

Financial Affairs

Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD OF BID #104-ZZ01 - SCHOOL/OFFICE FURNITURE  
CATALOG DISCOUNT BID**

The purpose of this bid, opened on December 7, 1999, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of school and office furniture, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the firm discount bid, but is not obligated to purchase any guaranteed amount. Of 377 vendors sent bid forms or card notices of this advertised bid, 77 responded, with 61 bids meeting specifications (includes 10 bids meeting individual item specifications, but not all item specifications; not all vendors bid all items), 5 bids not meeting specifications, 7 non-responsive bids (1 vendor did not sign bid and 6 vendors qualified terms and conditions of bid) and 4 no bids.

Identical discounts were submitted on Item 10-Anderson Hickey, Item 30-Datum Filing Systems, Item 49-Globe Business Furniture, Item 90-Lacasse, and Item 116-Paoli by Apricot Office Supplies and Furniture, and Sun Office Furniture, of Miami, Florida. The recommendation reflects the award of these tie low bid items to Apricot Office Supplies and Furniture, as the Miami-Dade County Minority/Women Business Enterprise vendor, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices - - Priorities For Award.

Identical discounts were submitted on Item 99-MJ Industries, by Contract Solutions, Inc. of Englewood, Florida, and Mark Products of Miami, Florida. The recommendation reflects the award of this tie low bid item to Mark Products, as the Miami-Dade County vendor, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices - - Priorities For Award.

Identical discounts were received on Item 1A and Item 3A, August, Incorporated, an additional manufacturer, from August, Incorporated of Centerville, Ohio, and Thomas W. Ruff and Company of Florida, Inc., of Miramar, Florida. The recommendation reflects the award of this tie low bid item to Thomas W. Ruff and Company of Florida, Inc., as the Broward County, Florida, vendor, pursuant to Board Rule 6Gx13- 3C-1.061 -- Identical Prices -- Priorities For Award.

**REPLACEMENT**

**G-86**

Inasmuch as all bids submitted for Item 1A-ABC School Supply Catalog, Adapto Storage Equipment Products for Industry, Winstead, Childcraft Educational Corporation, Knoll Office Seating Bulldog, United Stationers, Victor Stanley, Aaron Charles Collection, Item 2A-Drago Newton Equipment Catalog, Elementary Menu Board-Art Work Décor, Holga Filing and Storage Equipment, Knoll Now-Quick Ship, Soundcraft, Plastic Lumber Company, Item 3A-Knoll Office Seating Soho, Middle Atlantic Products, Inc., Peterson Pre-Cast Concrete, School Specialty Catalog, Item 4-Adjustable Shelving Products, Item 5-Affordable Interior Systems, Item 14-Bassett, Item 15-Berco Industries, Item 20-Brodart, Item 24-Chaircraft, Item 27-Contemporary Interiors, Item 39-Fixtures Furniture, Item 51-Harvard Interiors Manufacturer, Item 53-Haworth, Item 61-Hussey Seating, Item 76-Justrite Manufacturer, Item 78-Kewaunee Scientific, Item 80-KLN Steel Products, Item 81-Knoll, Item 82-Knoll Calibre, Item 83-Knoll Equity, Item 84-Knoll Extra, Item 85-Knoll Morrison, Item 86-Knoll Office Seating, Item 87-Knoll Reff., Item 88-Knoll Wood Casegoods, Item 103-Meridian, Inc., Item 114-Palmeiri Library Furniture, Item 125-Rosemount Office Systems, Item 147-Taylor Chair, Item 148-Taylor Desk, Item 156-Vertiflex Company, Item 158-Vogel Peterson, Item 159-Wabash Valley and Item 162-Wenger Corporation, did not meet specifications, the recommendation reflects that all bids be rejected.

Inasmuch as no bids were received for Item 34-Dor-Val Mfg. Ltd., Item 42-Florida Desk, Item 43-Fusion Coating's, Item 64-Interior Acoustics, Item 68-Irwin Seating (Auditorium seating and parts), Item 69-Irwin Seating (Classroom), Item 121-Prefix, Item 122-PRIDE Enterprises, Item 139-Southeastern Acoustical Panel, Item 144-Sunkist Construction, Inc., Item 146-Tab Products, Item 163-Wieland Furniture, Item 164-White Office Systems and Item 168-Wrightline, the recommendation reflects that these items be rejected.

Competitive prices will be solicited for these items listed above, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 -- Bidding Process -- Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

Inasmuch as Item 46-GF Office Furniture, Item 77-Kardex Systems, Item 135-Sico North America and Item 142-Steelcase, are considered excessive under current market conditions, it is recommended that all bids submitted be rejected. These items will be purchased utilizing the State of Florida Contracts - #420-590-98-1-Furniture: Library; #425-050-97-1-Furniture: Filing Cabinets; #425-001-97-1-Furniture: Office; #425-030-97-P-Furniture: Wood Bookcase; and #420-420-98-1-Furniture: Educational/Institutional.

Fund Source  
0100-General

M/WBE Eligibility  
African American Female – No dollar amount  
Female – No dollar amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid #104-ZZ01 – SCHOOL/OFFICE FURNITURE CATALOG DISCOUNT BID, to purchase, at firm discounts, quantities, as may be required, of school and office furniture, for various locations, during the term of the bid, effective May 17, 2000, through May 16, 2001, as follows:

1. ACME BUSINESS SYSTEMS & SERVICES, INC.  
P.O. BOX 9489  
CORAL SPRINGS, FL 33075-9489  
OWNER: RONALD F. KLINGENSMITH, PRESIDENT

Firm Percent Discount For Additional Manufacturer: Item 3A –Kwikfile Storage Systems, LLC. @ 18.5% discount.

2. ADAPTO/PRO GROUP  
625 EAST 10 AVENUE  
HIALEAH, FL 33010  
OWNER: RICHARD F. ELLIOT, PRESIDENT

Best Firm Percent Discount: Item 2–Adapto Steel Products @ 36% discount.

3. AMERICAN SEATING COMPANY  
401 AMERICAN SEATING CENTER  
GRAND RAPIDS, MI 49504-4499  
OWNER: EDWARD J. CLARK, PRESIDENT/C.E.O.

Best Firm Percent Discount: Item 9-American Seating @ 45% discount.

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

Best Firm Percent Discount: Items 37, 47, 52, 65, 74, 75, 91, 98, 101, 102, 143 and 153.

Firm Percent Discount For Additional Manufacturer:  
Items 1A through 3A.

Tie Firm Percent Discount: Items 10, 30, 49, 90 and 116.

- Item 10 - Anderson Hickey @ 56.5% discount.
- Item 30 - Datum Filing Systems @ 45% discount.
- Item 37 - ERG International @ 47% discount.
- Item 47 - Ghent Manufacturing @ 55% discount.
- Item 49 - Globe Business Furniture @ 56.5% discount.
- Item 52 - Haskell of Pittsburgh @ 50% discount.
- Item 65 - Invincible Office Furniture @ 54% discount.
- Item 74 - JSI (Jasper Seating Company, Inc.) @ 51.5% discount.
- Item 75 - JSI Community @ 51.5% discount.
- Item 90 - Lacasse @ 56.5% discount.
- Item 91 - Lane Furniture @ 56.5% discount.
- Item 98 - Magna Design @ 45% discount
- Item 101 - Marvel @ 52% discount.
- Item 102 - Mayline @ 45% discount.
- Item 116 - Paoli @ 56.8% discount.
- Item 143 - Stylex @ 54% discount.
- Item 153 - Trendway @ 53% discount.
- Item 1A - Logiflex @ 45% discount.
- Item 2A - Pleion @ 50% discount.
- Item 3A - Schwab @ 50% discount.

5. BUY-RITE OFFICE FURNITURE  
4400 WEST HILLSBORO BOULEVARD, #2  
COCONUT CREEK, FL 33073  
OWNER: ELISABETH HENDERSON, PRESIDENT

Best Firm Percent Discount: Item 106.

Firm Percent Discount For Additional Manufacturer: Items 1A and 3A.

Item 106 - Miller Casegoods @ 42% discount.  
Item 1A - Custom Crafters @ 39% discount.  
Item 3A - Harden Contract @ 42% discount.

6. CAMILO OFFICE FURNITURE, INC.  
D/B/A CAMILO MUEBLES  
4110 LAGUNA STREET  
CORAL GABLES, FL 33146  
OWNER: LUIS LOPEZ, TREASURER

Only Firm Percent Discount Received: Item 23-Camilo Muebles @ 52% discount.

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

Best Firm Percent Discount: Items 62 and 71.  
Only Firm Percent Discount For Additional Manufacturer: Items 2A and 3A.

Item 62 - Indiana Chair @ 58% discount.  
Item 71 - Jasper Desk @ 51.7% discount.  
Item 2A - Built Rite, Inc., Office Furniture @ 50% discount.  
Item 3A - Design Seating, Inc. @ 46.4% discount.

8. COMMUNITY PRODUCTS LLC.  
D/B/A COMMUNITY PLAYTHINGS  
P.O. BOX 255  
ROUTE 381N  
FARMINGTON, PA 15437  
OWNER: CHRISTIAN DOMER

Firm Percent Discount For Additional Manufacturer: Item 1A-Community Playthings (brand) only @ 0% discount.

9. CONTRACT SOLUTIONS, INC.  
P.O. BOX 1677  
ENGLEWOOD, FL 34295-1677  
OWNER: THOMAS J. SHERIDAN, PRESIDENT

Firm Percent Discount For Additional Manufacturer: Items 1A through 3A.

- Item 1A - Blanton & Moore Library Furniture @ 37% discount.  
Item 2A - ComFor Tek Seating @ 20% discount.  
Item 3A - Irwin Seating Company Folding Bleacher Company @ 17% discount.

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

Best Firm Percent Discount: Items 6 and 107.

Firm Percent Discount For Additional Manufacturer: Items 1A and 2A.

- Item 6 - All Seating @ 50% discount.  
Item 107 - Miller SOA Systems @ 60% discount and Seating & Free Standing/Seating Casegoods @ 40% discount.  
Item 1A - Corporate Design Choice @ 50% + 20% discount.  
Item 2A - Krug @ 43% discount.

11. CORPORATE EXPRESS OF THE SOUTH, INC.  
18000 STATE ROAD 9  
MIAMI, FL 33162  
OWNER: VERONICA DIAZ, PRESIDENT

Best Firm Percent Discount: Items 18, 25, 115 and 145.

Firm Percent Discount For Additional Manufacturer: Item 1A.

- Item 18 - BPI @ 58.75% discount.
- Item 25 - Chromecraft-Monarch Furniture @ 54% discount.
- Item 115 - Panel Concepts @ 55.5% discount + 5.5% install.
- Item 145 - Superior Chair @ 55% discount.
- Item 1A - Standard Desk @ 50% discount.

12. DESIGN RESOURCE GROUP INTERNATIONAL, INC.  
775 WASHINGTON AVENUE  
CARLSTADT, NJ 07072  
OWNER: MARK BASSIL, PRESIDENT

Only Firm Percent Discount For Manufacturer: Item 1A-  
Design Resource Group @ 50% discount.

13. DESK CONCEPTS, INC.  
3670 N.W. 76 STREET  
MIAMI, FL 33147  
OWNER: SHELDON JAFFEE, PRESIDENT

Only Firm Percent Discount Received: Item 33-Desk  
Concepts @ 50% + 5% discount.

14. E & K MARKETING GROUP, INC.  
2604 MANORWOOD DRIVE  
MELBOURNE, FL 32901  
OWNER: SHARON J. OLSON, PRESIDENT

Best Firm Percent Discount: Items 3 and 41.  
Best Firm Percent Discount Meeting Specifications: Item  
70.

- Item 3 - Adden Furniture Company @ 46% discount.
- Item 41 - F. W. Lombard Company @ 25% discount.
- Item 70 - Jasper Chair @ 44% discount.

15. ENVIRONETICS BUSINESS INTERIORS  
2339 HOLLYWOOD BOULEVARD  
HOLLYWOOD, FL 33020  
OWNER: JORGE MONTEIRO, PRESIDENT

Best Firm Percent Discount – Item 131-Sauder @ 47% discount.

16. ERNIE MORRIS ENTERPRISES, INC.  
P. O. BOX 818  
BUSHNELL, FL 33513  
OWNER: RONALD E. MORRIS, PRESIDENT

Best Firm Percent Discount: Items 1, 7, 12, 45, 57 through 60, 63, 66, 160 and 165.

- Item 1 - Abco Office Furniture @ 60.9% discount.
- Item 7 - All/steel @ 58.3% discount.
- Item 12 - Atlantic Metal Industries @ 50.3% discount.
- Item 45 - Georgia Chair @ 40.1% discount.
- Item 57 - Hon Company @ 60.3% discount.
- Item 58 - Hon Company Terrace Systems @ 59.3% discount.
- Item 59 - Hon-Concensys @ 59.3% discount.
- Item 60 - Hon-Regent @ 60.3% discount.
- Item 63 - Indiana Desk @ 59.6% discount.
- Item 66 - Inwood Office Furniture @ 50.3% discount.
- Item 160 - Wadell @ 22.3% discount.
- Item 165 - Whitehall Furniture @ 56.2% discount.

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

Firm Percent Discount For Manufacturer: Item 1A-Hamilton Sorter Company @ 12% discount.



18. FUTURE ENTERPRISES  
2641 WEST 81 STREET  
HIALEAH, FL 33016  
OWNER: RICHARD A. FLEMING, PRESIDENT

Only Firm Percent Discount Received: Item 109-Montisa  
@ 53.25% discount.

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

Best Firm Percent Discount: Item 120-Polo Chairs @ 40%  
discount.

20. GAYLORD BROTHERS  
A DIVISION OF THE CROYDON COMPANY, INC.  
P.O. BOX 4901  
SYRACUSE, NY 13221  
OWNER: MORRIS H. BERGREEN  
PRESIDENT/TREASURER

Only Firm Percent Discount Received: Item 44-Gaylord  
Brothers of North Carolina @ 9% discount.

21. GLOBAL INDUSTRIES SOUTH, INC.  
560 SAWGRASS CORPORATE PARKWAY  
FORT LAUDERDALE, FL 33325  
OWNER: J. APPEL, DIRECTOR

Best Firm Percent Discount: Item 48-Global Industries @  
52% discount.

22. HERMAN MILLER WORKPLACE RESOURCE OF SOUTH  
FLORIDA  
ONE OAKWOOD BOULEVARD, SUITE #100  
HOLLYWOOD, FL 33020  
OWNER: JACK HOWARD, PRESIDENT

Best Firm Percent Discount: Item 54-Herman Miller @  
50% discount.

Firm Percent Discount For Additional Manufacturer: Item  
1A-Gunlocke @ 50% discount.

23. HIGHSMITH, INC.  
W5527 HIGHWAY 106  
FORT ATKINSON, WI 53538  
OWNER: DUNCAN HIGHSMITH, PRESIDENT/C.E.O.

Best Firm Percent Discount: Items 19, 50, 94 and 126.  
Firm Percent Discount For Additional Manufacturer: Items  
1A through 3A.

Item 19 - Bretford @ 55% discount.  
Item 50 - H. Wilson Company @ 35% discount.  
Item 94 - Lee Metal @ 42% discount.  
Item 126 - Royal Seating @ 52.5% discount.  
Item 1A - Anthro Corporation @ 20% discount.  
Item 2A - Texwood Contract Furniture @ 26%  
discount.  
Item 3A - Highsmith (brand) Library Furniture @  
30% discount.

24. IRA SHAPIRO AND COMPANY  
1083 EAST 24 STREET  
HIALEAH, FL 33013  
OWNER: SUSAN SHAPIRO (WF)  
SECRETARY/TREASURER

Only Firm Percent Discount Received: Item 67-Ira Shapiro  
and Company @ 50% discount.

25. J.R. OFFICE FURNITURE COMPANY, INC.  
D/B/A CONTRAX FURNISHINGS  
690 N.E. 23 AVENUE  
GAINESVILLE, FL 32609  
OWNER: L. DIANNE JUNIOR, PRESIDENT

Best Firm Percent Discount: Item 35-ECK Adams @ 43%  
discount.

Firm Percent Discount For Additional Manufacturer: Item  
1A-Crest Manufacturing @ 45% discount.

26. JOFCO, INC.  
13<sup>TH</sup> AND VINE STREET  
P.O. BOX 71  
JASPER, IN 47546  
OWNER: JOSEPH F. STEURER, CHAIRMAN

Best Firm Percent Discount: Item 72-Jofco @ 56.75% discount.

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

Best Firm Percent Discount: Items 128 and 166.  
Firm Percent Discount For Additional Manufacturer: Items 1A through 3A.

Item 128 - Russ Bassett @ 11% discount.

Item 166 - Worden Company @ 33% discount.

Item 1A - Electronic Classroom Furniture Systems, LLC. @ 25% discount.

Item 2A - Gressco, LTD., (Zone 6) @ 25% discount.

Item 3A - Estey Steel Shelving @ 33% discount.

28. MARCUS OFFICE FURNITURE WORLD  
4701 N.W. 72 AVENUE  
MIAMI, FL 33166  
OWNER: ROSA MARQUEZ, VICE PRESIDENT

Only Firm Percent Discount For Additional Manufacturer:  
Items 1A through 3A.

Item 1A - Marcus Office Furniture @ 50% discount.

Item 2A - Marcus/ATV @ 55% discount.

Item 3A - Valenti Marcus Seating @ 55% discount.

29. MARK PRODUCTS  
14218 S.W. 136 STREET  
MIAMI, FL 33186  
OWNER: ALBERT DEMARIA, PRESIDENT

Tie Firm Percent Discount: Item 99-MJ Industries @ 25% discount.

Only Firm Percent Discount Received: Item 100 - Mark Products @ 25% discount.

30. MIDWEST TECHNOLOGY PRODUCTS AND SERVICES  
P.O. BOX 3717  
SIOUX CITY, IA 51102  
OWNER: LINDA A. FLOM, C.E.O. (WF)

Only Firm Percent Discount For Additional Manufacturer:  
Item 1A-Midwest Modular Custom Built Furniture @ 10% discount.

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

Best Firm Percent Discount: Items 55, 92, 93 and 149.  
Best Firm Percent Discount For Additional Manufacturer:  
Item 1A.  
Firm Percent Discount For Additional Manufacturer: Items  
2A and 3A.

Item 55 - High Point Furniture Industries @ 53.5% discount.

Item 92 - La-Z-Boy @ 53.5% discount.

Item 93 - La-Z-Boy Health @ 53.5% discount.

Item 149 - Teknion Office Systems @ 53.5% discount.

Item 1A - OFS Styline Industries @ 51% discount.

Item 2A - DMI Furniture @ 51% discount.

Item 3A - ARK @ 37% discount.

32. NEWTON SEATING COMPANY, INC.  
P.O. BOX 2858  
JACKSONVILLE, FL 32203  
OWNER: MICHAEL C. BATES, PRESIDENT

Only Firm Percent Discount Received: Item 95.  
Firm Percent Discount For Additional Manufacturer: Items  
1A through 3A.

Item 95 - Library Bureau @ 30% discount.  
Item 1A - Fisher Hamilton Scientific @ 25% discount.  
Item 2A - Plymold @ 20% discount.  
Item 3A - Falcon @ 20% discount.

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

Best Firm Percent Discount: Item 79.  
Firm Percent Discount For Additional Manufacturer: Items  
1A through 3A.

Item 79 - Kimball Office Furniture @ 54.75%  
discount.  
Item 1A - Harper Systems @ 44% discount.  
Item 2A - Harper Files @ 41% discount.  
Item 3A - Transwall @ 37% discount.

34. PLANHOLD CORPORATION  
17421 VON KARMAN AVENUE  
IRVINE, CA 92614  
OWNER: DON FLEISCHAUER, PRESIDENT

Best Firm Percent Discount: Item 118-Plan Hold @ 44%  
discount.

35. ROQUE BROTHERS CORPORATION  
5646 N.W. 35 COURT  
MIAMI, FL 33142  
OWNER: ROBERTO F. ROQUE, PRESIDENT

Best Firm Percent Discount: Item 124-Roque Brothers @  
52.5% discount.

36. RICHARDS-WILCOX, INC.  
600 SOUTH LAKE STREET  
AURORA, IL 60506-5565  
OWNER: KJELL INGE ROKKE, PRINCIPAL

Best Firm Percent Discount: Item 123.  
Firm Percent Discount For Additional Manufacturer: Item  
2A.  
Firm Percent Discount For Additional Manufacturer: Items  
1A and 3A.

Item 123 - Richards-Wilcox (Speed Files) @ 31%  
discount.

Item 1A - Richards-Wilcox Gemini Speed @ 19.5%  
discount.

Item 2A - Richards-Wilcox Aurora Shelving @  
28.5% discount.

Item 3A - Richards-Wilcox Aurora Mobile Storage  
@ 28.5% discount.

37. SATCO SUPPLY  
2021 WEST COUNTY ROAD, C2  
ROSEVILLE, MN 55113  
OWNER: PETER FIELD, PRESIDENT

Best Firm Percent Discount: Item 97.  
Firm Percent Discount: Item 36.

Item 36-Equipto @ 20% discount.

Item 97-Lyon @ 20% discount.

38. SCHOOLHOUSE PRODUCTS, INC.  
P.O. BOX 1388  
PALM HARBOR, FL 34682  
OWNER: WALTER POSUSTA, PRESIDENT

Best Firm Percent Discount: Items 11, 105 and 133.  
Firm Percent Discount For Additional Manufacturer: Items  
1A and 3A.

Item 11 - Artco Bell Corporation @ 50% discount.  
Item 105 - Midwest Folding Products @ 40% discount.  
Item 133 - Screen Flex @ 10% discount.  
Item 1A - Officestar Products @ 50% discount.  
Item 3A - Mitylite @ 40% discount.

39. SCHOOL SPECIALTY  
100 PARAGON PARKWAY  
MANSFIELD, OH 44903  
OWNER: DANIEL P. SPAULDING, PRESIDENT

Best Firm Percent Discount: Items 8, 13, 22, 26, 29, 31,  
96, 117, 119, 134, 136, 138 and 150.

Best Firm Percent Discount For Additional Manufacturer:  
Item 1A.

Only Firm Percent Discount Received: Items 73, 108 and  
132.

Firm Percent Discount For Additional Manufacturer: Item  
2A.

Item 8 - Allied Plastics @ 30.1% discount.  
Item 13 - Barricks Manufacturing @ 35% discount.  
Item 22 - Bush Industries @ 15% discount.  
Item 26 - Clarin @ 33% discount.  
Item 29 - Da-Lite @ 15% discount.  
Item 31 - Dell @ 37% discount.  
Item 73 - Jonti-Craft @ 18% discount.  
Item 96 - Luxor @ 40.1% discount.  
Item 108 - Modernfold @ 15% discount.  
Item 117 - Paragon @ 33% discount.  
Item 119 - Penco Products @ 23.1% discount.  
Item 132 - Scholarcraft @ 39.5% discount.  
Item 134 - Shain Shop Bilt @ 21% discount.

Item 136 - Signore, Inc. @ 47.1% discount.  
Item 138 - Smith System @ 36.8% discount.  
Item 150 - Tennsco @ 35% discount.  
Item 1A - Fleetwood @ 35.2% discount.  
Item 2A - Tesco Lib. @ 35.1% discount.

40. SKAGSETH-BRYANT, INC.  
6535 N.W. 84 AVENUE  
MIAMI, FL 33166-2610  
OWNER: LYNN MCDERMOTT

Best Firm Percent Discount: Items 16, 28, 40, 127, 129  
and 137.

Best Firm Percent Discount For Additional Manufacturer:  
Item 1A.

Firm Percent Discount For Additional Manufacturer: Item  
2A.

Item 16 - Bevis Custom Furniture @ 58% discount.  
Item 28 - Cramer @ 52% discount.  
Item 40 - Fire King International @ 53.5% discount.  
Item 127 - Rubbermaid @ 52% discount.  
Item 129 - Safco @ 48% discount.  
Item 137 - Sirco Manufacturing @ 45% discount.  
Item 1A - Boling Group @ 45% discount.  
Item 2A - Sit On It, Inc. @ 53% discount.

41. SPACESAVER STORAGE SYSTEMS, INC.  
C/O UNITED BUSINESS SYSTEMS  
3109 WEST HALLANDALE BEACH BOULEVARD, #101  
HALLANDALE, FL 33009  
OWNER: CONRAD C. PALUMBO, PRESIDENT

Firm Percent Discount For Additional Manufacturer: Items  
1A and 2A.

Item 1A - Spacesaver Corporation @ 5% discount.  
Item 2A - Standard Specials @ 5% discount.



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

Only Firm Percent Discount Received: Item 140-  
Spectrum Industries.

@ 38% discount/delivery and install.  
@ 46% discount/delivery only.

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

Best Firm Percent Discount: Items 32, 56 and 151.  
Firm Percent Discount For Additional Manufacturer: Items  
1A through 3A.

Item 32 - Dependable Furniture Manufacturer @ 30%  
discount.

Item 56 - Holbrook Patterson @ 18% discount.

Item 151 - Texwood-Furniture Corporation @ 33.5%  
discount.

Item 1A - Claridge Products @ 25% discount.

Item 2A - Foster Manufacturing @ 5% discount.

Item 3A - Se-Cur-All @ 22% discount.

44. STANDARD BUSINESS SYSTEMS  
P.O. BOX 29-1108  
BOCA RATON, FL 33429-1108  
OWNER: EDWIN R. CUNNINGHAM, PRESIDENT

Firm Percent Discount For Manufacturer: Items 1A  
through 3A.

Item 1A - International Library Furniture @ 50%  
discount.

Item 2A - Biblio-Model @ 50% discount.

Item 3A - Skools, Inc. @ 25% discount.

45. SUN OFFICE FURNITURE, INC.  
8200 N.W. 27 STREET, SUITE #110  
MIAMI, FL 33122-1902  
OWNER: IRWIN KIRSNER, PRESIDENT

Best Firm Percent Discount: Items 17, 113, 152, 155  
and 157.

Firm Percent Discount For Additional Manufacturer: Items  
1A through 3A.

- Item 17 - Borroughs @ 47% discount.
- Item 113 - Nucraft Furniture @ 46.18% discount.
- Item 152 - Tiffany Industries @ 56.5% discount.
- Item 155 - United Chair @ 57.6% discount.
- Item 157 - Virco Manufacturer @ 56.5% discount.
- Item 1A - Merryfair @ 50% discount.
- Item 2A - Chairworks @ 55% discount.
- Item 3A - Idea @ 50% discount.

46. THE BUCKSTAFF COMPANY  
P.O. BOX 2506  
OSHKOSH, WI 54903-2506  
OWNER: JOHN D. BUCKSTAFF, JR., PRESIDENT

Only Firm Percentage Discount Received: Item 21-  
Buckstaff Co. @ 35% discount \$0 - \$50,000  
@ 38% discount \$50,001-\$200,000  
@ 41% discount \$ 200,000 - over.

47. THOMAS W. RUFF AND COMPANY OF FLORIDA, INC.  
3201 COMMERCE PARKWAY  
MIRAMAR, FL 33023  
OWNER: JACK GORMAN, CHAIRMAN

Best Firm Percent Discount: Items 38, 89, 110 through  
112, 130 and 141.

Only Firm Percent Discount Received: Item 104.

Firm Percent Discount For Additional Manufacturer: Items  
1A through 3A.

- Item 38 - F. E. Hale Manufacturing @ 47.55%  
discount.
- Item 89 - Krueger International (KI) @ 51% discount

Item 104 - Metropolitan Furniture @ 52% discount.  
Item 110 - MTS Seating @ 53.77% discount.  
Item 111 - National (Stepps) @ 59% discount.  
Item 112 - National Office Furniture @ 59% discount.  
Item 130 - Samsonite @ 51% discount.  
Item 141 - St. Timothy @ 55.1% discount.  
Item 1A - Revest Products @ 61.5% discount.  
Item 2A - Turnstone @ 56.5% discount.  
Item 3A - August Incorporated @ 45% discount.

48. THONET INDUSTRIES  
P.O. BOX 5909  
STATESVILLE, NC 28687  
OWNER: ROBERT P. COULTER, PRESIDENT

Firm Percent Discount For Additional Manufacturer: Item  
1A-Thonet Industries @ 40% discount.

49. UNIQUE FURNISHINGS, LTD.  
13811 U.S. HIGHWAY 19 NORTH  
CLEARWATER, FL 33764  
OWNER: COLLEEN WESTOVER RABE (WF)  
PRESIDENT/SECRETARY

Only Firm Percent Discount Received: Item 154-Unique  
Furnishings @ 20% discount.

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

Firm Percent Discount For Additional Manufacturer: Items  
1A and 3A.

Item 1A - Universal Seating Furniture @ 40% discount.  
Item 3A - Interior Systems @ 30% discount.

51. WALL INNOVATORS, INC.  
5415 WEST CRENSHAW STREET  
TAMPA, FL 33634  
OWNER: RONALD L. BLAZIER, PRESIDENT

Only Firm Percent Discount Received: Item 161-  
Wall Innovators @ 45% discount \$0-\$20,000  
@ 50% discount \$20,001-\$199,000  
\$200,000 - over - Call Manufacturer.

52. WORKPLACE SYSTEMS, INC.  
562 MAMMOTH ROAD  
LONDONDERRY, NH 03053  
OWNER: PATRICIA C. ZEAMANS, PRESIDENT

Only Firm Percent Discount Received: Item 167-  
Workplace Systems @ 0% discount.

53. WORKRITE ERGONOMICS  
77 DIGITAL DRIVE  
NOVATO, CA 94949  
OWNER: RAYMOND HENRICKSEN, PRESIDENT

Firm Percent Discount For Additional Manufacturer: Item  
1A-Workrite Ergonomics @ 45% discount \$1-\$25,000.  
@ 48% discount \$25,001-  
over.

54. REJECT Items 1A, 2A, 3A, 4, 5, 14, 15, 20, 24, 27, 34,  
39, 42, 43, 46, 51, 53, 61, 64, 68, 69, 76 through 78,  
80 through 88, 103, 114, 121, 122, 125, 135, 139,  
142, 144, 146 through 148, 156, 158, 159, 162  
through 164, and 168.

Item 1A - ABC School Supply Catalog.  
Adapto Storage Equipment Products for  
Industry.  
Winstead Corporation.  
Childcraft Education Corporation.  
United Stationers.  
Victor Stanley.  
Aaron Charles Collection.  
Knoll Office Seating Bulldog.

- Item 2A - Drago Newton Equipment Catalog.  
Holga Filing & Storage Equipment.  
Plastic Lumber Company.  
Soundcraft.  
Knoll Now - Quick Ship.  
Elem. Menu Board-Art Work Décor.
- Item 3A - Middle Atlantic Products, Inc.  
Petersen Pre-Cast Concrete.  
Knoll Office Seating Soho.  
School Specialty Catalog.
- Item 4 - Adjustable Shelving Products.
- Item 5 - Affordable Interior Systems.
- Item 14 - Bassett.
- Item 15 - Berco Industries.
- Item 20 - Brodart.
- Item 24 - Chaircraft.
- Item 27 - Contemporary Interiors.
- Item 34 - Dor-Val Mfg. Ltd.
- Item 39 - Fixtures Furniture.
- Item 42 - Florida Desk.
- Item 43 - Fusion Coatings.
- Item 46 - GF Office Furniture.
- Item 51 - Harvard Interiors Manufacturer.
- Item 53 - Haworth.
- Item 61 - Hussey Seating (Auditorium seating and parts).
- Item 64 - Interior Acoustics.
- Item 68 - Irwin Seating (Auditorium seating and parts).
- Item 69 - Irwin Seating (Classroom).
- Item 76 - Justrite Manufacturer.
- Item 77 - Kardex Systems.
- Item 78 - Kewaunee Scientific.
- Item 80 - KLN Steel Products:
- Item 81 - Knoll.
- Item 82 - Knoll Calibre.
- Item 83 - Knoll Equity.
- Item 84 - Knoll Extra.
- Item 85 - Knoll Morrison.
- Item 86 - Knoll Office Seating.
- Item 87 - Knoll Reff.
- Item 88 - Knoll Wood Casegoods.
- Item 103 - Meridian, Inc.

Item 114 - Palmeiri Library Furniture.  
Item 121 - Prefix.  
Item 122 - PRIDE Enterprises.  
Item 125 - Rosemount Office Systems.  
Item 135 - Sico North America.  
Item 139 - Southeastern Acoustical Panel.  
Item 142 - Steelcase.  
Item 144 - Sunkist Construction.  
Item 146 - Tab Products.  
Item 147 - Taylor Chair.  
Item 148 - Taylor Desk.  
Item 156 - Vertiflex Company.  
Item 158 - Vogel Peterson.  
Item 159 - Wabash Valley.  
Item 162 - Wenger Corporation.  
Item 163 - Wieland Furniture.  
Item 164 - White Office Systems.  
Item 168 - Wrightline.

52. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated expenditure amount of \$6,942,372. The award shall be made subject to the resolution of bid protests, if any.

RHH/dt