

ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF RIDER CONTRACT COVERAGE

TO: DOURON, INC.	DATE ISSUED:	OCTOBER 15, 2020
10 PAINTERS MILL ROAD	CONTRACT NO:	21-DES-R-394
OWINGS MILLS, MD 21117	CONTRACT TITLE:	FREESTANDING FURNITURE

THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

Arlington County rides the Lead Agency's contract below for the goods and services so referenced. The Contract Documents consist of the terms and conditions of the Lead Agency's contract, including any exhibits, attachments, or amendments thereto.

LEAD AGENCY NAME: HOWARD COUNTY

LEAD AGENCY CONTRACT NUMBER: ITB 2015-42

LEAD AGENCY ISSUANCE DATE: JANUARY 1, 2016

EXPIRES: DECEMBER 31, 2020

RENEWALS: FIVE (5) ONE-YEAR RENEWAL PERIODS FROM JANUARY 1, 2021 TO DECEMBER 31, 2026

COMMODITY CODE(S): 96742

LIVING WAGE: N

ATTACHMENTS:

AGREEMENT No. 21-DES-R-394

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: NICK HOWARD

VENDOR TEL. NO.:

(410) 363-2600

EMAIL ADDRESS: NHOWARD@DPURON.COM

COUNTY CONTACT: PIA ERIKSSON INGLIS (DES AND FD&C)

COUNTY TEL. NO.:

(703) 228-3244

COUNTY CONTACT EMAIL: PINGLIS@ARLINGTONVA.US

PURCHASING DIVISION AUTHORIZATION

Sy Gezachew

Title: Procurement Officer

Date: October 15, 2020

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VA 22201**

RIDER AGREEMENT NO. 21-DES-R-394

THIS AGREEMENT (hereinafter "Agreement") is made, on October 15, 2020, between Douron, Inc. ("Contractor"), a Maryland corporation with a place of business at 10 Painters Mill Rd, Owings Mills, MD 21117 authorized to transact business in the Commonwealth of Virginia, and the County Board of Arlington County, Virginia ("County"). The County and the Contractor, for the consideration specified herein or specified in a County Purchase Order referencing this Agreement, agree as follows:

1. CONTRACT DOCUMENTS

The Contract Documents consist of this Agreement, Exhibit A Howard County Contract ITB 2015-42, Exhibit B Contractor's Price Sheet dated January 1, 2020 together with any exhibits and amendments issued or applicable thereto (collectively, "Contract Documents" or "Contract"). This Agreement rides a contract awarded to the Contractor by Howard County, Maryland and extended by the Contractor to the County on the same terms and conditions as the Contractor's agreement with Howard County, Maryland. Where the terms of this Agreement vary from the terms and conditions of the other Contract Documents, the terms and conditions of this Agreement shall prevail.

The Contract Documents set forth the entire agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either of them has made any representation or promise with respect to the parties' agreement which is not contained in the Contract Documents.

2. CONTRACT TERM

The Contractor's provision of goods and services for the County ("Work") shall commence upon the execution of the Agreement by the County", and shall be completed no later than December 31, 2020 ("Contract Term"), subject to any modifications as provided for in the Contract Documents regarding the Contract Term. No aspect of the Work shall be deemed complete until it is accepted by the County's Project Officer.

Upon satisfactory performance by the Contractor, if Howard County renews their agreement identified in Exhibit A, the County may elect to renew this Agreement under the same contract terms for five (5) one-year renewal periods from January 1, 2021 to December 31, 2026 ("Subsequent Contract Term"). However, if Howard County does NOT renew their agreement identified in Exhibit A, this Agreement shall automatically expire on the date of the contract expiration date.

3. PAYMENT

Payment will be made by the County to the Contractor within forty-five (45) days after receipt by the County Project Officer of an invoice detailing the Work provided by the Contractor and accepted by the County. Each invoice must certify that the invoice submitted is a true and accurate accounting of the work performed and goods and/or services provided and must be signed and attested to by the Contractor or authorized designee. The Project Officer will either approve the invoice or require corrections. The number of the County Purchase Order pursuant to which authority goods or services have been performed or delivered shall appear on all invoices.

4. SCOPE OF WORK

The Contractor agrees to perform the goods and/or services described in the Contract Documents (hereinafter “the Work”). The primary purpose of the Work is to furnish freestanding furniture.

The Contract Documents set forth the minimum Work estimated by the County and the Contractor to be necessary to complete the Work. It shall be the Contractor’s responsibility, at the Contractor’s sole cost, to provide the specific Work set forth in the Contract Documents sufficient to fulfill the purposes of the Work. Nothing in the Contract Documents shall be construed to limit the Contractor’s responsibility to manage the details and execution of the Work.

5. PROJECT OFFICER

The performance of the Contractor is subject to the review and approval of the County Project Officer (“Project Officer”) who shall be appointed by the Director of the Arlington County department or agency which seeks to obtain the Work pursuant to this Contract. However, it shall be the responsibility of the Contractor to manage the details of the execution and performance of its Work pursuant to the Contract Documents.

6. COUNTY PURCHASE ORDER REQUIREMENT

County purchases are authorized only if a County Purchase Order is issued in advance of the transaction. A Purchase Order must indicate that the ordering agency has sufficient funds available to pay for the purchase. Such a Purchase Order is to be provided to the Contractor by the ordering agency. The County will not be liable for payment for any purchases made by its employees without appropriate purchase authorization issued by the County Purchasing Agent. If the Contractor provides goods or services without a signed County Purchase Order, it does so at its own risk and expense.

7. NON-APPROPRIATION

All funds for payments by the County to the Contractor pursuant to this Contract are subject to the availability of an annual appropriation for this purpose by the County Board of Arlington County, Virginia. In the event of non-appropriation of funds by the County Board of Arlington County, Virginia for the goods or services provided under this Contract or substitutes for such goods or services which are as advanced or more advanced in their technology, the County will terminate the Contract, without termination charge or other liability to the County, on the last day of the then current fiscal year or when the appropriation made for the then current year for the services covered by this Contract is spent, whichever event occurs first. If funds are not appropriated at any time for the continuation of this Contract, cancellation will be accepted by the Contractor on thirty (30) days prior written notice, but failure to give such notice shall be of no effect and the County shall not be obligated under this Contract beyond the date of termination specified in the County’s written notice.

8. APPLICABLE LAW, FORUM, VENUE AND JURISDICTION

This Contract and the work performed hereunder shall be governed in all respects by the laws of the Commonwealth of Virginia, and the jurisdiction, forum, and venue for any litigation with respect thereto shall be in the Circuit Court for Arlington County, Virginia, and in no other court. In performing its Work pursuant to this Contract, the Contractor shall comply with applicable federal, state, and local laws, ordinances and regulations.

9. NOTICES

Unless otherwise provided herein, all notices and other communications required by this Contract shall be deemed to have been given when made in writing and either (a) delivered in person, (b) delivered by

an agent, such as an overnight or similar delivery service, or (c) deposited in the United States mail, postage prepaid, certified or registered, addressed as follows:

TO THE CONTRACTOR:

Nick Howard, Account Executive
10 Painters Mill Road
Owings Mills, MD 21117
Email: nhoward@douron.com

TO THE COUNTY:

Pia Eriksson Inglis, Project Officer
Facilities and Design & Construction
1400 N Uhle Street #403
Arlington, Virginia 22201
Email: pinglis@arlingtonva.us

AND

Sharon T. Lewis, LL.M, MPS, VCO, CPPB
Purchasing Agent
Arlington County, Virginia
2100 Clarendon Boulevard, Suite 500
Arlington, Virginia 22201

TO COUNTY MANAGER'S OFFICE (FOR PROJECT CLAIMS):

Mark Schwartz, County Manager
Arlington County, Virginia
2100 Clarendon Boulevard, Suite 318
Arlington, Virginia 22201

10. ARLINGTON COUNTY BUSINESS LICENSES

The Contractor must comply with the provisions of Chapter 11 ("Licenses") of the Arlington County Code, if applicable. For information on the provisions of that Chapter and its applicability to this Contract, the Contractor must contact the Arlington County Business License Division, Office of the Commissioner of the Revenue, 2100 Clarendon Blvd., Suite 200, Arlington, Virginia, 22201, telephone number (703) 228-3060.

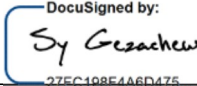
11. COUNTERPARTS

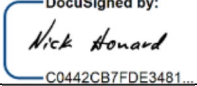
This Agreement may be executed in one or more counterparts and all of such counterparts shall together constitute one and the same instrument. Original signatures transmitted and received via facsimile or other electronic transmission, (e.g., PDF or similar format) are true and valid signatures for all purposes hereunder and shall be effective as delivery of a manually executed original counterpart.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

DOURON, INC.

AUTHORIZED
SIGNATURE: 
27FC198E4A6D475...

AUTHORIZED
SIGNATURE: 
C0442CB7FDE3481...

NAME: SY GEZACHEV

NAME: Nick Howard

TITLE: PROCUREMENT OFFICER

TITLE: Account Executive

DATE: 10/15/2020

DATE: 10/15/2020



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

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

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

**Contract Period: January 1, 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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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

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.	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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
Hann Manufacturing, Inc. dba Hann	Hann	40%	X	X
High Point Furniture Industries, Inc.	High Point Furniture Industries	49%	X	X
Inscape	Office Specialty dba Inscape	56%		
Interior Concepts Corp.	Interior Concepts	55%	X	
Ironwood Manufacturing dba Ironwood	Ironwood	40%	X	X
Kimball Office, Inc.	Kimball Office, Inc.	53%	X	X
Lakeshore Learning Materials	Lakeshore Learning	7%	X	
Liberty Systems, Inc.	MJ Industries	50%		
Library Interiors, Inc.	Library Interiors Millwork	40%	X	
Library Interiors, Inc.	Moduform/Library Bureau Wood	25%	X	
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)

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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

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.	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)**

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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)**

Bidder with Highest Discount	Manufacturer	Discount	Environmentally Preferred	Quick Ship
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%		



MAPT Contract #2015-42

Furniture—Office, School, Library and Equipment

Effective January 1, 2020

A multi-year partnership between Douron Incorporated and participating members of the Mid-Atlantic Purchasing Team (MAPT), Baltimore Metropolitan Council (BMC) and the Metropolitan Washington Council of Governments (MWCOG) within MD, DC and Northern VA.

manufacturer/series	% discount
9 to 5	56.7%
Allsteel	
seating	54.6%
casegoods	56.5%
gather product	40.0%
systems*	61.0%
Basyx	44.6%
Bibliomodel*	30.1%
BodyBilt	49.0%
Candex	48.0%
Cramer	50.5%
Chief	42.0%
Claridge	35.0%
Clarín	42.8%
Clarus	30.1%
Community	49.0%
DLI	43.7%
ERG	42.8%
Fireking	50.3%
Fixtures	45.3%
Fleetwood	32.6%
Furniture Concepts	36.7%
Global	
casegoods and seating	55.7%
Compile Systems*	56.0%
Evolve Systems*	55.5%
Hale*	38.9%
HON	
school	53.5%
seating, files, casegoods	56.0%
misc	53.5%
systems*	60.0%
Inline	54.1%
Integra	42.1%
Intensa	41.8%
Invincible*	49.4%
Izzy	45.3%
JSI	
seating	52.7%
casegoods	51.4%
KI	
systems*	48.0%
all other product line	42.0%

manufacturer/series	% discount
Liat*	45.5%
Loftwall*	20.2%
Magnuson	25.6%
MityLite	34.4%
Montel*	32.5%
Neinkamper (ICF Grp)	43.3%
NPS	48.6%
Nucraft	45.3%
OfficeMaster	44.5%
Omega Systems*	74.0%
OTG casegoods	47.0%
Penco*	46.1%
PeterPepper	21.0%
Right Angle*	47.2%
Russwood*	50.0%
Shiffler	5.0%
Sico	41.1%
SixInch	21.0%
Smith System	41.3%
SpecialT	48.6%
Stylex	45.2%
The Senator Grp	44.8%
TMC	34.1%
Vanerum Stelter	33.0%
Virco	65.5%
Waddell	24.2%
Workrite*	45.0%
Workstuff	32.3%

Nick Howard

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manufacturers direct bid	% discount
Agati	45.0%
American Seating	
seating	45.0%
auditorium	35.0%
Arcadia	40.0%
Biofit	35.0%
David Edward	45.0%
Encore	50.0%
Fluid Concepts	50.0%
Gunlocke	53.0%
HPFi	49.0%
Humanscale	
casegoods	42.0%
school	42.0%
seating	48.0%
group 6, misc	55.0%
Indiana	51.0%
Jonti-craft	5.0%
LaCasse	47.0%
United Chair	47.0%
Nvision	47.0%
Neocase	25.0%
La-Z-Boy	46.0%
Legacy	52.0%
Lesro	43.0%
Mayline	50.0%
Maxon	
systems, group 1	75.0%
groups 2,4,5 and 6	64.0%
Palmieri	30.0%
RFM Seating	43.0%
Sit On It (Exemplis)	48.0%
Source	44.0%
Studio Q	52.5%
Whitney Bros	10.0%
Worden	41.5%

Discounts represent discount off the manufacturers current list price

*Add installation on systems furniture, shelving and lockers. Quickship options available for various products

Please call for pricing

