

Financial Affairs  
Eduardo A. Alfaro, Interim Chief Financial Officer

**SUBJECT: EXTENDED CONTRACT NO. 138-AA01 – SCHOOL/OFFICE  
FURNITURE CATALOG DISCOUNT BID**

**COMMITTEE: BUSINESS AND FINANCIAL SERVICES**

The purpose of the bid, opened on May 22, 2001, was to establish a contract, to purchase, at a firm percentage discount from current manufacturers' price lists, quantities, as may be required, of new school/office furniture, for various locations. The terms of agreement, as contained in the contract, awarded by the Board on September 12, 2001 (partial), and November 14, 2001 (balance), provided that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be extended for two (2) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period. The contract is currently in its initial award period. The awardees have agreed to extend for the first one (1) year extension period, by letter, on file, with the exception of Nvsions, Best Metal, Anderson Hickey, DK Wholesale Office Furniture, Office Specialties, Globe Business Furniture, Nova Solutions, Safco, Indiana Desk, Datum, Whitehall Furniture, First Office, Ghent, United Chair, Tiffany Industries, DMI by Commercial Office Furniture, Lencore by Corporate Design Choice, BPI by Corporate Express, All Steel by Designers Service Bureau, Kewaunee, Pride Furniture Manufacturing by Environetics, Luxor by Highsmith, ABCO Furniture by Newton Seating, Paoli, OFS Styline, Chairworks, Workspace International, Design Options, Apex Furniture Mtg., All Seating, DK Wholesale, Carolina Business Furniture by Sun Office Furniture, Tennsco by Thomas Ruff and Unique Furnishings by Unique Furnishings, Ltd. It is considered to be in the best interest of the Board to extend this contract for an additional one (1) year period, at the current discounts, to benefit from fixed prices during the next twelve (12) months, inasmuch as the Consumer Price Index (CPI), as of May 2003, indicated an increase of 2.1%. Benchmarking has been completed against other entities and higher percentage discounts off list price will be maintained on those lines that are purchased in significant volume.

Fund Source  
0100 - General

M/WBE Eligibility  
African American Female - No Dollar Amount  
Female - No Dollar Amount  
Hispanic Male - No Dollar Amount

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **EXTEND** Contract No. 138-AA01 - **SCHOOL/OFFICE FURNITURE CATALOG DISCOUNT BID**, to purchase, at a firm percentage discount from current manufacturers' price lists, quantities, as may be required, of new school/office furniture, for various locations, during the term of the contract, effective September 12, 2003, through September 11, 2004, as follows:

1. APRICOT OFFICE SUPPLIES AND FURNITURE  
386 N.E. 191 STREET  
MIAMI, FL 33179  
OWNER: MARLENE BERNARD, TREASURER (AF)

- Item 10A - American Seating @ 45%.
- Item 10B - American Seating @ 42%.
- Item 19A - Balt @ 45%.
- Item 19B - Balt @ 45%.
- Item 30A - Bretford Legacy Library @ 51%.
- Item 30B - Bretford Legacy Library @ 51%.
- Item 67A - ERG International @ 50.1%.
- Item 67B - ERG International @ 50.1%.
- Item 122A - Invincible Office Furniture @ 50%.
- Item 122B - Invincible Office Furniture @ 47%.
- Item 123A - Inwood Office Furniture @ 52%.
- Item 123B - Inwood Office Furniture @ 52%.
- Item 159A - Lane Furniture @ 52%.
- Item 159B - Lane Furniture @ 52%.
- Item 160B - LA-Z-BOY @ 53.6%.
- Item 174B - Mayline @ 46%.
- Item 203A - Pleion @ 50%.
- Item 203B - Pleion @ 47%.
- Item 302A - OFUSA @ 50%.
- Item 302B - OFUSA @ 50%.
- Item 303A - Neutral Posture @ 50%.
- Item 303B - Neutral Posture @ 50%.
- Item 304A - Fairfield @ 50%.
- Item 304B - Fairfield @ 50%.
- Item 305A - Wood Classics @ 50%.
- Item 305B - Wood Classics @ 50%.

2. ARCON RESOURCES, INC.  
D.B.A. CBA FLORIDA  
4213 SANDY SHORES DRIVE  
LUTZ, FL 33549  
OWNER: NOEL PATTERSON, VICE PRESIDENT

Item 306A - Palmieri @ 46%.  
Item 306B - Palmieri @ 41%.  
Item 307A - Biblo Model @ 42%.  
Item 307B - Biblo Model @ 35%.  
Item 308A - Computer Surfaces @ 30%.  
Item 308B - Computer Surfaces @ 27%.  
Item 309A - B&B Shelving @ 49%.  
Item 309B - B&B Shelving @ 42%.  
Item 310A - Leland International @ 35%.  
Item 310B - Leland International @ 32%.

3. BUY-RITE OFFICE FURNITURE  
1013 EAST HILLSBORO BOULEVARD  
DEERFIELD BEACH, FL 33441  
OWNER: E. HENDERSON, PRESIDENT

Item 46A - Community @ 42%.  
Item 53A - Custom Crafters @ 50%.  
Item 53B - Custom Crafters @ 5%.  
Item 139A - King Arthur Products @ 40.2%.  
Item 139B - King Arthur Products @ 6%.  
Item 311A - Conwed @ 42%.  
Item 311B - Conwed @ 6%.  
Item 312A - Arnold Group @ 40.2%.  
Item 312B - Arnold Group @ 6%.  
Item 313A - Cartwright Seating @ 41.1%.  
Item 313B - Cartwright Seating @ 5%.  
Item 314A - Domore @ 42%.  
Item 314B - Domore @ 5%.  
Item 315A - Norsons @ 42%.  
Item 315A - Norsons @ 6%.

4. C.A.J. AND ASSOCIATES, INC.  
807 TYLER STREET  
HOLLYWOOD, FL 33019  
OWNER: TERRY L. JOHNSON, PRESIDENT (WF)

Item 15B - Artco Bell @ 53%.

5. COMMERCIAL OFFICE FURNITURE OF  
SOUTH FLORIDA, INC.  
3001 WEST MCNAB ROAD  
POMPANO BEACH, FL 33069  
OWNER: ROSE GIGLIO, PRESIDENT

Item 32A - Built-Rite Office Furniture @ 50%.  
Item 32B - Built-Rite Office Furniture @ 50%.  
Item 282A - Waddell Displays @ 25%.  
Item 282B - Waddell Displays @ 25%.  
Item 316A - Choice Furniture Source, LLC @ 55% + 8%.  
Item 316B - Choice Furniture Source, LLC @ 55% + 8%.

6. CONTEMPORARY INTERIORS, INC.  
2626 N.W. 35 STREET  
OCALA, FL 34475  
OWNER: DAVID SILK, PRESIDENT

Item 48A - Contemporary Interiors @ 50%.  
Item 48B - Contemporary Interiors @ 50%.

7. CORPORATE DESIGN CHOICE, INC  
8280 N.W. 27 AVE SUITE 510  
MIAMI, FL 33122  
OWNER: MICHAEL SHAWN MACMULLIN, PRESIDENT

Item 323A - Corporate Design Choice @ 50%/20%.  
Item 323B - Corporate Design Choice @ 50%/20%.  
Item 325A - Nightingale @ 52.5%.  
Item 325B - Nightingale @ 52.5%.  
Item 327A - Leathercraft @ 52.5%.  
Item 327B - Leathercraft @ 52.5%.

8. CORPORATE EXPRESS  
18000 STATE ROAD 9  
MIAMI, FL 33162  
OWNER: BOB KING, PRESIDENT/C.E.O.
- Item 40A - Chrome Craft-Monarch @ 54%.  
Item 160A - LA-Z-BOY @ 55%.  
Item 161B - LA-Z-BOY Health @ 55%.  
Item 199A - Panel Concepts @ 56%.  
Item 199B - Panel Concepts @ 6%.  
Item 279A - Viking Acoustical @ 52%.  
Item 279B - Viking Acoustical @ 6%.  
Item 312A - D.O.F. @ 48%.

9. DEMARIA HOLDING, INC.  
D.B.A. MARK PRODUCTS  
14218 S.W. 136 STREET  
MIAMI, FL 33186  
OWNER: ALBERT DEMARIA, PRESIDENT

Item 172A - Mark Products @ 30%.  
Item 172B - Mark Products @ 25%.

10. DESIGNERS SERVICE BUREAU, INC.  
15951 S.W. 41 STREET, SUITE 200  
FORT LAUDERDALE, FL 33331  
OWNER: JOAN STARK, PRESIDENT

(WF)

Item 329A - Boss @ 42.3%.  
Item 329B - Boss @ 40.0%.

11. E AND K MARKETING GROUP, INC.  
2263 WEST NEW HAVEN AVENUE, #336  
WEST MELBOURNE, FL 32904  
OWNER: SHARON J. OLSON, PRESIDENT

Item 3A - Adden Furniture @ 40%.  
Item 3B - Adden Furniture @ 35%.  
Item 80A - F. W. Lombard @ 25%.  
Item 80B - F. W. Lombard @ 20%.

12. ENVIRONETICS, INC.  
900 EAST INDIANTOWN ROAD  
JUPITER, FL 33477  
OWNER: JORGE MONTEIRO, PRESIDENT

- Item 90A - Gunlocke @ 48.5%.
- Item 90B - Gunlocke @ 40%.
- Item 264A - Teknion @ 58.5%.
- Item 264B - Teknion @ 50%.
- Item 328A - Humanscale @ 56%.
- Item 330A - Teknion-Tos, Transitt, Ability, Altos Systems @ 45%.
- Item 330B - Teknion-Tos, Transitt, Ability, Altos Systems @ 45%.
- Item 331A - Teknion Product Seating (Blvd, TOS & Series) @ 49%.
- Item 331B - Teknion Product Seating (Blvd, TOS & Series) @ 49%.
- Item 332A - Highmark ERG Design Seating @ 52.50%.
- Item 332B - Highmark ERG Design Seating @ 46.25%.

13. ERNIE MORRIS ENTERPRISES, INC.  
232 N. MAIN STREET  
BUSHNELL, FL 33513  
OWNER: RONALD E. MORRIS, PRESIDENT

- Item 113B - Hon/Bevis Company @ 58.43%.

14. FLORIDA OFFICE SYSTEMS  
6135 N.W. 167 STREET, SUITE E-1  
MIAMI LAKES, FL 33015  
OWNER: LES GALLOWAY, PRESIDENT

- Item 133A - Kardex @ 21%.
- Item 133B - Kardex @ 12%.
- Item 212A - Richards Wilcox (Aurora) @ 28.5%.
- Item 212B - Richards Wilcox (Aurora) @ 20.5%.
- Item 213A - Richards Wilcox (Gemini) @ 19.5%.
- Item 213B - Richards Wilcox (Gemini) @ 11.5%.
- Item 214A - Richards Wilcox (Speed File) @ 28%.
- Item 214B - Richards Wilcox (Speed File) @ 20%.
- Item 219B - Russ Bassett @ 3%.

15. GALLOWAY OFFICE SUPPLIES  
6802 S.W. 81 STREET  
MIAMI, FL 33143  
OWNER: JIM TOURAL, PRESIDENT

Item 197A - Packard @ 55%.  
Item 197B - Packard @ 50%.

16. J. C. WHITE OFFICE FURNITURE  
10125 N.W. 19 STREET  
MIAMI, FL 33172  
OWNER: VICKI IRWIN, PRESIDENT

(WF)

Item 17A - Artopex @ 50%.  
Item 17B - Artopex @ 50%.  
Item 37B - Chairworks @ 55%.  
Item 72B - Falcon @ 50%.  
Item 97A - Haworth, Accolade, Catalyst System @ 64.65%.  
Item 97B - Haworth, Accolade, Catalyst System @ 61%.  
Item 98A - Haworth Causeway @ 62.13%.  
Item 98B - Haworth Causeway @ 55%.  
Item 99A - Haworth Correspondent @ 45%.  
Item 99B - Haworth Correspondent @ 45%.  
Item 100A - Haworth Crossing @ 57.58%.  
Item 100B - Haworth Crossing @ 52%.  
Item 101A - Haworth Improv seating and tables @ 61.62%.  
Item 101B - Haworth Improv seating and tables @ 61.62%.  
Item 102A - Haworth Kinetics, Unigroup, Etc. @ 60.4%.  
Item 102B - Haworth Kinetics, Unigroup, Etc. @ 60.4%.  
Item 103A - Haworth Nueller, Lunstead @ 55.05%.  
Item 103B - Haworth Nueller, Lunstead @ 55.05%.  
Item 104A - Haworth Places and Unigroup System @ 71.72%.  
Item 104B - Haworth Places and Unigroup System @ 68%.  
Item 105A - Haworth Premise Free Standing @ 64.51%.

Item 105B - Haworth Premise Free Standing ● 62%.  
Item 106A - Haworth Race @ 67.68%.  
Item 106B - Haworth Race @ 64%.  
Item 108A - Haworth Tempo Seating @ 55.05%.  
Item 108B - Haworth Tempo Seating @ 55.05%.  
Item 155A - Krug @ 53%.  
Item 155B - Krug @ 53%.  
Item 157A - Lacasse Group @ 59%.  
Item 157B - Lacasse Group @ 57%.  
Item 192A - Novikoff @ 40%.  
Item 192B - Novikoff @ 40%.  
Item 193A - Nucraft @ 43%.  
Item 193B - Nucraft @ 40%.  
Item 195B - OFS Styline @ 55%.  
Item 200B - Paoli @ 57.5%.  
Item 221A - St Timothy Chair @ 48%.  
Item 221B - St. Timothy Chair @ 48%.

17. **KNOLL, INC.**  
3930 N.E. 2 AVENUE, SUITE 101  
MIAMI, FL 33137  
OWNER: KASS BRADLEY, PRESIDENT

Item 141A - Knoll Calibre @ 58%.  
Item 141B - Knoll Calibre @ 55%.  
Item 142A - Knoll Currents @ 65%.  
Item 142B - Knoll Currents @ 61%.  
Item 143A - Knoll Dividends @ 63%.  
Item 143B - Knoll Dividends @ 59%.  
Item 144A - Knoll Equity @ 65.5%.  
Item 144B - Knoll Equity @ 61.5%.  
Item 145A - Knoll Extra @ 64%.  
Item 145B - Knoll Extra @ 60%.  
Item 146A - Knoll Inteact @ 58%.  
Item 146B - Knoll Inteact @ 55%.  
Item 147A - Knoll Morrison @ 66%.  
Item 147B - Knoll Morrison @ 62%.  
Item 148A - Knoll Office Seating @ 58%.  
Item 148B - Knoll Office Seating @ 55%.  
Item 149A - Knoll Reff @ 65%.  
Item 149B - Knoll Reff @ 61%.  
Item 150A - Knoll Studio @ 56%.  
Item 150B - Knoll Studio @ 52%.



- Item 151A - Knoll Wood Casegoods @ 58%.
- Item 151B - Knoll Wood Casegoods @ 54%.
- Item 353A - Knoll Upstart @ 65%.
- Item 353B - Knoll Upstart @ 61%.
- Item 354A - Knoll Office Seating @ 55%.
- Item 354B - Knoll Office Seating @ 52%.
- Item 355A - Knollnow @ 44%.
- Item 355B - Knollnow @ 40%.
- Item 356A - Knoll Reuter @ 66%.
- Item 356B - Knoll Reuter @ 66%.
- Item 357A - Knoll Parts @ 44%.
- Item 357B - Knoll Parts @ 40%.

18. KRUEGER INTERNATIONAL, INC.  
 1330 BELLEVUE STREET  
 GREEN BAY, WI 54302  
 OWNER: RICHARD J. RESCH, PRESIDENT

- Item 153A - Krueger International (KI) @ 48%.
- Item 153B - Krueger International (KI) @ 44%.
- Item 349A - A.G.I. Furniture @ 45%.
- Item 349B - A.G.I. Furniture @ 41%.
- Item 350A - ADD Furniture @ 45%.
- Item 350A - ADD Furniture @ 41%.
- Item 351A - Period Furniture @ 48%.
- Item 351B - Period Furniture @ 42%.
- Item 352A - KI(Uniframe, Ivy League, Einstein) @ 44%.
- Item 352B - KI(Uniframe, Ivy League, Einstein) @ 41%.

19. LEADDEX CORPORATION  
 4731 S.W. 75 AVENUE  
 MIAMI, FL 33155  
 OWNER: FRANK J. FONSECA, PRESIDENT (HM)

- Item 81A - Fusion Coatings @ list + 24%.
- Item 81B - Fusion Coatings @ list + 74%.
- Item 358A - Dumor Inc. @ 0% + 25%.
- Item 358B - Dumor Inc. @ 0% + 75%.
- Item 359A - Clean City Squares, Inc. @ 0% + 33%.
- Item 359B - Clean City Squares, Inc. @ 0% + 73%.
- Item 360A - Webcoat Products @ 0% + 14%.
- Item 360B - Webcoat Products @ 0% + 74%.

20. LIBRARY INTERIOR OF FLORIDA, INC.  
20685 N.W. 26 COURT  
BOCA RATON, FL 33434  
OWNER: HOWARD EKBLAD, PRESIDENT

Item 89A - Gressco Limited @ 25%.  
Item 219A - Russ Bassett @ 11%.  
Item 290A - Worden Company @ 44%.  
Item 290B - Worden Company @ 32%.  
Item 361A - E-Tech @ 34%.  
Item 361B - E-Tech @ 20%.  
Item 362A - Girsberger @ 44.75%.  
Item 362B - Girsberger @ 34.00%.

21. M. HANSON AND COMPANY, INC.  
1626 NORTH FEDERAL HIGHWAY  
FORT LAUDERDALE, FL 33305  
OWNER: MARK HANSON, PRESIDENT

Item 136A - Kika International @ 45%.  
Item 136B - Kika International @ 6%.  
Item 137A - Kimball Office Furniture @ 54%.  
Item 237A - Source International @ 45%.  
Item 237B - Source International @ 6%.

22. NBB OFFICE ENVIRONMENTS  
6500 NORTH POWERLINE ROAD  
FORT LAUDERDALE, FL 33309  
OWNER: CLEMENTE BEDUSA, PRESIDENT

Item 36A - Carolina House @ 50.5%.  
Item 110A - High Point Furniture Industries @ 55%.  
Item 191A - Nova Solutions @ 44%.  
Item 224A - Schwab @ 40%.  
Item 224B - Schwab @ 10%.  
Item 367A - Teknion Wood @ 52%.  
Item 367B - Teknion Wood @ 3%.  
Item 368A - Teknion Roy & Breton @ 55%.  
Item 368B - Teknion Roy & Breton @ 7%.  
Item 369A - Teknion Seating @ 48%.  
Item 369B - Teknion Seating @ 3%.

**23. NEWTON SEATING COMPANY, INC.**  
**2344 HARPER STREET**  
**JACKSONVILLE, FL 32204**  
**OWNER: MICHAEL C. BATES, PRESIDENT**

Item 42B - Clarin @ 20%.  
Item 74A - Fisher Hamilton Scientific @ 50%.  
Item 74B - Fisher Hamilton Scientific @ 25%.  
Item 118A - Newton Seating Company, Inc. @ 50%.  
Item 118B - Newton Seating Company, Inc. @ 35%.  
Item 164A - Library Bureau @ 40%.  
Item 164B - Library Bureau @ 25%.  
Item 206A - Plymold Seating @ 50%.  
Item 206B - Plymold Seating @ 35%.  
Item 371A - Library Bureau Steel @ 55%.  
Item 371B - Library Bureau Steel @ 40%.

**24. OFFICE DIMENSIONS, INC.**  
**2 N.E. 39 STREET**  
**MIAMI, FL 33137-3630**  
**OWNER: MARK D. STERN, PRESIDENT**

Item 165B - Lowenstein @ 52.2%.  
Item 243A - Standard Desk @ 51.25%.  
Item 243B - Standard Desk @ 51.25%.  
Item 260A - Stylex @ 52.78%.  
Item 260B - Stylex @ 52.78%.  
Item 263A - Tayco Panel Systems @ 56%.  
Item 263B - Tayco Panel Systems @ 52%.  
Item 375A - Dar/Ran @ 50.1%.  
Item 375B - Dar/Ran @ 50.1%.  
Item 376A - Dowcraft @ 0% + 22%.  
Item 376B - Dowcraft @ 0% + 30.5%.  
Item 377A - Peter Pepper Products @ 39%.  
Item 377B - Peter Pepper Products @ 39%.  
Item 378A - Cleator @ 42.25%.  
Item 378B - Cleator @ 42.25%.  
Item 379A - Egan Visuals @ 47.6%.  
Item 379B - Egan Visuals @ 47.6%.  
Item 380A - Halcon @ 45.25%.  
Item 380B - Halcon @ 45.25%.  
Item 381A - Keilhauer @ 50.25%.

Item 381B - Keilhauer @ 50.25%.  
 Item 382A - Prismatic @ 42%.  
 Item 382B - Prismatic @ 42%.  
 Item 383A - Bernhardt @ 47.1%.  
 Item 383B - Bernhardt @ 47.1%.  
 Item 384A - Tayco @ 56%.  
 Item 384B - Tayco @ 52%.  
 Item 385B - Brayton @ 45.1%.  
 Item 386A - Turnstone @ 59%.  
 Item 386B - Turnstone @ 54%.  
 Item 387A - Jofco @ 53%.  
 Item 387B - Jofco @ 50%.  
 Item 388A - First Office @ 53.5%.  
 Item 388B - First Office @ 50.5%.

25. OFFICE SYSTEMS OF FLORIDA, INC.  
 10800 N.W. 103 STREET  
 MIAMI, FL 33178  
 OWNER: CHUCK S. WILLIAMS, PRESIDENT

Item 36B - Carolina House @ 47.3%.  
 Item 129B - Jofco @ 50%.  
 Item 165A - Lowenstein @ 53%.  
 Item 244A - Steelcase Bookcase 730/790 @ 66.7%.  
 Item 244B - Steelcase Bookcase 730/790 @ 63.7%.  
 Item 245A - Steelcase 8500 and 8600 series @  
 68.7%.  
 Item 245B - Steelcase 8500 and 8600 series @  
 65.7%.  
 Item 246A - Steelcase Activity Table @ 64.7%.  
 Item 246B - Steelcase Activity Table @ 61.7%.  
 Item 247A - Steelcase Avenir 9000, ETC. @ 68.7%.  
 Item 247B - Steelcase Avenir 9000, ETC. @ 64.7%.  
 Item 248A - Steelcase Criterion, Sensor, ETC. @  
 68.7%.  
 Item 248B - Steelcase Criterion, Sensor, ETC. @  
 65.7%.  
 Item 249A - Steelcase Ellipse, 8500 @ 66.7%.  
 Item 249B - Steelcase Ellipse, 8500 @ 63.7%.  
 Item 250A - Steelcase Gentry, Alerion @ 59.6%.  
 Item 250B - Steelcase Gentry, Alerion @ 56.6%.  
 Item 251A - Steelcase Monarch, Arbor @ 60.9%.

- Item 251B - Steelcase Monarch, Arbor @ 57.9%.
- Item 252A - Steelcase Paladin and Broodmoor @ 58.6%.
- Item 252B - Steelcase Paladin and Broodmoor @ 55.6%.
- Item 254A - Steelcase Secant @ 65.7%.
- Item 254B - Steelcase Secant @ 62.3%.
- Item 255A - Steelcase Teamwork, Template @ 54.5%.
- Item 255B - Steelcase Teamwork, Template @ 51.5%.
- Item 256A - Steelcase Turnstone, Springboard @ 59.6%.
- Item 256B - Steelcase Turnstone, Springboard @ 56.6%.  
Walden Steelcase 300/320, 400/420 @ 58.6%.  
Walden Steelcase 300/320, 400/420 @ 55.6%.
- Item 385A - Brayton @ 48%.

26. REPUBLIC DRILL  
D.B.A. SATCO SUPPLY  
2021 WEST COUNTY ROAD, C-2  
SAINT PAUL, MN 55113  
OWNERS: PETER FIELD, PRESIDENT

- Item 87A - Green Manufacturing @ 5%.

27. SCHOOLHOUSE PRODUCTS, INC.  
1275 BELCHER AVENUE, UNIT 36  
DUNEDIN, FL 34698  
OWNER: WALTER POSUSTA, PRESIDENT

- Item 1B - ABCO @ 52%.
- Item 29A - Bretford @ 55.5%.
- Item 29B - Bretford @ 51%.
- Item 178A - Midwest Folding Products @ 40%.
- Item 178B - Midwest Folding Products @ 35%.
- Item 194A - Office Star Products @ 51%.
- Item 194B - Office Star Products @ 46%.
- Item 217A - Royal Seating @ 51%.
- Item 217B - Royal Seating @ 47%.
- Item 266A - Tesco Library Furniture @ 37%.
- Item 266B - Tesco Library Furniture @ 32%.

- Item 392A - Best-Rite @ 30%.
- Item 392B - Best-Rite @ 28%.
- Item 393A - Taylor Labs @ 10%.
- Item 393B - Taylor Labs @ 6%.

**28. SCHOOL SPECIALTY FURNITURE AND EQUIPMENT  
DIVISION  
100 PARAGON PARKWAY  
MANSFIELD, OH 44903  
OWNER: PUBLICLY HELD COMPANY**

- Item 9A - American Desk @ 46.4%.
- Item 9B - American Desk @ 43.4%.
- Item 23A - Biofit @ 40.5%.
- Item 23B - Biofit @ 34.5%.
- Item 38A - Children's Factory @ 25%.
- Item 38B - Children's Factory @ 22%.
- Item 43A - Classroom Select Furniture @ 70%.
- Item 43B - Classroom Select Furniture @ 65%.
- Item 46B - Community @ 35%.
- Item 61A - Diversified Wood Products @ 32%.
- Item 61B - Diversified Wood Products @ 27%.
- Item 89B - Gressco Limited @ 17%.
- Item 96B - Haskell of Pittsburgh @ 45.5%.
- Item 130B - Jonti-craft @ 17%.
- Item 163A - Le-mour @ 18%.
- Item 163B - Le-mour @ 15%.
- Item 171B - Magnuson Group @ 32%.
- Item 183A - Mity-lite @ 35%.
- Item 183B - Mity-lite @ 32%.
- Item 201A - Paragon @ 34%.
- Item 201B - Paragon @ 29%.
- Item 210A - Rampart @ 45%.
- Item 210B - Rampart @ 35%.
- Item 223A - Scholarcraft @ 37.5%.
- Item 223B - Scholarcraft @ 34.5%.
- Item 226A - Shain Shop Bilt @ 26%.
- Item 226B - Shain Shop Bilt @ 21%.
- Item 229A - Signore @ 42%.
- Item 229B - Signore @ 37%.
- Item 235A - Smith Carrels @ 35%.
- Item 235B - Smith Carrels @ 30%.
- Item 271A - Tot Mate By Stevens @ 23%.

Item 271B - Tot Mate By Stevens @ 15%.  
Item 286A - Whitney Brothers Company @ 25%.  
Item 286B - Whitney Brothers Company @ 22%.  
Item 394A - TL Clarke @ 27%.  
Item 394B - TL Clarke @ 24%.  
Item 395A - Classroom Select @ 40%.  
Item 395A - Classroom Select @ 36%.  
Item 397A - Scholarcraft @ 44%.  
Item 397B - Scholarcraft @ 39%.  
Item 398A - Haskell @ 30%.  
Item 398B - Haskell @ 28%.  
Item 399A - Decar @ 35%.  
Item 399B - Decar @ 30%.

29. SKAGSETH-BRYANT, INC  
D.B.A. SKAGS OFFICE PRODUCTS  
6535 N.W. 84 AVENUE  
MIAMI, FL 33166  
OWNER: LYNN MCDERMOTT

Item 85B - Ghent @ 55.3%.  
Item 113A - Hon/Bevis Company @ 60.6%.  
Item 225A - Screenflex @ 46%.  
Item 225B - Screenflex @ 46%.  
Item 230A - Sirco @ 52%.  
Item 230B - Sirco @ 46%.

30. SPECTRUM INDUSTRIES, INC.  
1600 JOHNSON STREET  
P.O. BOX 400  
CHIPPEWA FALLS, WI 54729-0400  
OWNER: DAVID HANCOCK, PRESIDENT

Item 241A - Spectrum Industries @ 46%.  
Item 241B - Spectrum Industries @ 38%.

31. SPLIT ROCK SUPPLY  
1014 BERWYN ROAD  
ORLANDO, FL 32806  
OWNER: MARK BENNETT, VICE PRESIDENT

Item 16A - Atlantic Metal @ 49%.  
Item 16B - Atlantic Metal @ 38%.

Item 41A - Claridge Products @ 31%.  
Item 41B - Claridge Products @ 25%.  
Item 83A - Georgia Chair @ 41%.  
Item 83B - Georgia Chair @ 33.5%.  
Item 112B - Holbrook By Texwood @ 16%.  
Item 169A - Lyon Metal @ 20.1%.  
Item 400A - Texwood-American Series @ 33.5%.  
Item 400B - Texwood-American Series @ 28%.  
Item 401A - Foster @ 5%.  
Item 401B - Foster @ 0%.  
Item 402A - Securall @ 11%.  
Item 402B - Securall @ 3%.  
Item 403A - Comfortage @ 50%.  
Item 403B - Comfortage @ 38%.

32. TRENDWAY CORPORATION  
P.O. BOX 9016  
HOLLAND, MI 49422-9016  
OWNER: MARK GROULX, PRESIDENT

Item 273A - Trendway @ 58%.  
Item 273B - Trendway @ 55%.

33. THOMAS W. RUFF AND COMPANY OF FLORIDA, INC.  
3201 COMMERCE PARKWAY  
MIRAMAR, FL 33025  
OWNER: JACK GORMAN, CHAIRMAN

Item 5A - Affordable Interior Systems @ 71%.  
Item 5B - Affordable Interior Systems @ 69.5%.  
Item 18A - August Incorporation @ 47.2%.  
Item 18B - August Incorporation @ 45.1%.  
Item 52A - Cumberland @ 43%.  
Item 52B - Cumberland @ 42%.  
Item 64A - Eck Adams @ 53.2%.  
Item 64B - Eck Adams @ 52.1%.  
Item 77A - Flexsteel @ 52.3%.  
Item 77B - Flexsteel @ 50.1%.  
Item 189A - National Office Furniture @ 59.105%.  
Item 189B - National Office Furniture @ 59.105%.  
Item 211A - Revest @ 57.5%.  
Item 211B - Revest @ 57.5%.  
Item 262A - Superior Chair @ 55.1%.



Item 262B - Superior Chair @ 54.1%.  
Item 291B - Working Walls @ 37.5%.  
Item 326A - Shoto @ 45%.  
Item 326B - Shoto @ 43%.  
Item 390A - Vecta Wilkkahn @ 46%.  
Item 390B - Vecta Wilkkahn @ 45%.  
Item 391A - Brandrud @ 46%.  
Item 391B - Brandrud @ 45%.

34. UNIVERSAL SEATING COMPANY  
10421 ST. AUGUSTINE ROAD  
JACKSONVILLE, FL 32257  
OWNER: BARRY M. SCHUSTER, PRESIDENT

Item 120A - Interior Systems @ 34%.  
Item 120B - Interior Systems @ 30%.  
Item 218A - Rubbermaid @ 22%.  
Item 218B - Rubbermaid @ 15%.

35. VIRCO, INC.  
HIGHWAY 65 SOUTH  
CONWAY, AR 72032  
OWNER: ROBERT VIRTUE, PRESIDENT

Item 280A - VIRCO \*Discount 90 Increases with  
quantity @ 57%.  
Item 280B - VIRCO \*Discount 90 Increases with  
quantity @ 52%.

**(First Annual Extension and Second Year of Contract)**

36. Authorize Procurement Management Services to purchase  
up to the total estimated amount of \$2,220,675.61.

EAA/lja