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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, 2016 – December 31, 2018  
with 7 one-year renewal options**

January 28, 2016

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

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*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	
American Seating Company	American Seating	45%	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.	ABCO	42%	X	X
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 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	
American Seating Company	American Seating Lounge	45%	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
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

**Proposal 2: Casegoods Furniture (continued)**

<b>Bidder with Highest Discount</b>	<b>Manufacturer</b>	<b>Discount</b>	<b>Environmentally Preferred</b>	<b>Quick Ship</b>
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
Glover Furniture & Design Group	Adelphia	42.10%	X	
Glover Furniture & Design Group	Artcobell	48.10%	X	X
Glover Furniture & Design Group	Boss Office	38%	X	X
Glover Furniture & Design Group	Desk Makers	35%	X	X
Glover Furniture & Design Group	Diversified Woodcrafts	54.10%	X	X
Glover Furniture & Design Group	Grafco	25%	X	X
Glover Furniture & Design Group	Office Star	44.10%	X	X
Glover Furniture & Design Group	Sterling Tree	37%	X	
Glover Furniture & Design Group	ABCO	42%	X	X
Glover Furniture & Design Group	ACCO Data	40.10%	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	

**Proposal 2: Casegoods Furniture (continued)**

<b>Bidder with Highest Discount</b>	<b>Manufacturer</b>	<b>Discount</b>	<b>Environmentally Preferred</b>	<b>Quick Ship</b>
Library Store, LTD	W.C. Heller & Company	40%		
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	
Mayline Company, LLC	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	
Studio Q Furniture	Studio Q	52.50%		
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
US Business Interiors	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.	ABCO	42%	X	X
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 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	
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	

**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>
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
Glover Furniture & Design Group	ABCO	42%	X	X
Glover Furniture & Design Group	Adelphia	42.10%	X	
Glover Furniture & Design Group	Allied Plastic	40.10%	X	X
Glover Furniture & Design Group	Artco-Bell	48.10%	X	X
Glover Furniture & Design Group	BBF Bush	40.10%	X	X
Glover Furniture & Design Group	Columbia	44.10%	X	
Glover Furniture & Design Group	Diversified Woodcrafts	54.10%	X	X
Glover Furniture & Design Group	ECR4Kids	27.10%	X	X
Glover Furniture & Design Group	Grafco	25%	X	X
Glover Furniture & Design Group	Midwest	38.50%	X	X
Glover Furniture & Design Group	Paladin	38%	X	
Glover Furniture & Design Group	Sandusky Lee	41.20%	X	
Glover Furniture & Design Group	Screenflex	40.40%	X	
Glover Furniture & Design Group	Shain Shop-Bilt	54.10%	X	X
Glover Furniture & Design Group	Wood Designs	32.10%	X	
Groupe Lacasse, LLC	Groupe Lacasse, LLC	45%	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>
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
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
Mayline Company, LLC	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. 40%	Melos Library			
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%		



**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.	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	
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 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	
American Seating Company	American Seating	45%		
American Seating Company	American Seating Auditorium	35%		
Arcadia Chair Company	Arcadia Chair Company	40%	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
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	

**Proposal 4: Seating (continued)**

<b>Bidder with Highest Discount</b>	<b>Manufacturer</b>	<b>Discount</b>	<b>Environmentally Preferred</b>	<b>Quick Ship</b>
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
Encore Seating, Inc.	Encore	50%	X	X
Encore Seating, Inc.	Encore On-Q Seating	50%	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
Glover Furniture & Design Group	Artcobell	48.10%	X	X
Glover Furniture & Design Group	Buzz Seating	40%	X	X
Glover Furniture & Design Group	Cartwright	42%	X	X
Glover Furniture & Design Group	Office Star	44.10%	X	X
Glover Furniture & Design Group	Trinity	40.10%	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%		
Library Interiors, Inc.	Library Interiors Millwork	40%	X	

**Proposal 4: Seating (continued)**

<b>Bidder with Highest Discount</b>	<b>Manufacturer</b>	<b>Discount</b>	<b>Environmentally Preferred</b>	<b>Quick Ship</b>
Library Interiors, Inc.	Moduform/Library Bureau Wood	25%	X	
Library Interiors, Inc.	Big Cozy Books	10%	X	
Library Interiors, Inc.	Iglooplay	10%	X	
Library Store, LTD	Jasper Chair	40%		
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%		
Mayline Company, LLC	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
Studio Q Furniture	Studio Q	52.50%		
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

**Proposal 4: Seating (continued)**

<b>Bidder with Highest Discount</b>	<b>Manufacturer</b>	<b>Discount</b>	<b>Environmentally Preferred</b>	<b>Quick Ship</b>
Zoom, Inc.	Eurotech Seating	54.22%	X	X
Zoom, Inc.	Haskell	55%		
Zoom, Inc.	OCISitwell	62%		X
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 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
Glover Furniture & Design Group	Adelphia	42.10%	X	
Glover Furniture & Design Group	Artcobell	48.10%	X	X
Glover Furniture & Design Group	Hallowell	37.10%	X	X
Glover Furniture & Design Group	Metro	28.40%	X	
Glover Furniture & Design Group	Sandusky Lee/Lee Metal	41.20%	X	
Groupe Lacasse, LLC	Groupe Lacasse, LLC	45%	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>
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	
Library Store, LTD	W.C. Heller & Company	40%		
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	
Mayline Company, LLC	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

**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>
Teknion, LLC	Teknion Ledger Storage, LLC	63.74%	X	X
Trendway Corporation	Trendway Corporation	55%	X	X
US Business Interiors	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**

<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.	ABCO	42%	X	X
American Design Assoc., Inc.	Eagle One	26%	X	X
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 Office Equipment Co., Inc.	Everywhere & Renew Tables by Herman Miller	62%	X	
American Seating Company	American Seating Company	45%	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
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 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.	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
Fairway Holdings, Inc. dba Berco Furniture Solutions	Fairway Holdings, Inc. dba Berco Furniture Solutions	50%		

**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>
Fluidconcepts	Fluidconcepts	50%	X	X
Glover Furniture & Design Group	ABCO	42%	X	X
Glover Furniture & Design Group	Hallowell	37.10%	X	X
Glover Furniture & Design Group	Leisure Craft	27%	X	
Glover Furniture & Design Group	Midwest	38.50%	X	X
Glover Furniture & Design Group	Safco	40.10%	X	X
Glover Furniture & Design Group	Sandusky Lee	41.20%	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

**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>
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	
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
Trendway Corporation	Trendway Feek	27%		
US Business Interiors	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%		