<u>30%</u>
Schoolhouse Products Inc.	----	----	----	----	<u>40%</u>	<u>35%</u>	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 25		ITEM 26		ITEM 27		ITEM 28	
	Joy Carpets		Kingsley Library Equipment		Krueger International, Inc.		Luxor Furniture	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	<u>15%</u>	<u>7%</u>	----	----	<u>31%</u>	<u>24%</u>	<u>26%</u>	<u>19%</u>
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	<u>51%</u>	<u>49%</u>	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	<u>40%</u>	<u>35%</u>
School Specialty	<u>32%</u>	<u>29%</u>	----	----	----	----	<u>36%</u>	<u>33%</u>
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	10%	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 29		ITEM 30		ITEM 31		ITEM 32	
	Magnuson Group		Mahar		Midwest Folding Products		Mooreco (Balt/Best-Rite)	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Business Interiors by Staples	----	----	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	----	----	<u>50%</u>	<u>45%</u>
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	----	----	----	----	<u>49%</u>	<u>46%</u>
Schoolhouse Products Inc.	----	----	----	----	<u>40% - Café</u> <u>37% - Inst.</u>	<u>35% - Café</u> <u>33% - Inst.</u>	<u>45%</u>	<u>40%</u>
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	14%	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 33		ITEM 34		ITEM 35		ITEM 36	
	National Public Seating		Nova Solutions		Palmer Hamilton		Patterson Pope	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	43%	40%	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	37%	31%	----	----	----	----	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	50%	47%	----	----	----	----	----	----
Schoolhouse Products Inc.	45%	40%	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 37		ITEM 38		ITEM 39		ITEM 40	
	Peter Pepper Products		Plymold		Royal Seating		Russwood	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	60%	57%	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	42%	36%	Group 1-6 - 46% Group 7 & Ple - 28%	Group 1-6 - 41% Group 7 & Ple - 21%	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	37%	35%	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	48%	45%	52%	49%	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 41		ITEM 42		ITEM 43		ITEM 44	
	Saftco Products Company		Sandusky Lee		Screenflex		Sico America	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	32%	29%	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	A & AB - 30% B - 37% D - 44%	A & AB - 23% B - 31% D - 39%	35%	29%	----	----	35%	29%
Ernie Morris Enterprises, Inc.	45%	38%	54%	48%	11%	6%	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	40%	36%	----	----	41%	39%	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	Code A - 43% Code B - 48% Code D - 50%	Code A - 38% Code B - 42% Code D - 46%	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	50%	45%	----	----	----	----
School Specialty	52%	49%	39%	37%	8%	5%	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 45		ITEM 46		ITEM 47		ITEM 48	
	Spec Furniture		Stylex		Tab Products		Tennsco Corporation	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	----	----	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	<u>31%</u>	<u>22%</u>
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	<u>50%</u>	<u>47%</u>	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	<u>54%</u>	<u>51%</u>	<u>55%</u>	<u>48%</u>	----	----	<u>40%</u>	<u>38%</u>
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	----	----	----	----	<u>36%</u>	<u>33%</u>
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 49		ITEM 50		ITEM 51		ITEM 52	
	The Worden Company		TMC Furniture, Inc.		Toldeo Furniture		USA Capital (Capitol Seating Co.)	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	----	----
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	----	----	46%	41%
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	----	----
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	----	----
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	----	----
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	----	----	----	----	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	----	----	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	ITEM 53		ITEM 54		ITEM 55		ITEM 56	
	Versteel		Virco		VS America		Waddell	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Business Interiors by Staples	----	----	----	----	----	----	<u>28%</u>	<u>25%</u>
Compass Office Solutions	----	----	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	----	----	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	22%	18%
Hugh Robinson, Inc.	----	----	----	----	----	----	----	----
JC White Office Furniture	----	----	----	----	----	----	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	----	----
Lakeshore Learning Materials	----	----	----	----	----	----	----	----
Office Depot	----	----	----	----	----	----	----	----
Office Elements, Inc.	<u>47%</u>	<u>45%</u>	----	----	----	----	<u>25%</u>	<u>15%</u>
PRIDE Enterprises	----	----	----	----	----	----	----	----
PS Furniture, Inc.	----	----	----	----	----	----	----	----
R. George & Associates, Inc.	<u>47%</u>	<u>41%</u>	----	----	----	----	<u>23%</u>	<u>18%</u>
Sargent Welch	----	----	----	----	----	----	----	----
School Specialty	----	----	----	----	<u>20%</u>	<u>17%</u>	16%	13%
Schoolhouse Products Inc.	----	----	----	----	<u>30%</u>	<u>26%</u>	----	----
Shiffler Equipment Sales, Inc.	----	----	----	----	----	----	----	----
Treasure Coast Mats	----	----	----	----	----	----	----	----
Troxell Communications	----	----	----	----	----	----	----	----
Virco, Inc.	----	----	<u>57%</u>	<u>56%</u>	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION I: MANUFACTURER'S DISCOUNT (CONT.)	<u>ITEM 57</u>	
	Wenger	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Business Interiors by Staples	----	----
Compass Office Solutions	----	----
Contrax Furnishings	----	----
Ernie Morris Enterprises, Inc.	----	----
Hugh Robinson, Inc.	----	----
JC White Office Furniture	----	----
Kaplan Early Learning Company	----	----
Lakeshore Learning Materials	----	----
Office Depot	----	----
Office Elements, Inc.	----	----
PRIDE Enterprises	----	----
PS Furniture, Inc.	----	----
R. George & Associates, Inc.	----	----
Sargent Welch	----	----
School Specialty	----	----
Schoolhouse Products Inc.	----	----
Shiffler Equipment Sales, Inc.	----	----
Treasure Coast Mats	----	----
Troxell Communications	----	----
Virco, Inc.	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION II: ADDITIONAL MANUFACTURERS	9 to 5 Seating		ABCO		(Air Masters)		Allseating	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	<u>50%</u>	<u>46%</u>	----	----	(Call for Quote)	(Call for Quote)	<u>50%</u>	<u>46%</u>
Ernie Morris Enterprises, Inc.	----	----	<u>59%</u>	<u>52%</u>	----	----	----	----
R. George & Associates, Inc.	----	----	----	----	----	----	<u>53%</u>	<u>48%</u>
	(Allsteel Inc.)		(Allsteel Files)		Allsteel Seating		Amplivox	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Compass Office Solutions	(71.5%)	(65.5%)	(64.8%)	(58.8%)	<u>67%</u>	<u>62%</u>	----	----
Troxell Communications	----	----	----	----	----	----	<u>25%</u>	----
	Apollo		Artco Bell		Benchmark		(Brand New World)	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	----	----	<u>34%</u>	<u>28%</u>	(Call for Quote)	(Call for Quote)
Schoolhouse Products Inc.	----	----	<u>56%</u>	<u>52%</u>	----	----	----	----
Troxell Communications	<u>15%</u>	----	----	----	----	----	----	----

LEGEND:
 = Award
() = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Buhl		Bush Business Furniture		(Chromcraft)		Clariidge	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Compass Office Solutions	----	----	----	----	(60.9%)	(54.9%)	----	----
Office Elements, Inc.	----	----	----	----	----	----	<u>50%</u>	<u>48%</u>
School Specialty	----	----	<u>53%</u>	<u>50%</u>	----	----	----	----
Troxell Communications	<u>10%</u>	----	----	----	----	----	----	----
	Clarus		Classroom Select		Community Seating		Copernicus	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Compass Office Solutions	<u>20%</u>	<u>10%</u>	----	----	----	----	----	----
Contrax Furnishings	----	----	----	----	----	----	<u>20%</u>	<u>13%</u>
School Specialty	----	----	<u>75%</u>	<u>72%</u>	<u>47%</u>	<u>44%</u>	<u>31%</u>	<u>28%</u>
	Corilam		(Cramer Inc)		(Creative Arts Unlimited, Inc)		(Da-Lite)	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	(Call for Quote)	(Call for Quote)	(Call for Quote)	(Call for Quote)	(Call for Quote)	(Call for Quote)
Ernie Morris Enterprises, Inc.	<u>41%</u>	<u>36%</u>	----	----	----	----	----	----
Schoolhouse Products Inc.	<u>40%</u>	<u>35%</u>	----	----	----	----	----	----

LEGEND:
 = Award
() = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	DMI		(Draper)		Edsal		Fire King	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	(Call for Quote)	(Call for Quote)	----	----	----	----
School Specialty	<u>60%</u>	<u>57%</u>	----	----	<u>39%</u>	<u>36%</u>	<u>43%</u>	<u>40%</u>
	Flagship Carpets		Flexi Felt		Gar Products		Georgia Chair	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	<u>46%</u>	<u>41%</u>	<u>39%</u>	<u>34%</u>	<u>36%</u>	<u>30%</u>
School Specialty	----	----	----	----	----	----	<u>42%</u>	<u>39%</u>
Treasure Coast Mats	<u>15%</u>	----	----	----	----	----	----	----
	Ghent		Great Openings		Greene Manufacturing		Greystone International, Inc.	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	<u>65%</u>	<u>62%</u>	<u>3%</u>	<u>+6%</u>	<u>30%</u>	<u>24%</u>
Ernie Morris Enterprises, Inc.	<u>49%</u>	<u>41%</u>	----	----	----	----	----	----
Office Elements, Inc.	----	----	<u>71%</u> <u>Files/Desk</u>	<u>67%</u> <u>Files/Desk</u>	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Groupe Lacasse		(Gunlocke)		H. Wilson		Hamilton Medical	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Compass Office Solutions	----	----	(60.1%)	(54.1%)	----	----	----	----
Contrax Furnishings	(Call for Quote)	(Call for Quote)	----	----	----	----	<u>40%</u>	<u>35%</u>
JC White Office Furniture	<u>59%</u>	<u>57%</u>	----	----	----	----	----	----
Sargent Welch	----	----	----	----	<u>40%</u>	<u>35%</u>	----	----
Schoolhouse Products Inc.	<u>48%</u>	<u>43%</u>	----	----	----	----	----	----
	Hamilton Stands		Hann		High Point		Hon	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Business Interiors by Staples	----	----	----	----	----	----	<u>58%</u> <u>Educational Furniture</u>	<u>55%</u> <u>Educational Furniture</u>
Compass Office Solutions	----	----	----	----	----	----	(58.2%)	(52.2%)
Contrax Furnishings	<u>43%</u>	<u>38%</u>	<u>15%</u>	<u>7%</u>	----	----	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	<u>59%</u>	<u>54%</u>
JC White Office Furniture	----	----	----	----	----	----	<u>61%</u>	<u>59%</u>
Office Depot	----	----	----	----	----	----	(NIPA)	(NIPA)
School Specialty	----	----	----	----	<u>49%</u>	<u>46%</u>	48%	45%

LEGEND:
 _____ = Award
 () = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Horizon Seating		(Humanscale)		Indiana Furniture		Integra Seating	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	(Call for Quote)	(Call for Quote)	<u>50%</u>	<u>46%</u>	<u>38%</u>	<u>32%</u>
School Specialty	<u>49%</u>	<u>46%</u>	----	----	----	----	----	----
	Interior Concepts		(Interior Systems Inc)		Invincible Office Furniture Solutions		Inwood	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	<u>42%</u>	<u>37%</u>	(Call for Quote)	(Call for Quote)	<u>42%</u>	<u>37%</u>	<u>48%</u>	<u>43%</u>
School Specialty	----	----	----	----	----	----	<u>48%</u>	<u>45%</u>
	Ironwood		ISE		JSI		Kaplan Early Learning Company	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	<u>38%</u>	<u>32%</u>	----	----	----	----	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	<u>58%</u>	<u>55%</u>	----	----
Kaplan Early Learning Company	----	----	----	----	----	----	<u>17%</u>	<u>17%</u>
Office Elements, Inc.	----	----	<u>54%</u>	<u>53%</u>	----	----	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	KFI Seating		(Kidstuff Playsystems)		Klasstech		Knoll Seating	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	(8%)	(+20%)	----	----	----	----
Office Elements, Inc.	----	----	----	----	----	----	<u>60%</u>	<u>55%</u>
School Specialty	<u>59%</u>	<u>56%</u>	(0%)	(+15%)	----	----	----	----
Troxell Communications	----	----	----	----	<u>8%</u>	----	----	----
	Lake Shore Learning Materials		(Legend Fitness)		(Leisure Craft, Inc)		Lesro	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	(Call for Quote)	(Call for Quote)	(+8%)	(+24%)	<u>42%</u>	<u>37%</u>
Lakeshore Learning Materials	<u>8%</u>	<u>8%</u>	----	----	----	----	----	----
School Specialty	----	----	----	----	----	----	<u>51%</u>	<u>49%</u>
	Lincora		(Logiflex)		Lowenstein		(LZ Boy)	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Compass Office Solutions	----	----	----	----	----	----	(56%)	(50%)
Contrax Furnishings	<u>40%</u>	<u>35%</u>	(46%)	(41%)	<u>35%</u>	<u>29%</u>	----	----

LEGEND:
 = Award
() = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	(Marvel Group)		Maxon Furniture, Inc		Mayline		Media Technologies	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	(Call for Quote)	(Call for Quote)	<u>58%</u>	<u>54%</u>	----	----	<u>42%</u>	<u>37%</u>
School Specialty	----	----	----	----	<u>49%</u>	<u>46%</u>	----	----
	MEG Fixtures		Middle Atlantic		MTS Seating		National	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Business Interiors by Staples	----	----	----	----	----	----	<u>56%</u>	<u>53%</u>
Contrax Furnishings	<u>40%</u>	<u>35%</u>	----	----	<u>44%</u>	<u>39%</u>	----	----
Office Elements, Inc.	----	----	----	----	----	----	<u>59%</u> <u>Files</u>	<u>55%</u> <u>Files</u>
Troxell Communications	----	----	<u>8%</u>	----	----	----	----	----
	Newline Products		Norson Industries		Office Master		OFM	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	<u>42%</u>	<u>37%</u>	----	----	----	----	----	----
Schoolhouse Products Inc.	----	----	----	----	----	----	----	----
School Specialty	----	----	<u>53%</u>	<u>50%</u>	<u>55%</u>	<u>52%</u>	<u>50%</u>	<u>45%</u>

LEGEND:
 _____ = Award
 () = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Oklahoma Sound Corp		(Olympic Kilns)		Paoli		Paragon	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Compass Office Solutions	----	----	----	----	<u>62%</u>	<u>56%</u>	----	----
Contrax Furnishings	<u>35%</u>	<u>29%</u>	(Call for Quote)	(Call for Quote)	----	----	<u>35%</u>	<u>29%</u>
Schoolhouse Products Inc.	<u>45%</u>	<u>40%</u>	----	----	----	----	----	----
School Specialty	<u>47%</u>	<u>44%</u>	----	----	----	----	----	----
Troxell Communications	28%	----	----	----	----	----	----	----
	PRIDE Enterprises		PS Furniture, Inc.		Right Angle Ergonomic Products		Sax Arts and Crafts	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	----	----	<u>45%</u>	<u>40%</u>	----	----
PRIDE Enterprises	<u>58%</u> <u>Excluding Metal Products</u>	<u>43%</u> <u>Excluding Metal Products</u>	----	----	----	----	----	----
PS Furniture, Inc.	----	----	<u>45%</u>	<u>40%</u>	----	----	----	----
School Specialty	----	----	----	----	----	----	<u>23%</u>	<u>20%</u>
	Scholarcraft		School Specialty		Shain Solutions		(Shuttle Systems)	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Business Interiors by Staples	----	----	----	----	<u>44%</u>	<u>41%</u>	----	----
Contrax Furnishings	----	----	----	----	<u>42%</u>	<u>37%</u>	(22%)	(15%)
Ernie Morris Enterprises, Inc.	<u>55%</u>	<u>50%</u>	----	----	----	----	----	----
School Specialty	----	----	<u>23%</u>	<u>20%</u>	<u>48%</u>	<u>45%</u>	----	----

LEGEND:
 _____ = Award
 () = Reject

SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	SIS-USA		Sit On It		Smith Carrel		Smith System Mfg Co.	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	<u>40%</u>	<u>35%</u>	----	----	----	----	<u>38%</u>	<u>32%</u>
Office Elements, Inc.	----	----	<u>64%</u>	<u>61%</u>	----	----	----	----
R. George & Associates, Inc.	----	----	<u>53%</u>	<u>48%</u>	----	----	----	----
School Specialty	----	----	----	----	<u>41%</u>	<u>38%</u>	<u>31%</u>	<u>28%</u>
SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Source		SP Richards		Special T		Spectrum	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	----	----	----	----	<u>43%</u>	<u>38%</u>	----	----
R. George & Associates, Inc.	<u>53%</u>	<u>48%</u>	----	----	----	----	----	----
School Specialty	----	----	<u>28%</u>	<u>25%</u>	----	----	----	----
Troxell Communications	----	----	----	----	----	----	<u>2%</u>	----
SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Studio Q		Tesco		Testrite Visual		Texwood	
	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(No Installation)</u>	Percentage Discount Off Manufacturer's Price List <u>(with Assembly and Installation)</u>
Contrax Furnishings	<u>42%</u>	<u>37%</u>	----	----	<u>43%</u>	<u>38%</u>	----	----
Schoolhouse Products Inc.	----	----	<u>54%</u>	<u>50%</u>	----	----	----	----
School Specialty	----	----	<u>33%</u>	<u>30%</u>	----	----	<u>38%</u>	<u>35%</u>

LEGEND:
 = Award
() = Reject

	(Ultra Play)		(VS America)		(Webcoat Products)		(Weber Knapp Company)	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Contrax Furnishings	----	----	----	----	(+6%)	(+22%)	(Call for Quote)	(Call for Quote)
Ernie Morris Enterprises, Inc.	----	----	----	----	(9%)	(10%)	----	----
Schoolhouse Products Inc.	(10%)	(6%)	----	----	----	----	----	----
School Specialty	----	----	(20%)	(17%)	(7%)	(4%)	----	----
	Whitney Brothers		Winstead		Wisconsin Bench		Wood Designs	
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)
Contrax Furnishings	----	----	----	----	<u>42%</u>	<u>37%</u>	----	----
Ernie Morris Enterprises, Inc.	----	----	----	----	----	----	<u>25%</u>	<u>22%</u>
School Specialty	<u>25%</u>	<u>22%</u>	----	----	----	----	<u>28%</u>	<u>25%</u>
Troxell Communications	----	----	<u>12%</u>	----	----	----	----	----
SECTION II: ADDITIONAL MANUFACTURERS (CONT.)	Working Walls		Young Time Furniture					
	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)	Percentage Discount Off Manufacturer's Price List (No Installation)	Percentage Discount Off Manufacturer's Price List (with Assembly and Installation)				
Contrax Furnishings	<u>35%</u>	<u>29%</u>	<u>42%</u>	<u>37%</u>				

LEGEND:
 _____ = Award
 () = Reject

SECTION III: CATALOG DISCOUNT	Catalog Name	Percent Discount off Catalog Price	Percent Discount off Catalog Price (with Assembly and Installation)
Compass Office Solutions	----	----	----
(Contrax Furnishings)	Contrax	(25% Freight not included)	(Call for Quote)
Ernie Morris Enterprises	----	----	----
Kaplan Early Learning Company	Early Childhood Edition	<u>17%</u>	<u>17%</u>
Kaplan Early Learning Company	Kaplan K5 Catalog	<u>17%</u>	<u>17%</u>
Lakeshore Learning Materials	Lakeshore Learning Materials Catalog	<u>8%</u>	<u>8%</u>
Lakeshore Learning Materials	Lakeshore Elementary Catalog	<u>8%</u>	<u>8%</u>
Office Depot, Inc.	----	----	----
Office Elements, Inc.	WorkPlace Furnishings	<u>10%</u>	<u>5%</u>
PS Furniture, Inc.	----	----	----
R. George & Assoc., Inc.	----	----	----
Sargent Welch	Furniture Solutions 2010	<u>30%</u>	<u>28%</u>
School Specialty	School Specialty Furniture & Equipment #405	<u>30% - 6 & 7 Prefix</u>	<u>20% - 6 & 7 Prefix - 20%</u>
School Specialty	School Specialty Furniture & Equipment #405	<u>12% - 8 & 9 Prefix</u>	----
Schoolhouse Products	----	----	----
Shiffler Equipment Sales, Inc.	Shiffler Equipment Sales Product Catalog	<u>5%</u>	<u>7%</u>
Treasure Coast Mats	TC Mats Wholesale Distributors	<u>0%</u>	----
Troxell Communications	www.trox.com online catalog	<u>2%</u>	----
Virco Inc.	----	----	----

LEGEND:

_____ = Award

() = Reject