Norfolk Public Schools
The cornerstone of a proudly diverse community

Amendment #1
To Norfolk Public Schools
Contract #2015000069
Educational Furniture

Whereas, on April 11, 2016, Norfolk Public Schools (NPS) and SICO America, Inc. (Contractor) entered into Contract #2015000069, Educational Furniture; and

Whereas, both parties agree that it is necessary to modify the freight terms of the contract as set forth in Request For Proposal RFP-15006FL dated October 29, 2014;

Whereas, NPS agrees to revise the freight terms to ALLOW a logistics surcharge for all shipments outside of the Contiguous 48 United States,

Now, therefore, the parties hereto mutually agree as follows:

1. Allow up to a 30% logistics surcharge for all shipments outside of the Contiguous United States, thus expanding the coverage area and allowing use of this agreement by additional educational institutions.
2. Update and include the 2016 pricing as a reference guide for discounts (Attachment 1).
3. Debarment Status: By signing this amendment, SICO America, Inc. certify that they are not currently debarred or otherwise declared ineligible by any public agency from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation. In addition, SICO America, Inc. further certify that no principal, officer, or director of the applicant firm has been employed by or associated with any firm which is currently debarred or otherwise declared ineligible by any public agency from bidding/offering on contracts for the type of goods and/or services covered by this solicitation.

All other provisions of the contract are unchanged, and shall remain in force unless otherwise amended or modified in writing and signed by the parties herein.

IN WITNESS WHEREOF, NPS and the Contractor execute this Amendment to the Contract to be bound thereby.

SICO America, Inc.

By: _____
Signature

Dan Reisetter
Name (Typed or Printed)

National Sales Manager
Title

4/12/2016
Date

(DBA Norfolk Public Schools)

By: _____
Signature

Carol A. Robinson

Senior Director, Purchases & Supply

4/12/16
Date

Purchases and Supply Department
800 E. City Hall Avenue • Norfolk, Virginia 23510-2723
phone: (757) 628-3880 • fax: (757)628-3871

NORFOLK PUBLIC SCHOOLS

Contract 15006FL

for

Educational Furniture

with

SICO America, Inc.

Effective: March 5, 2015 to March 4, 2016

The following documents comprise the executed contract between the Norfolk Public Schools and Irwin Seating Company, effective March 5, 2015 to March 4, 2016:

I. Signed Contract #2015000069
II. Notice to Award
III. SICO America, Inc. response to the Norfolk Public Schools Request for Best and Final Offer
IV. Interview Response
V. Supplier's Response to the RFP
VI. Norfolk Public Schools Original RFP and Addendum #1

Norfolk Public Schools

The cornerstone of a proudly diverse community

Contract Title: National IPA Educational Furniture
Contract # 2015000069

This contract entered into this 25th day of February, 2015, by SICO America, Inc., 7525 Cahill RD, Minneapolis, MN 55439, hereinafter called "Contractor" and The School Board of the City Norfolk, DBA Norfolk Public Schools, herein after called "NPS".

WITNESSETH that the Contractor and NPS, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: Contractor shall provide the services to NPS as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From March 5, 2015 through, March 4, 2016. At the option of NPS, the Contract may be automatically extended up to four (4) additional one year terms.

The contract documents shall consist of:

(1) This signed form;
(2) The following portions of the Request for Proposals (RFP# 15006FL) dated 10/29/2014:
  (a) Proposal Instructions,
  (b) The Statement of Work/Specifications,
  (c) The General Provisions,
  (d) The Special Provisions together with any negotiated modifications of those Special Provisions,
  (e) Addendums #1 dated November 20, 2014;
(3) The Contractor's Proposal dated 12/01/2014, including any subsequent presentations and clarifications and BAFO responses, all of which documents are incorporated herein.

Debarment Status: By submitting their bids/proposals, bidders/offerors certify that they are not currently debarred or otherwise declared ineligible by any public agency from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation. In addition, bidders/offerors further certify that no principal, officer, or director of the applicant firm has been employed by or associated with any firm which is currently debarred or otherwise declared ineligible by any public agency from bidding/offering on contracts for the type of goods and/or services covered by this solicitation.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

SICO America, Inc.

By: _____

Dan Reisetter - National Sales Manager
Print Name/Print Title

Date: 2/24/2015

The School Board of the City of Norfolk:
(DBA Norfolk Public Schools)

By: _____

Carol Robinson
Senior Director, Purchases & Supply

Date: 3-2-15

Purchases and Supply Department
800 E. City Hall Avenue, Room 1205 • Norfolk, Virginia 23510-2723
phone: (757) 628-3880 • fax: (757) 628-3871

Norfolk Public Schools

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NOTICE OF AWARD

February 23, 2015

RFP-15006FL

IN RESPONSE TO RFP #15006FL (NPS/N-IPA EDUCATIONAL FURNITURE) POSTED OCTOBER 29, 2014 AND ADDENDUM #1 DATED NOVEMBER 20, 2014, NORFOLK PUBLIC SCHOOLS HEREBY ISSUES THIS NOTICE OF AWARD TO THE FOLLOWING SUPPLIERS:

- CONTRAX GROUP, LLC, 690 NE 23RD AVE, GAINESVILLE, FL 32609
- EXEMPLIS CORPORATION, 64155 KATELLA AVE, CYPRESS, CA 90630
- IRWIN SEATING COMPANY, 3251 FRUIT RIDGE AVE NW, GRAND RAPIDS, MI 49544
- KRUEGER INTERNATIONAL, INC., 1330 BELLEVUE ST, GREEN BAY, WI 54308
- RT LONDON, 1642 BROADWAY AVE NW, GRAND RAPIDS, MI 49504
- SICO AMERICA, INC., 7525 CAHILL RD, MINNEAPOLIS, MN 55439
- WENGER CORPORATION, 555 PARK DR, OWATONNA, MN 55060

THE PROPOSAL ALLOWED FOR MULTIPLE AWARDS THAT WERE BASED UPON INDIVIDUAL SUPPLIER CAPABILITIES AND PRODUCT LINE COVERAGE FOR SEVENTEEN DIFFERENT CATEGORIES OF EDUCATIONAL FURNITURE AND RELATED PRODUCTS. SUPPLIERS WERE SELECTED BASED UPON PROFICIENCY IN ONE OR MULTIPLE CATEGORIES. THE FURNITURE CATEGORIES INCLUDED LIBRARY, SHELVING, FREESTANDING, SCIENCE/LAB, CAFETERIA, EARLY CHILDHOOD, ART INSTRUCTIONAL, CTE, A/V, FIXED SEATING, STORAGE, TASK SEATING, RESIDENCE HALL, MUSIC/AUDIO, ATHLETIC TRAINING, DISPLAY CASES, HEALTHCARE, AND RELATED SUPPORT SERVICES.

THE SOLICITATION, THE PROPOSAL, AND THIS NOTICE OF ACCEPTANCE CONSTITUTE PART OF THE CONTRACT. ADDING A SIGNED CONTRACT WITH NORFOLK PUBLIC SCHOOLS AND NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE WILL CREATE THE FINAL CONTRACT.

CAROL A. ROBINSON, C.P.M., CPPO, CPPB, VCO
SENIOR DIRECTOR OF PURCHASES AND SUPPLY
(757) 628-3882 FAX (757) 628-3871
e-mail: crobinson@nps.k12.va.us

From:	Dan Reisetter
To:	Fred Ledbetter
Subject:	RE: RFP-15006FL Furniture
Date:	Friday, January 30, 2015 12:16:40 PM
Attachments:	SICO - BAFO Letter 20150130.pdf Presentation SICO.pdf 2015 SICO AMERICA - MASTER LIST PRICES.xls SICO AMERICA - RFP_Educational Furniture_Pricing Book.xls

Good Afternoon Mr. Ledbetter,

Please see attached SICO's BAFO. Please contact me should you have any questions.

We at SICO are very excited about the opportunity to be a contract holder, and look forward to your response.

Best Regards,

Dan Reisetter, National Sales Manager - Education Division, **SICO America, Inc.** Office: 952-829-5150, Cell: 651-492-7946, Fax: 952-941-6688, Email: dreisetter@sicoinc.com www.sicoinc.com

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From: Fred Ledbetter [mailto:fledbetter@nps.k12.va.us]
Sent: Thursday, January 29, 2015 11:39 AM
To: Dan Reisetter
Subject: RFP-15006FL Furniture
Importance: High

We are entering our final evaluation phase for RFP-15006FL Educational Furniture. To make sure that all considerations are evaluated, I've attached a letter requesting your Best and Final Offer (BAFO). This information will be used to complete final scoring and select companies to award this contract.

Thank you for your prompt attention…Fred

Fred Ledbetter, C.P.M.,VCO
Senior Buyer
Norfolk Public Schools
800 East City Hall AVE, Room 1205
Norfolk, VA 23510
757-628-3476
fledbetter@npsk12.com

SICO AMERICA INCORPORATED
Dan Reisetter, National Sales Manager – Education Division
7525 Cahill Road, Minneapolis, Minnesota 55439 USA
Toll Free: 800-328-6138; Phone: 952-829-5150; Fax: 952-941-6688
e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

SICO AMERICA INC.

An Affirmative Action, Equal Opportunity Employer

Friday January 30th, 2015

Mr. Fred Ledbetter, Senior Buyer
Purchases & Supply Department
Norfolk Public Schools
800 East City Hall Avenue, Room 1205
Norfolk, VA 23510-2723

RE: Best And Final Offer
REQUEST FOR PROPOSAL #: RFP-15006FL Norfolk Public Schools/National IPA

Mr. Ledbetter,

Thank you for your letter dated January 29th, 2015 in request of a Best and Final Offer from SICO America. We are honored to be among the organizations that you have selected as a finalist for the above mentioned contract. Here is our response:

1) Please see attached the slides used during the webinar presentation given by SICO on January 15th.
2) SICO acknowledges that (if awarded), Norfolk Public Schools will allow any designer, general contractor or sub-contractor to use the pricing of goods and/or services established through an award, provided such work is being performed for NPS or a N-IPA member organization.
3) Pricing:
    a. The prices and discounts submitted with our original response to the solicitation (attached) represent SICO's highest discount resulting in the lowest and most aggressive pricing for SICO products. With solicitations of this nature, it is not usually clear whether or not an opportunity to provide a Best And Final Offer will be presented. Therefore, our position has always been to submit the most aggressive pricing possible with the initial response.
    b. For all products offered in a standard chrome finish, SICO agrees to provide a 5% discount for customers who wish to select a powder coated finish as an option.
    c. There are no exclusions – The entire SICO product line is available using the same aggressive discount and pricing structure.
    d. Minimum order amount – SICO agrees as a part of it's final offer to lower the minimum order amount from $3,000 to $2,500. Orders below $2,500 will use the same pricing, but will be quoted with added applicable freight.

Thank you and please contact me with any questions or clarifications.
Respectfully,

Dan Reisetter

Dan Reisetter
SICO America

RE: Questions concerning responses to RFP-15006FL- Educational Furniture

As a follow up to your response for Request for Proposal 15006FL, Furniture Educational (K12/Higher Ed), the evaluation committee requests the following clarifications and/or changes to your proposal:

GENERAL QUESTIONS FOR ALL:

1. If service and conditions are acceptable, the initial term of this agreement may be extended for up to four additional 1-year periods.
   a. Would these discounts be honored for those renewal periods?
      YES – The discount percentages would be honored for the life of the contract including any extensions. The list price may change in the future. Such changes, if necessary, would be presented according to the terms of the agreement.
   b. Would price reductions based on marketplace changes, technology advances, process improvement and other factors, be provided if applicable?
      YES – SICO would provide any savings and reductions in price back in the form of increased product discounts.
   c. If your company engages with another group, cooperative, or public agency AND the pricing offered to them is below that being offered to NPS/N-IPA, would our pricing be changed to be below the new engagement?
      YES – The pricing offered to NPS/N-IPA is the lowest that SICO provides, with the exception of the Federal GSA contract which legally prohibits pricing lower.
2. What assistance will your company and/or dealers provide as to space planning, layout, and system design of furniture projects? Be specific and clearly indicate what services are provided at no charge and list the amounts for any billable services. You may also want to document any conditions that would restrict these services (location, quantity/cost {size} of order, time required, seasonal, etc.).
   SICO America, Inc. is able to provide the following service either directly or via our nationwide network of 3rd party independent representatives as a part of this RFP:
   <u>FREE Space Analysis and Planning Service</u>
   SICO America, Inc. and its Authorized Servicing Dealers will perform at the request of the NIPA member a no-charge space analysis survey and recommendation. This planning service will provide the NIPA member with a detailed layout plan (CAD file, PDF) of the site with SICO product placement for maximum use of space and efficiency. This is a free service provided as a part of this contract. Please see the attached example of an installation plan.
3. What is your turn around time for Designs?
   Typical turnaround time is from 2 to 4 weeks depending on the time of year, with the longest turnaround time being in the spring and summer months.
4. What is your turn around time for Quotes?
   24 hours for domestic and 48 hours for international requests

6. Throughout the term (possibly up to 5 years) of this solicitation, product lines may be added and discontinued by your company based upon production and market changes.
   a. Are all of your company's current product lines offered for this RFP?
      YES – All of SICO's product lines pertaining to all of its market areas are offered for this RFP.
      i. Were electronic copies provided for those catalogues? If not, please provide (e-mail or a link to on-line site is preferred).
         Here is a link to all of the key product information: http://www.sicoinc.com/literature/brochures.php
      ii. Are any of your products/lines excluded from this RFP and why?
         NO
   b. Will future product lines be added at similar discounts? How?
      YES – When SICO releases new products, revisions to our price lists will be released to reflect the addition of the new items. The new price list would be sent to NPS/N-IPA and implemented according to the terms of the agreement. The discounts offered for this RFP would then apply to the new price list.
   c. Through mergers and/or acquisitions, product lines may be added, discontinued, or changed. Would adjustments be made for these items to be available to members of this cooperative?
      YES
7. FOB Destination is preferred for this solicitation.
   a. Are your products delivered FOB Destination?
      YES
   b. If not, what is the reason for this and would there be a consistent percentage or dollar amount to add and achieve those delivery terms (FOB Destination)?
8. Is on-line order tracking available to customers?
   NO – However SICO does provide online order tracking and history to the dealer network.
9. Is your company in agreement with the National IPA Master Agreements and Administrative Fee provided within the specification for RFP-15006FL- Educational Furniture?
   a. YES or NO
      YES
   b. If No, explain your exceptions.
10. Please confirm understanding that if awarded, all RFP response documentation will be posted on the National IPA website in public view.
   Confirmed and understood.

Company Specific Questions:

1. Are orders to be placed directly with the manufacturer or through a dealer/sales network?
   Through the SICO America dealer network.
   a. If dealers or independent sales representatives are used to place/facilitate orders, what assurances will we have that we will get the best available pricing?
      Dealers will be required by SICO to extend the NPS/N-IPA published pricing for SICO products. The prices are set in advance and the dealer is not allowed to deviate to the end-customer.

i. How will the N-IPA pricing be verified consistently across your entire dealer network?

SICO requires the dealer to submit a copy of the final customer quotation and resulting purchase order back to SICO for verification.

ii. Would they be allowed to compete "against" the manufacturer and reduce their commissions? How would this be prevented?

This is not applicable since SICO will be utilizing its 3rd party dealer network as the primary sales vehicle, therefore SICO will not be in competition with them.

2. Please provide a list of your authorized dealer network

Please see the list attached.

3. Your response identifies a Minimum order of $3,000, however Pricing Tier reflects pricing starting at $0.00. Please clarify.

The minimum order threshold is in regard to freight. We will gladly accept all orders of any dollar amount, but those less than $3,000 will require that freight be added as a separate line item. (see question #5 for more detail) The price per unit will remain the same from $0 - $15,000 in Tier I.

4. Does your company participate in the GSA program?

YES

a. If so, how does the pricing provided for N-IPA compare?

Close, just slightly higher than GSA.

b. If so, how do the available product lines compare with those offered to N-IPA?

The same product lines are provided to the GSA.

c. If you are restricted from discounting less than for the GSA, is the N-IPA pricing equal or close?

YES, it is close just slightly higher than GSA.

d. If GSA pricing is reduced, will the N-IPA pricing be also reduced at a similar percentage?

YES

5. Please explain the reasoning behind having a minimum order threshold of $3,000. Can that be lowered? How will the freight be priced for small orders... Explain?

The minimum order threshold is in regard to freight. As per the terms of the RFP, freight is to be included in all price columns. For very small quantities (orders less than $3,000) the cost of freight is extremely high per unit and cannot be absorbed.

The minimum order threshold cannot be lowered unless other terms of the RFP were to change. Such as the volume tiers I-V.

We will gladly accept all orders of any dollar amount, but those less than $3,000 will require that freight be added as a separate line item. For these orders, freight will be calculated on a per order basis and added to the purchase price.

From:	Fred Ledbetter
To:	"Carla Smith"; Thomas R. Smigiel Jr; Melinda S. Fenton
Cc:	Dorantes,Christine; Vavra,Sarah
Subject:	FW: SICO - RFP-15006FL Educational Furniture
Date:	Thursday, January 15, 2015 7:54:01 AM
Attachments:	Presentation SICO.pdf

See attached

Fred Ledbetter, C.P.M.,VCO
Norfolk Public Schools
800 East City Hall AVE, Room 1205
Norfolk, VA 23510
757-628-3476

From: Dan Reisetter [mailto:dreisetter@sicoinc.com]
Sent: Thursday, January 15, 2015 8:12 AM
To: Fred Ledbetter
Subject: SICO - RFP-15006FL Educational Furniture

Good Morning Fred,

Please see the attached. These are the slides I will be using during the webinar this morning. I will have them on screen during the session, this copy is for anyone who may want to take notes on the presentation.

I look forward to the meeting.

Regards,

Dan Reisetter, National Sales Manager - Education Division, **SICO America, Inc.** Office: 952-829-5150, Cell: 651-492-7946, Fax: 952-941-6688, Email: dreisetter@sicoinc.com www.sicoinc.com

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From: Dan Reisetter
Sent: Monday, January 12, 2015 5:29 PM
To: 'Fred Ledbetter'
Subject: RE: RFP-15006FL Educational Furniture

Fred,

Please see the attached document of responses to the questions concerning responses to RFP-15006FL- Educational Furniture from SICO. In addition I have included a couple of additional files supporting the answers to the questions.

Also, for our Thursday 1/15/15 from 9 AM – 9:45 AM ET presentation, please reference the following contact information:

To Connect to the Online Webinar:

Attendee Meeting URL: https://www.anymeeting.com/429-011-544
Dial-in Number: (323)-920-0091 PIN: 261 0109#

If you have any questions, please let me know.

Regards,

Dan Reisetter, National Sales Manager - Education Division, **SICO America, Inc.** Office: 952-829-5150, Cell: 651-492-7946, Fax: 952-941-6688, Email: dreisetter@sicoinc.com www.sicoinc.com

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From: Fred Ledbetter [mailto:fledbetter@nps.k12.va.us]
Sent: Saturday, January 10, 2015 5:04 PM
To: Dan Reisetter
Subject: RFP-15006FL Educational Furniture
Importance: High

Congratulations! Your company has been selected as a semi-finalist in our search for exceptional companies to provide educational furniture products for Norfolk Public Schools and other agencies throughout the nationwide network of National-IPA. As we enter the home stretch towards selecting the companies to award the 2015 contract, there are still a few more areas to explore. In addition to us speaking with your references, we would like to find out a little more about your company and how it will be a good fit for this contract. Since we realize that planning a visit to our location may be expensive, especially with such short notice, we have scheduled time periods for you to interact with our evaluation team through electronic means.

Your scheduled presentation date and time is:
Thursday, 1/15/15 from 9 AM – 9:45 AM ET

Your presentation will allow you up to 30 minutes to identify how your company meets or exceeds the criteria listed in the RFP documents, as well as highlight other traits that distinguish your company from competitors. The remaining 15 minutes will consist of follow-up questions from the evaluation team. Please have your sales support team available for this event so any additional questions will be immediately answered.

We look forward to your presentation. Please confirm that you are available for the assigned time period and provide any dial-in or log-on information **no later than 4 PM ET on Tuesday, January 13th**.

To help you prepare, we have collected several questions that we would like answered prior to the presentation. See the attached sheet for a list of these questions. Our expectation is to receive your responses **by 4 PM ET on Tuesday, January 13th**. Use part of your presentation time to clarify or provide additional information about any of the questions which you feel need a better explanation.

Thank you for being a part of this process and we'll speak with you soon.

Fred Ledbetter, C.P.M.,VCO
Senior Buyer
Norfolk Public Schools
800 East City Hall AVE, Room 1205
Norfolk, VA 23510
757-628-3476
fledbetter@npsk12.com

Norfolk Public Schools National IPA

RFP-15006FL

SICO America, Inc.
Minneapolis, MN

Dan Reisetter
National Sales Manager
Thursday January 15, 2015

Agenda

- SICO company overview
- Why SICO
- The benefits of a SICO + NPS/N-IPA partnership
- Key components of the SICO response
- Future plans

SICO America, Inc. Confidential

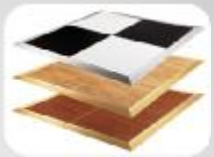
SICO Company Overview

- Founded 1951 – Family company, privately held, 3rd generation
- The first mobile folding cafeteria table
- Our focus: Effective use of space/Mobile folding equipment
  - Significant patents
  - Focus on sustainability
- Key markets
  - Education (K-12 & higher education)
  - Hospitality
  - Convention centers
  - Healthcare/Senior housing
  - Rental
- Global company
  - Eight affiliate companies with sales & service on every continent
- 3 USA manufacturing facilities

SICO America, Inc. Confidential

Why SICO

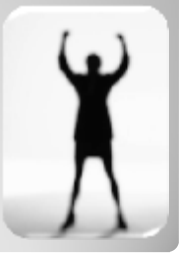
- Experience
  - 63 years in business, uninterrupted
  - K-12 and higher education markets since 1961
- Broad product line:
  - Cafeteria
  - Music - Mobile stages/risers
  - Portable dance floor
  - Foodservice
- Superior Quality
  - USA made, strong warranty
- Nationwide Dealer Network
  - 52 dealer organizations
- Service & sales support
  - 13 company salespeople, 200+ dealer salespeople
  - Factory service team, factory trained/authorized dealer service people, nationwide



SICO America, Inc. Confidential

The Benefits

- To NPS/N-IPA:
  - Strong, consistent volume year over year
  - Well known brand name
- To the Purchasing Agency:
  - SICO dealer network
    - Longevity, expertise, local factory-trained service & support
    - Fast response - customer care needs
    - Nationwide
  - Consistent, aggressive pricing without bidding
  - Superior quality products – Stand test of time
  - All products certified GreenGuard GOLD
- To SICO:
  - Increased efficiencies to benefit public agencies
  - Consistent purchase process nationwide
  - National IPA well known to customers



SICO America, Inc. Confidential

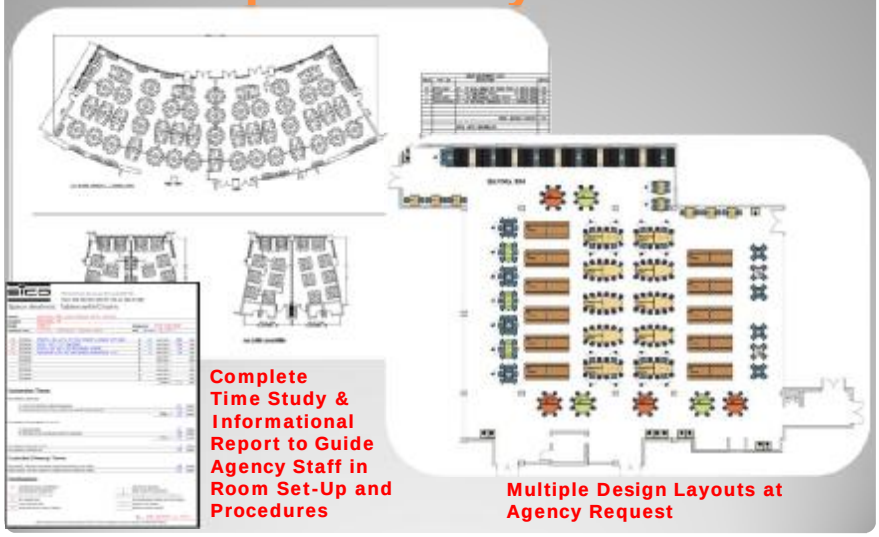
Key Components SICO Response

- Aggressive discount structure
  - Same discount structure across entire product line – simplicity
- SICO dealer network
  - Longevity, expertise
  - Local sales, service & support
  - All 50 states
- Promotion/Marketing
  - Tradeshow presence
  - Healthy marketing plan
  - Logo table program
- FREE Space Analysis Service
  - On site consultation
  - Professional electronic output
  - Conform to Federal ADA guidelines
  - No fee or obligation to the purchasing agency

SICO Products!

SICO America, Inc. Confidential

FREE Space Analysis Service



Complete Time Study & Informational Report to Guide Agency Staff in Room Set-Up and Procedures

Multiple Design Layouts at Agency Request

SICO America, Inc. Confidential

Future Plans

- Constant, industry leading innovation
  - Continually seeking new ways to help customers
  - Release new products on an annual basis
- Two new product lines coming in 2015
  - Will be incorporated into this contract when released
  - The same discounts would apply
- Continued sustainability efforts
  - Low-impact materials from renewable resources or recycled materials
  - Manufacturing processes that consume less energy
  - Committed to producing value-added products that are built to stand the test of time

SICO America, Inc. Confidential

Thank You!

SICO America, Inc.
Dan Reisetter
952-829-5150
dreisetter@sicoinc.com

Norfolk Public Schools

The cornerstone of a proudly diverse community

January 29, 2015

Dan Reisetter, National Sales Manager
SICO America, Inc.

RE: RFP-15006FL Educational Furniture

Dear Dan:

Thank you for responding to Norfolk Public Schools' formal solicitation for Educational Furniture dated 10/29/2014. The evaluation committee has reviewed all received proposals, evaluated any follow-up responses, and listened to presentations so that we can move forward with the selection process. As a result, your company has been selected as a finalist...Congratulations! Any Awards for this project will be selected from our finalist group.

The evaluation committee is requesting your "Best and Final" (BAFO) offer to assist with the Award selection. As time is of the essence, we would appreciate your response no later than 4 PM ET on Monday, February 2, 2015. Please address the following items in your BAFO response and provide supporting documentation:

- Return any presentation slides, webinar screenshots, or other documents that were offered during your recent oral presentation.
- If awarded, Norfolk Public Schools (NPS) will allow any Designer, General Contractor or Sub-Contractor to use the pricing of goods and/or services established through an Award, provided such work is being performed for NPS or a N-IPA member organization. Please acknowledge acceptance of this opportunity.
- List your FINAL pricing to include adjustments for freight, minimum purchase amounts, base prices, exclusions, fees, additional benefits, service costs, and any extra discounts.
- Submit other items to clarify and/or assist the selection process so your company is best represented prior to the Final Award.

Final scoring and Award will be based upon the responses from our finalists. Please note that due to the complexities associated with this RFP, multiple awards may be issued.

We look forward to receiving your final proposal.

Sincerely,

Fred Ledbetter, Senior Buyer
Purchases & Supply Department
Norfolk Public Schools

Purchases and Supply Department
800 E. City Hall Avenue, Room 1205 • Norfolk, Virginia 23510-2723
phone: (757) 628-3880 • fax: (757) 628-3871

Norfolk Public Schools
The cornerstone of a proudly diverse community

January 10, 2015

Dan Reisetter
SICO America

RE: Questions concerning responses to RFP-15006FL- Educational Furniture

As a follow up to your response for Request for Proposal 15006FL, Furniture – Educational (K12/Higher Ed), the evaluation committee requests the following clarifications and/or changes to your proposal:

GENERAL QUESTIONS FOR ALL:

1. If service and conditions are acceptable, the initial term of this agreement may be extended for up to four additional 1-year periods.
    a. Would these discounts be honored for those renewal periods?
    b. Would price reductions based on marketplace changes, technology advances, process improvement and other factors, be provided if applicable?
    c. If your company engages with another group, cooperative, or public agency AND the pricing offered to them is below that being offered to NPS/N-IPA, would our pricing be changed to be below the new engagement?
2. What assistance will your company and/or dealers provide as to space planning, layout, and system design of furniture projects? Be specific and clearly indicate what services are provided at no charge and list the amounts for any billable services. You may also want to document any conditions that would restrict these services (location, quantity/cost {size} of order, time required, seasonal, etc.).
3. What is your turn around time for Designs?
4. What is your turn around time for Quotes?
5. Throughout the term (possibly up to 5 years) of this solicitation, product lines may be added and discontinued by your company based upon production and market changes.
    a. Are <u>all</u> of your company's <u>current</u> product lines offered for this RFP?
        i. Were electronic copies provided for those catalogues? If not, please provide (e-mail or a link to on-line site is preferred).
        ii. Are any of your products/lines excluded from this RFP and why?
    b. Will future product lines be added at similar discounts? How?
    c. Through mergers and/or acquisitions, product lines may be added, discontinued, or changed. Would adjustments be made for these items to be available to members of this cooperative?
6. FOB Destination is preferred for this solicitation.
    a. Are your products delivered FOB Destination?
    b. If not, what is the reason for this and would there be a consistent percentage or dollar amount to add and achieve those delivery terms (FOB Destination)?
7. Is on-line order tracking available to customers?

Purchases and Supply Department
800 E. City Hall Avenue, Room 1205 • Norfolk, Virginia 23510
phone: (757) 628-3880 • fax: (757)628-3871

8. Is your company in agreement with the National IPA Master Agreements and Administrative Fee provided within the specification for RFP-15006FL – Educational Furniture?
    a. YES or NO
    b. If No, explain your exceptions.
9. Please confirm understanding that if awarded, all RFP response documentation will be posted on the National IPA website in public view.

Company Specific Questions:

1. Are orders to be placed directly with the manufacturer or through a dealer/sales network?
    a. If dealers or independent sales representatives are used to place/facilitate orders, what assurances will we have that we will get the best available pricing?
        i. How will the N-IPA pricing be verified consistently across your entire dealer network?
        ii. Would they be allowed to compete "against" the manufacturer and reduce their commissions? How would this be prevented?
2. Please provide a list of your authorized dealer network
3. Your response identifies a Minimum order of $3,000, however Pricing Tier reflects pricing starting at $0.00. Please clarify.
4. Does your company participate in the GSA program?
    a. If so, how does the pricing provided for N-IPA compare?
    b. If so, how do the available product lines compare with those offered to N-IPA?
    c. If you are restricted from discounting less than for the GSA, is the N-IPA pricing equal or close?
    d. If GSA pricing is reduced, will the N-IPA pricing be also reduced at a similar percentage?
5. Please explain the reasoning behind having a minimum order threshold of $3,000. Can that be lowered? How will the freight be priced for small orders...Explain?

Return your clarifications/changes via e-mail to:

fledbetter@npsk12.com no later than 4 PM ET on Tuesday, January 13th, 2015.

If you have any questions, please contact me at 757-628-3476.

Thank you,

Fred Ledbetter, C.P.M., Senior Buyer
(757) 628-3476 Fax (757) 628-3871
e-mail: fledbetter@npsk12.com

cc: NPS/N-IPA Evaluation Team

SICO AMERICA INC.

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Dan Reisetter, National Sales Manager – Education Division
7525 Cahill Road, Minneapolis, Minnesota 55439 USA
Toll Free: 800-328-6138; Phone: 952-829-5150; Fax: 952-941-6688
e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

Friday December 5th, 2014

Senior Director of Purchases & Supply
Norfolk Public Schools
800 East City Hall Avenue, Room 1205
Norfolk, VA 23510-2723

RE: **REQUEST FOR PROPOSAL #: RFP-15006FL**
National IPA Educational Furniture

Please accept this Proposal for consideration on the above-mentioned contract.

Included are all required forms, documentation and requirements. Thank you and please contact me with any questions or clarifications.

Respectfully,

Dan Reisetter
National Sales Manager

SICO America, Inc.
Education Division
7525 Cahill Road
Minneapolis, MN 55439

Phone: 800-842-6462
Cell: 651-492-7946
Fax: 952-941-6688
dreisetter@sicoinc.com

Norfolk Public Schools
The cornerstone of a proudly diverse community

NORFOLK PUBLIC SCHOOLS
DEPARTMENT OF PURCHASING & SUPPLY
800 E. City Hall Avenue, Room 1205
Norfolk, Virginia 23510-2723

www.nps.k12.va.us/purchases/index.htm

Telephone: (757) 628-3880 Fax: (757) 628-3871

ISSUE DATE: 10/29/2014	REQUEST FOR PROPOSAL #: RFP-15006FL	TITLE: **National IPA Educational Furniture**
DUE DATE/TIME: 12/09/2014, @ 2:00:00 PM local time		BUYER: FRED LEDBETTER, 757-628-3476 email: fledbetter@nps.k12.va.us
OPTIONAL PRE-BID CONFERENCE ON 11/14/2014 AT 10:00:00 AM local time (SEE SPECIAL TERMS & CONDITIONS)		

Sealed proposals subject to terms and conditions of this request will be received by Norfolk Public Schools Purchasing Agent at 800 E. City Hall Avenue, Room 1205, Norfolk, Virginia 23510-2723 on the due date and time specified, [and then publicly opened and read]. Additional proposal submission instructions can be found in the Special Terms and Conditions section in this document and in the NPS Vendors Manual.

Note: Norfolk Public Schools does not discriminate against faith-based organizations in accordance with the *Code of Virginia,* § 2.2-4343.1 or against a bidder/offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

NAME AND ADDRESS OF FIRM:
SICO AMERICA INC.
7525 CAHILL ROAD
MINNEAPOLIS, MN 55439

Telephone Number: (800) 742-6462
Facsimile Number: (952) 941-6688
Cell Number: (651) 492-7946
Email: dreisetter@sicoinc.com
VA State Corporation Commission (SCC) No.:
Virginia's Contractor's License:
Contractor Class:
D-U-N-S Number: 93-141-8545

In compliance with this Request for Proposal and to all the conditions imposed therein, the undersigned offers and agrees to furnish the Goods/Services at the price(s) indicated in the section C and Attachment 6.

DAN REISETTER NATIONAL SALES MGR.
Printed Name and Title of Authorized Signatory

Signature (blue or black ink)

12/1/2014
Date

Addenda Acknowledged		
Number: 1	Dated: 11/20/2014	DR
Number:	Dated:	
Number:	Dated:	
Number:	Dated	

Norfolk Public Schools
The cornerstone of a proudly diverse community

Acknowledged 12/1/2014

November 20, 2014

Request For Proposal # 15006FL

ADDENDUM # 1

IFB 15006FL: National IPA Educational Furniture

DATE AND TIME DUE: 02:00 P.M. ET ON DECEMBER 9, 2014

This Addendum forms a part of the Contract Documents and modifies the original Request For Proposal (RFP) dated October 29, 2014. It consists of five (5) pages. Acknowledge receipt of this Addendum in the space provided on the Norfolk Public Schools' Cover Page. Failure to do so may subject Offeror to disqualification.

Clarification/Modifications to the RFP Document:

1. Page 1, the NPS Cover Page, states that the proposals will be "publically opened and read". Delete this reference as the responses will not be publically opened and read.

2. Following are the Award Criteria and weights that will be used for evaluation

   - EXPERIENCE (Years in business, Number of clients, Revenue, Resources, Employee qualifications, Number of employees, etc.) – 15%
   - METHODOLOGY (How, What, When/Timeline, Where, Who/Support/Training, etc.) – 25%
   - NATIONAL IPA RESPONSE (Acceptance of Terms, Coverage area. Marketing Alliance, etc.) – 25%
   - PAST PERFORMANCE (References, Quality, Warranty/Follow-up, etc.) – 10%
   - PRICING (Catalogue Discount from List, Pricing book response, Handling Charges, Return Charges, Delivery charges, Installation Charges, Design charges and other charges that are added) – 25%

Purchases and Supply Department
800 E. City Hall Avenue –Room 1205 • Norfolk, Virginia 23510
phone: (757) 628-3880 • fax: (757)628-3871

NORFOLK PUBLIC SCHOOLS

Invitation for Bids # 15006FL
Addendum 1
Issue Date: November 20, 2014

Questions/Comments resulting from the pre-proposal conference held on 11/14/2014:

1. Must the responding supplier be able to support all geographical areas that are listed in the RFP? Answer: Suppliers are encouraged to respond with the geographic areas they are able to support effectively and efficiently. Suppliers' responses will be evaluated based on the Award Criteria to determine the response(s) that provides the best value.
2. My product shipping and installation costs may vary depending on the delivery location. Is it acceptable to charge additional amounts for service to select areas or States? Answer: It is permissible to provide a pricing structure with separate ancillary or add-on charges, however, the response must be very clear as to when the additional charges apply and how the charges are established. The pricing structure should be easily understood and easy to apply and evaluate.
3. Must the responding supplier be able to support all categories that are listed in the RFP? Answer: No. There are 18 categories and it is understood that some of these items may be a niche product and not provided by all suppliers

Acknowledged
12/1/2014

K. ATTACHMENTS

ATT 1: State Corporation Commission Form

(RFP)

Virginia State Corporation Commission ("SCC") registration information: **The undersigned Offeror:**

☐ is a corporation or other business entity with the following SCC identification number: _____ **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☒ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned Offeror's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

****NOTE** >>** Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals (NPS reserves the right to determine in its sole discretion whether to allow such waiver): ☐

Signature: _____ **Date:** 12/1/2014

Name: DAN REISETTER
Print

Title: NATIONAL SALES MANAGER

Name of Firm: SICO AMERICA, INC.

ATT 2: Anti-Collusion Statement

In the preparation and submission of this proposal on behalf of SICO AMERICA, INC (name of offeror), we did not either directly or indirectly enter into any combination or arrangement with any person, firm or corporation, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free competition in violation of the Sherman Anti-Trust Act, 15 USCS Sections 1 et seq., or the Conspiracy to Rig Bids to Government Statutes, Virginia Code Sections 59.1-69.6 through 59.1.69.9. The undersigned vendor hereby certifies that this agreement, or any claims resulting there from, is not the result of, or affected by, any act of collusion with, or any act of, another person or persons, firm or corporation engaged in the same line of business or commerce; and, that no person acting for, or employed by, the City of Norfolk has an interest in, or is concerned with, this proposal; and, that no person or persons, firm or corporation, other than the undersigned, have or are interested in this bid.

"...or otherwise take any action in the restraint of free competition in violation of the Sherman Antitrust Act, 15 USCS Sections 1 et seq.; the Virginia Antitrust Act, Virginia Code Sections 59.1-9.1 through 59.1-9.19; or the Conspiracy to Rig Bids to Government Statutes, Virginia Code Sections 59.1-69.6 through 59.1-69.9."

BY: _____ (SIGNATURE)

DAN REISETTER PRINT NAME

SICO AMERICA, INC COMPANY

7525 CAHILL ROAD BUSINESS ADDRESS

MINNEAPOLIS MN 55439 CITY, STATE, ZIP

12/1/2014 DATE

ATT 3: Debarment Statement

I certify that the applicant firm is not currently debarred or otherwise declared ineligible by any public agency from bidding for furnishing materials, supplies or services. I further certify that no principal, officer or director of the applicant firm has been employed by or associated with any firm which is currently debarred or otherwise declared ineligible by any public agency from bidding for furnishing materials, supplies or services.

I certify that the applicant firm has never been debarred, or otherwise declared ineligible by any public agency from bidding or furnishing materials, supplies or services. I further certify that no principal, officer or director of the applicant firm has ever been employed by or associated with any firm which has ever been debarred or otherwise declared ineligible by any public agency from bidding for furnishing materials, supplies or services.

BY: _____ (SIGNATURE)

DAN REISETTER PRINT NAME

SICO AMERICA INC. COMPANY

7525 CA HILL ROAD BUSINESS ADDRESS

MINNEAPOLIS MN 55439 CITY, STATE, ZIP

12/1/2014 DATE

SICO AMERICA INC.

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7525 Cahill Road, Minneapolis, Minnesota 55439 USA
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e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

REQUEST FOR PROPOSAL #: RFP-15006FL
Norfolk Public Schools - National IPA Educational Furniture

Executive Summary of Proposal

Thank you for your consideration for the above mentioned Educational Furniture contract with Norfolk Public Schools and National IPA.

Transforming rooms since 1951, SICO provides the best quality mobile/folding equipment with the lowest life-cycle costs, SICO products are designed, engineered, and manufactured to be great looking and easy to operate. SICO products include mobile/folding cafeteria tables, stages, choral risers, retractable Insta-Theatres and portable dance floors.

SICO America, Inc. offers everything necessary for complete and functional tables and seating in the school cafeteria or multi-purpose room environment with multiple choices of mobile folding tables with or without attached seating. SICO also offers many of its products in shapes and designs that allow usage in many other areas of public facilities, so public agencies get additional value through enhanced usage throughout their buildings. And, to make sure they are getting the product necessary to meet their needs today, tomorrow and for years to come, members can take advantage of a free SICO space analysis design service. This professional service will create a CAD or PDF file of the unique environment and layout the best possible configuration of products to meet the member's needs. This service is provided free of charge to the Mohave member.

Our presence in the global marketplace speaks for itself. The detailed engineering and superior manufacturing that goes into every SICO product is supported by excellent customer service that has made SICO the world leader in quality, design and service.

We at SICO are looking forward to a long-standing relationship with Norfolk Public Schools and the National IPA upon acceptance and award of the Educational Furniture contract.

Sincerely,

Dan Reisetter
National Sales Manager - Education Division
SICO America, Inc.

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REQUEST FOR PROPOSAL #: RFP-15006FL
Norfolk Public Schools - National IPA Educational Furniture

Experience, Resources and Qualifications of the Company and Key Personnel

i. Company Information:

1. Indicate status as an authorized distributor or manufacturer
   SICO America Inc. is a manufacturer

2. Describe capability to meet the minimum requirements of the national cooperative purchasing program through National IPA detailed herein.

   SICO America, Inc. has been in the business of providing superb quality mobile folding products to the Education industry for more than 60 years. SICO embodies a spirit of quality and safety in everything we do and with a dedicated executive team, staff of sales managers, 3rd party dealer network, engineers, operations and customer care all focused on providing the best possible service and experience to public agencies, our focus will be on exceeding the minimum requirements.

   Here is a summary of SICO America, Inc.'s capabilities that will allow us to exceed the minimum requirements:

   - Three USA manufacturing and distribution locations
   - A comprehensive line of products for public agencies
   - Solutions for multiple functional areas within public agencies
   - On-site consultative services with local representation in every state
   - Provide the highest overall value
   - A nationwide network of more than 50 third party independent dealers, with more than 300 salespeople located across the country
   - FREE Space planning and analysis services providing expert design and consultative information to public agencies
   - Multiple annual training sessions for inside and outside staff, focusing on the customer experience and providing the best value via national contracts

   For complete information see the detailed response to Exhibit 5 Attachment A

Dan Reisetter
National Sales Manager - Education Division
SICO America, Inc.

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e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

REQUEST FOR PROPOSAL #: RFP-15006FL
Norfolk Public Schools - National IPA Educational Furniture

Support Methodology and Approach

i. Describe how your company proposes to distribute the products/services to NPS and nationwide to Participating Public Agencies

SICO America has three manufacturing plants in the United States and employs more than 150 people nationwide. Those facilities are located at the following locations: Minneapolis, MN, Belleville, WI and Conway, AR. In each location SICO has a professional and dedicated operations team focused on the education product line.

In addition, each location has a dedicated staff of 4-6 employee individuals that are trained and certified to perform service at customer locations. However, typically this team is only used when the problem may be of a nature that the authorized SICO dealer service personnel are not able to efficiently and effectively provide a solution. This is typically a rare occurrence.

SICO America, Inc. employs 13 people in the factory sales team. All individuals on this team are 100% focused on public agencies and the products contemplated in this RFP:

Dan Reisetter – National Sales Manager – Minneapolis, MN
Deb Blackford – Education Sales Coordinator – Minneapolis, MN
Kendall Kragenbring – Regional Sales Manager – Minneapolis, MN
Alex Heredia – Regional Sales Manager – San Francisco, CA
Clif Ellis – Regional Sales Manager – Dallas, TX
Tony Kincade – Regional Sales Manager – Pittsburgh, PA
Tony Marcom – Regional Sales Manager – Raleigh, NC
Steve Gardner – National Sales Manager Leisure Markets – Minneapolis, MN
Rich Haring – Regional Sales Manager Leisure Markets – Milwaukee, WI
Robin Baumann – Leisure Sales Coordinator – Minneapolis, MN
Adam McMahon – National Sales Manager Direct Markets – Minneapolis, MN
Dan Larter – Sales Representative Direct Markets – Minneapolis, MN
Nick Roscoe – Sales Representative Direct Markets – Minneapolis, MN

In addition SICO America, Inc. has a nationwide network of more than 50 3rd party independent dealers employing more than 300 salespeople across the country. This dealer network provides numerous additional services to public agencies. (See below for more information)

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e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

ii. Identify all other companies that will be involved in processing, handling, or shipping of the products/services to the end user

SICO currently has more than 50 dealers in its Education Division dealer network. Please see the attached listing, which includes the names of the organizations, and their geographic locations. The dealer network typically spends roughly 95% of its time focused on educational and other public agency sales and service activities.

All SICO authorized dealer salespeople have been trained by factory staff to provide consultative product and design information to public agencies to assist with their furniture procurement efforts. As such, SICO has the ability to provide a hands-on, in person product demonstration with a sample and design meeting for all public agencies nationwide.

All SICO authorized dealers have the ability to provide on-site service at the customer's location. This service would include, but not be limited to: installation and unpacking new product deliveries, maintenance of existing products, repair services for existing products, and training for educational customer staff regarding proper use and safe operation of all products.

All SICO authorized dealer service technicians are trained by SICO employees in our factory in Minneapolis. In order for a SICO dealer to be approved for service activities, they must first have their technicians pass this course.

(Dealer listing attached)

iii. Discuss balance of line products and services offered to provide comprehensive educational furniture.

SICO America, Inc. is offering its complete catalog of products and services as a part of this RFP. Here is a list of all product categories and services offered:

FREE Space Analysis and Planning Service
Furniture Installation, Maintenance, Set-Up and Operational Training
Maintenance and Service Training for Public Agency Employees
Mobile Folding Cafeteria Tables
Mobile Folding Banquet Tables
Mobile Folding Conference and Boardroom Tables
Mobile Folding Meeting Room & Classroom Tables
Room Service Tables
Catering Tables
Cafeteria Buffet Stations
Buffet Tables & Food Warmers

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Folding Leg Tables
Choral Risers
Mobile Folding Meeting Room and Performance Stages
Meeting Room and Performance Stage Accessories (ADA Ramps, guardrail, stairs, drapes, etc.)
Portable Dance Floor

iv. Provide a description of the Services that can be provided by your firm.

SICO America, Inc. is able to provide the following services either directly or via our nationwide network of 3rd party independent representatives as a part of this RFP:

FREE Space Analysis and Planning Service

SICO America, Inc. and its Authorized Servicing Dealers will perform at the request of the NIPA member a no-charge space analysis survey and recommendation. This installation planning service will provide the NIPA member with a detailed layout plan of the site with SICO product placement for maximum use of space and efficiency. This is a free service provided as a part of this contract. Please see the attached example of an installation plan.

Furniture Installation, Set-Up and Operational Training

This service would include, but not be limited to: installation and unpacking new product deliveries, maintenance of existing products, repair services for existing products, and training for public agency staff regarding proper use and safe operation of all products.

Maintenance and Service Training for Public Agency Employees

Training on-site at the customer facility is available by SICO's 3rd party dealer network. This training would encompass the proper maintenance of products and light repair procedures for products. The training may be included along with an installation package. This service would provide on-site staff the resources and knowledge required to properly maintain and repair SICO products.

v. Provide ordering methods- online ordering, order tracking, search options, order history

Most orders will be placed directly with the SICO nationwide 3rd party dealer network, referencing the SICO NIPA contract number. The SICO dealer places the order with SICO with a copy of the NIPA member PO. SICO provides online order tracking and history to the dealer network. Orders may also be placed directly with SICO via email or fax.

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vi. Describe the ability to provide the full range of furniture and services to meet the demands of the Norfolk Public Schools and all Participating Public Agencies that opt to utilize the resulting Master Agreement through National IPA.

As described in the sections above, SICO has the ability to provide the full range of furniture in the related product categories to the SICO lines described. As such we can fully service Category V and Category XIV.

Dan Reisetter
National Sales Manager - Education Division
SICO America, Inc.

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REQUEST FOR PROPOSAL #: RFP-15006FL
Norfolk Public Schools - National IPA Educational Furniture

National Program Response

i. Provide a response to the national program.

1. Include a detailed response to Attachment 5, Exhibit A, National IPA Response for National Cooperative contract. Responses should highlight experience, demonstrate a strong national presence, describe how offeror will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to National IPA.

See Attached Below.

2. The successful offeror will be required to sign Attachment 5, Exhibit B, National IPA Administration Agreement. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to the National IPA Administration Agreement.

SICO America Inc. proposes NO EXCEPTIONS. See attached signed agreement.

ii. Highlight experience and strong national presence in the educational furniture industry.

SICO America Inc. and its education division are engaged in the business of selling furniture of various types and other ancillary products to K-12 public schools and other public entities across all 50 United States.

For over 60 years, SICO has been a leading, worldwide manufacturer of mobile folding products to help public agencies maximize the efficient use of their space. From our renowned portable dance floors to our full line of mobile folding tables, portable folding leg tables and easy to use mobile folding stages, we offer a host of innovative products that offer the same ingenuity and quality that so many of our customers have come to expect from SICO. With such a diverse family of products, SICO can fulfill the needs of any facility.

Our presence in the global marketplace speaks for itself. SICO has become a global leader of portable product solutions that optimize the use of space. SICO prides itself in delivering products that last the test of time while continuing a strong tradition of providing superior customer service. We are on the high end of quality, while our niche is products which allow spaces to be multi-purpose.

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e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

iii. Describe the current distribution model capable of delivering products nationwide, including the number, size and location of your company's distribution facilities, warehouses and retail network, where applicable. Describe your coverage of the United States.

SICO America has three manufacturing plants in the United States capable of servicing the entire United States. Those facilities are located at the following locations:

Location	Size
7525 Cahill Road Minneapolis, MN 55439	66,000 ft^2
555 Enterprise Avenue Belleville, WI 53508	40,000 ft^2
100 Exchange Avenue Conway, AR 72032	48,000 ft^2

In each location SICO has a professional and dedicated operations team focused on the education product line. In addition, each location has a dedicated staff of 4-6 employee individuals that are trained and certified to perform service at customer locations. However, typically this team is only used when the problem may be of a nature that the authorized SICO dealer service personnel are not able to efficiently and effectively provide a solution. This is typically a rare occurrence.

SICO America, Inc. employs 13 people in the factory sales team capable of covering the entire United States. All individuals on this team are 100% focused on public agencies and the products contemplated in this RFP:

Dan Reisetter – National Sales Manager – Minneapolis, MN
Deb Blackford – Education Sales Coordinator – Minneapolis, MN
Kendall Kragenbring – Regional Sales Manager – Minneapolis, MN
Alex Heredia – Regional Sales Manager – San Francisco, CA
Clif Ellis – Regional Sales Manager – Dallas, TX
Tony Kincade – Regional Sales Manager – Pittsburgh, PA
Tony Marcom – Regional Sales Manager – Raleigh, NC
Steve Gardner – National Sales Manager Leisure Markets – Minneapolis, MN
Rich Haring – Regional Sales Manager Leisure Markets – Milwaukee, WI
Robin Baumann – Leisure Sales Coordinator – Minneapolis, MN
Adam McMahon – National Sales Manager Direct Markets – Minneapolis, MN
Dan Larter – Sales Representative Direct Markets – Minneapolis, MN
Nick Roscoe – Sales Representative Direct Markets – Minneapolis, MN

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In addition, SICO America, Inc. has a nationwide network of more than 50, 3rd party independent dealers employing more than 300 salespeople across the country. This dealer network has the capability of servicing the entire United States and provides numerous additional services to public agencies. (See the attached listing provided in the Support Methodology and Approach Section)

Dan Reisetter
National Sales Manager - Education Division
SICO America, Inc.

SICO AMERICA INC.

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SICO AMERICA INCORPORATED
Dan Reisetter, National Sales Manager – Education Division
7525 Cahill Road, Minneapolis, Minnesota 55439 USA
Toll Free: 800-328-6138; Phone: 952-829-5150; Fax: 952-941-6688
e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

REQUEST FOR PROPOSAL #: RFP-15006FL
Norfolk Public Schools - National IPA Educational Furniture

National Program Response

3.0 SUPPLIER QUALIFICATIONS
Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through National IPA.

3.1 Company

A. Brief history and description of your company.

For over 50 years, SICO has been a leading, worldwide manufacturer of mobile folding products to help businesses maximize the efficient use of their space. From our renowned portable dance floors to our full line of mobile folding tables, portable folding leg tables and easy to use mobile folding stages, we offer a host of innovative products that offer the same ingenuity and quality that so many of our customers have come to expect from SICO. With such a diverse family of products, SICO can fulfill the needs of any facility.

Our presence in the global marketplace speaks for itself. SICO has become a global leader of portable product solutions that optimize the use of space. SICO prides itself in delivering products that last the test of time while continuing a strong tradition of providing superior customer service. We are on the high end of quality, while our niche is products which allow spaces to be multi-purpose.

SICO manufactures products designed for the efficient utilization of space. These include mobile folding tables, mobile folding stages, portable dance floors and wall beds manufactured and marketed by SICO worldwide. We have affiliates in England, Japan, Australia, Singapore, and America. The SICO headquarters is in Minneapolis, Minnesota, USA with other manufacturing plants located in America, Asia and Europe.

Corporate Philosophy
SICO has chosen to specialize in the challenge of making more effective and efficient use of space in buildings wherever people work, learn, live or play. We are committed to developing equipment to carry out this concept throughout the world. For such equipment to freely do its work it must be trouble free, strong, easy to clean, safe to handle in experienced hands and must discipline the movement of people.

Mission Statement
The SICO Group aims to provide, on a global scale, effective products for the creation and performance of multi-purpose areas, primarily in the Hospitality, Leisure, and Education markets. Our primary strategy is continually to seek a complete understanding of these markets.

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Vision Statement

Our vision is to have a seamless company as seen by our customers. We will supply all our customers world-wide with the same product, quality, service, lead-time, and strive for consistent pricing.

B. Total number and location of sales persons employed by your company.

SICO America, Inc. employs 13 people in the factory sales team capable of covering the entire United States. All individuals on this team are 100% focused on public agencies and the products contemplated in this RFP:

Dan Reisetter – National Sales Manager – Minneapolis, MN
Deb Blackford – Education Sales Coordinator – Minneapolis, MN
Kendall Kragenbring – Regional Sales Manager – Minneapolis, MN
Alex Heredia – Regional Sales Manager – San Francisco, CA
Clif Ellis – Regional Sales Manager – Dallas, TX
Tony Kincade – Regional Sales Manager – Pittsburgh, PA
Tony Marcom – Regional Sales Manager – Raleigh, NC
Steve Gardner – National Sales Manager Leisure Markets – Minneapolis, MN
Rich Haring – Regional Sales Manager Leisure Markets – Milwaukee, WI
Robin Baumann – Leisure Sales Coordinator – Minneapolis, MN
Adam McMahon – National Sales Manager Direct Markets – Minneapolis, MN
Dan Larter – Sales Representative Direct Markets – Minneapolis, MN
Nick Roscoe – Sales Representative Direct Markets – Minneapolis, MN

C. Number and location of support centers (if applicable).

SICO America has three manufacturing plants in the United States. Those facilities are located at the following locations: Minneapolis, MN, Belleville, WI and Conway, AR.

In each location SICO has a staff of 4-6 employee individuals that are trained and certified to perform service at customer locations. However, typically this team is only used when the problem may be of a nature that the authorized SICO dealer service personnel are not able to efficiently and effectively provide a solution. This is typically a rare occurrence.

In addition, SICO currently has more than 50 dealers in its Education Division dealer network. All SICO authorized dealers have the ability to provide on-site service at the customer's location. This service would include, but not be limited to: installation and unpacking new product deliveries, maintenance of existing products, repair services for existing products, and training for educational customer staff regarding proper use and safe operation of all products.

All SICO authorized dealer service technicians are trained by SICO employees in our factory in Minneapolis. In order for a SICO dealer to be approved for service activities, they must first have their technicians pass this course.

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D. Annual sales for the three previous fiscal years.

[redacted]

E. Submit your FEIN and Dunn & Bradstreet report.

See the attached.

3.2 Distribution, Logistics

A. Describe how your company proposes to distribute the products/service nationwide.

SICO America has three manufacturing plants in the United States. Those facilities are located at the following locations: Minneapolis, MN, Belleville, WI and Conway, AR. In each location SICO has a professional and dedicated operations team focused on the education product line.

In addition, each location has a dedicated staff of 4-6 employee individuals that are trained and certified to perform service at customer locations. However, typically this team is only used when the problem may be of a nature that the authorized SICO dealer service personnel are not able to efficiently and effectively provide a solution. This is typically a rare occurrence.

SICO America, Inc. employs 13 people in the factory sales team. All individuals on this team are 100% focused on public agencies and the products contemplated in this RFP:

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Deb Blackford – Education Sales Coordinator – Minneapolis, MN
Kendall Kragenbring – Regional Sales Manager – Minneapolis, MN
Alex Heredia – Regional Sales Manager – San Francisco, CA
Clif Ellis – Regional Sales Manager – Dallas, TX
Tony Kincade – Regional Sales Manager – Pittsburgh, PA
Tony Marcom – Regional Sales Manager – Raleigh, NC
Steve Gardner – National Sales Manager Leisure Markets – Minneapolis, MN
Rich Haring – Regional Sales Manager Leisure Markets – Milwaukee, WI
Robin Baumann – Leisure Sales Coordinator – Minneapolis, MN

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Adam McMahon – National Sales Manager Direct Markets – Minneapolis, MN
Dan Larter – Sales Representative Direct Markets – Minneapolis, MN
Nick Roscoe – Sales Representative Direct Markets – Minneapolis, MN

In addition SICO America, Inc. has a nationwide network of more than 50, 3rd party independent dealers employing more than 300 salespeople across the country. This dealer network provides numerous additional services to public agencies.

B. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.

SICO currently has more than 50 dealers in its Education Division dealer network. Please see the attached listing, which includes the names of the organizations, and their geographic locations. The dealer network typically spends roughly 95% of its time focused on educational and other public agency sales and service activities.

All SICO authorized dealer salespeople have been trained by factory staff to provide consultative product and design information to public agencies to assist with their furniture procurement efforts. As such, SICO has the ability to provide a hands-on, in person product demonstration with a sample and design meeting for all public agencies nationwide.

All SICO authorized dealers have the ability to provide on-site service at the customer's location. This service would include, but not be limited to: installation and unpacking new product deliveries, maintenance of existing products, repair services for existing products, and training for educational customer staff regarding proper use and safe operation of all products.

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(Dealer listing attached)

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C. Provide the number, size and location of your company's distribution facilities, warehouses and retail network as applicable.

SICO America has three manufacturing plants in the United States capable of servicing the entire United States. Those facilities are located at the following locations:

Location	Size
7525 Cahill Road Minneapolis, MN 55439	66,000 ft^2
555 Enterprise Avenue Belleville, WI 53508	40,000 ft^2
100 Exchange Avenue Conway, AR 72032	48,000 ft^2

D. State any return and restocking policy and fees, if applicable, associated with returns.

All exchange and returns require an RMA. Please contact SICO Customer Care at 1-800-328-6138 to request an RMA. No freight returns will be accepted without prior authorization and approval. Most SICO products are custom designed to order and are therefore not able to be returned without a re-stocking charge. The typical re-stocking charge is 25% of the purchase price.

3.3 Marketing and Sales

A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as your company's primary go to market strategy for Public Agencies to your teams nationwide, to include, but not limited to:

a. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days

b. Training and education of your national sales force with participation from the executive leadership of your company, along with the National IPA team within first 90 days

Within 10 days:
SICO America will create and distribute a memorandum to all SICO employees and 3rd party independent dealer owners, managers and sales staff announcing the award. The contents of the memo will stipulate that the President of SICO America, Ken Steinbauer, was the sponsor of this award and with his endorsement the go-to-market strategy for SICO to the public sector will be the NIPA.

In addition, SICO will send press releases to all major local and nationwide news feeds with a similar message.

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Within 90 days:
SICO will hold an internal, NIPA training in conjunction with the National IPA team and Ken Steinbauer, President of SICO America. This training will cover an overview of the NIPA contract, the terms and conditions; the pricing program SICO is offering, how we will roll it out to our dealer network, key features of the master agreement, working knowledge of the solicitation process, awareness of the range of public agencies that can utilize the master agreement through National IPA, etc.

SICO regional sales managers, once trained by SICO contract manager and the National IPA team, will work with the sales managers from each of our 50+ 3rd party independent dealers to promote the contract and the customer messaging through their respective sales teams. In addition, SICO America provides hands-on dealer training multiple times annually at our headquarters location to all new SICO sales employees and dealer salespersons from all over the country. Upon award, SICO will incorporate a section into that training that will include an overview of the NIPA contract, the terms and conditions; the pricing program SICO is offering, key features of the master agreement, working knowledge of the solicitation process, awareness of the range of public agencies that can utilize the master agreement through National IPA, etc. In addition, we will train on a sales process that includes messaging to the customer regarding the use of the NIPA contract to promote the ease of use of the contract, the buying power and the competitively bid pricing.

B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Pubic Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:

a. Creation and distribution of a co-branded press release to trade publications within first 10 days

b. Announcement, contract details and contact information published on the company website within first 30 days

c. Design, publication and distribution of co-branded marketing materials within first 90 days

d. Commitment to attendance and participation with National IPA at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement

e. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by National IPA for partner suppliers. Booth space will be purchased and staffed by your company. In addition, you commit to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by National IPA.

f. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement

g. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, etc.)

h. Dedicated National IPA internet web-based homepage with:

- **National IPA standard logo;**
- **Copy of original Request for Proposal;**
- **Copy of contract and amendments between Principal Procurement Agency and Supplier;**

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- **Summary of Products and pricing;**
- **Marketing Materials**
- **Electronic link to National IPA's online registration page;**
- **A dedicated toll free number and email address for National IPA**

The general marketing strategy for SICO is two-fold: First, to increase the internal (and within our 3rd party dealer network) the knowledge and awareness that the contract is available for use as a selling strategy and means of providing a streamlined purchasing process for the customer. The second piece of the strategy is to generate and increase awareness of the NIPA-SICO relationship so our customers know of the ability to purchase SICO using the contract.

We plan to accomplish the above using the following tactics, with timeline:
Within 10 Days:

- Announce the NIPA award via email blast to the 75,000+ customers currently in our own in-house database; also include an announcement along with regular mailers and invoices to the customer base.
- Creation and distribution of a co-branded press release to trade publications, news agencies and media outlets.
- SICO internal employees will add a tagline with co-branding announcing the contract award to their email signatures.

Within 30 Days:

- Create a dedicated NIPA page within www.sicoinc.com informing visitors of their opportunity to purchase using the contract, including the following information:
    - Above announcement (with link from homepage)
    - Contract details
    - Contact information
    - National IPA logo
    - Contract documents:
        - Copy of original Request for Proposal
        - Copy of contract and amendments between Principal Procurement Agency and Supplier
    - Summary of SICO products and pricing
    - Marketing materials
    - Electronic link to National IPA's online registration page
    - A dedicated SICO toll free number and email address for National IPA
- Add NIPA logo/branding to various other pages within www.sicoinc.com along with a link to the dedicated NIPA page
- SICO uses our own website www.sicoinc.com as the primary vehicle for electronic marketing and product awareness. Our website provides all the necessary product information, videos, brochures, specifications and technical data on all SICO products which makes it the ideal place for NIPA agencies to get needed information. In addition, SICO does all the maintenance and updates of our website with our own dedicated internal staff. Changes and additions to the site can happen seamlessly and with very little wait time.
- Incorporate an NIPA contract section into our dealer sales training program.

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Within 90 Days:

- Add NIPA logo/branding to all SICO Education market specific brochures and literature.
- Add NIPA logo/branding to ads placed in local, regional and national print media that specifically relate to Education markets.
- Conduct internal SICO staff training for the NIPA award.
- Conduct SICO led training of dealer sales teams for NIPA award.
- Create an NIPA one-page flyer informing customers of the contract relationship that will be used by salespersons as a leave-behind, tradeshow handout, customer mailer, etc.
- Tradeshows – SICO will utilize signage at all tradeshow events identifying SICO as an NIPA contract holder. In addition, SICO will create a custom Socializer Table that incorporates the NIPA logo/branding for use as a display at SICO tradeshow events. (See attached example) This product will display SICO's ability to create custom logo products and promote the NIPA-SICO partnership.
    - SICO America, Inc. agrees to the requirement for commitment to attendance and participation with National IPA at national, regional and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement
    - SICO America, Inc. agrees to the requirement for commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by National IPA for partner suppliers. In addition, SIOCO commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by National IPA.
- Ongoing marketing and promotion for the NIPA award will be achieved via the following:
    - Include announcements and reminders about the NIPA contract in our regular dealer bulletins and dealer webinars.
    - Incorporate an NIPA contract section into our employee and dealer sales training programs.
    - Additions into product, customer and opportunity presentations.
    - Add NIPA logo/branding to all new SICO Education market specific brochures and literature.
    - Create and distribute case studies following successful completion of projects sold using the NIPA contract.

C. Describe how your company will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through National IPA. Include a list of current cooperative contracts (regional and national) your company holds and describe how the Master Agreement will be positioned among the other cooperative agreements.

For customers wishing to purchase using a competitively bid contract, SICO America, Inc. will explain and detail the savings and full benefits of using the NIPA, first and foremost. For customers that are not currently using a cooperative purchasing program, SICO America, Inc. will introduce them to NIPA as an excellent means of bypassing the lengthy, time consuming and expensive bidding process while still being able to realize the full value of reciving product that has been competitively bid.

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Current Cooperative Contracts:
TIPS-TAPS – Texas Inter Local Procurement System-Texas/Arkansas Procurement System Cooperative procurement contract.
METRO 916 - Cooperative procurement contract based in Minnesota. Primarily for Minnesota members, but has been used in other states.
Texas Buyboard - Texas Association of School Boards cooperative purchasing agreement.

In the case of the above currently held agreements – They are all regional in nature and very little known outside of the state where they originated. The NIPA, being a truly national cooperative will be the go-to contract for SICO selling efforts in all areas.

D. Acknowledge that your company agrees to provide its company/corporate logo(s) to National IPA and agrees to provide permission for reproduction of such logo in marketing communications and promotions.

Acknowledged and agreed upon.

E. Supplier is responsible for proactive direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by National IPA. All sales materials are to use the National IPA logo. At a minimum, the Supplier's sales initiatives should communicate:

- **i. Master Agreement was competitively solicited by a Principal Procurement Agency**
- **ii. Best government pricing**
- **iii. No cost to participate**
- **iv. Non-exclusive contract**

Acknowledged and agreed upon.

F. Supplier is responsible for the training of its national sales force on the Master Agreement. At a minimum, sales training should include:

- **i. Key features of Master Agreement**
- **ii. Working knowledge of the solicitation process**
- **iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through National IPA**

SICO will hold an internal, NIPA training in conjunction with the National IPA team and Ken Steinbauer, President of SICO America. This training will cover an overview of the NIPA contract, the terms and conditions; the pricing program SICO is offering, how we will roll it out to our dealer network, key features of the master agreement, working knowledge of the solicitation process, awareness of the range of public agencies that can utilize the master agreement through National IPA, etc.

SICO regional sales managers, once trained by SICO contract manager and the National IPA team, will work with the sales managers from each of our 50+ 3rd party independent dealers to promote the contract and the customer

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messaging through their respective sales teams. In addition, SICO America provides hands-on dealer training multiple times annually at our headquarters location to all new SICO sales employees and dealer salespersons from all over the country. Upon award, SICO will incorporate a section into that training that will include an overview of the NIPA contract, the terms and conditions; the pricing program SICO is offering, key features of the master agreement, working knowledge of the solicitation process, awareness of the range of public agencies that can utilize the master agreement through National IPA, etc. In addition, we will train on a sales process that includes messaging to the customer regarding the use of the NIPA contract to promote the ease of use of the contract, the buying power and the competitively bid pricing.

G. Provide contact information for the person(s), who will be responsible for:

a. Marketing

Pat van der Lugt
Director of Marketing
pvanderlugt@sicoinc.com
800-742-6462

b. Sales

Dan Reisetter
National Sales Manager
dreisetter@sicoinc.com
800-742-6462
651-492-7946

c. Sales Support

Deb Blackford
Order Coordinator Education
dblackford@sicoinc.com
800-742-6462

d. Financial Reporting

Deb Blackford
Order Coordinator Education
dblackford@sicoinc.com
800-742-6462

e. Contracts

Executive Corporate Sponsor
Ken Steinbauer
President
ksteinbauer@sicoinc.com
800-742-6462

National Account Manager
Dan Reisetter
National Sales Manager
dreisetter@sicoinc.com
800-742-6462
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H. Describe in detail how your company's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

See the attached organizational chart.

I. Explain in detail how the sales teams will work with the National IPA team to implement, grow and service the national program.

SICO regional sales managers, once trained by SICO contract manager and the National IPA team, will work with the sales managers from each of our 50+ 3rd party independent dealers to promote the contract and the customer messaging through their respective sales teams. Once completed they will continually work along with the National IPA Team to promote the use of the contract to new prospective clients on customers calls, at trade events, and via local and regional marketing efforts.

J. Explain in detail how your organization will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, etc.

The main contract management function will be with one person, Dan Reisetter, National Sales Manager with support functions to be provided by Deb Blackford, order coordinator. As such, all pricing and product information as it relates to the NIPA and SICO's internal systems will be managed by these two functions. In addition, new agency set up will clear via the Order Coordinator prior to the processing of any purchase order. In addition, all sales and marketing functions as they relate to the NIPA will be handled and managed via the same contract manager, the National Sales Manager for SICO with support provided by the marketing director at the direction of the contract manager.

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K. State the amount of your company's Public Agency sales for the previous fiscal year. Provide a list of your top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.

L. Describe your company's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

SICO America, Inc. and all of its aforementioned authorized dealers are capable of receiving purchase orders via fax, EDI or email electronic submission. When a purchase order is submitted - within 48 hours SICO will acknowledge back via electronic means directly from our order coordination desk. Within 5 business days SICO will acknowledge each purchase order with a formal purchase order acknowledgment sent via US Mail. Both of these acknowledgement formats include SICO's commitment to meeting the delivery schedule. SICO America, Inc. utilizes the latest in M.R.P. software and process methodology to ensure that we meet all acknowledged delivery times and expectations.

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All SICO invoices and invoices on the part of its Authorized Servicing Dealers/Subcontractors provide the following information: Contract number, School project number, Manufacturers name, PO date, PO number, Date of delivery, Date of shipment, Price per unit and in total. All invoices are provided via electronic mail or US mail.

M. Provide the Contract Sales (as defined in Section 10 of the National Intergovernmental Purchasing Alliance Company Administration Agreement) that your company will guarantee each year under the Master Agreement for the initial three years of the Master Agreement.

[redacted]

N. Even though it is anticipated that many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation that is for Products covered under the Master Agreement. Detail your strategies under these options when responding to a solicitation.

i. Respond with Master Agreement pricing (Contract Sales reported to National IPA).

SICO America would agree that this would be the most advantageous situation and we would respond as indicated by providing master agreement pricing.

ii. If competitive conditions require pricing lower than the standard Master Agreement pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to National IPA under the Master Agreement.

SICO America would not respond with this strategy as providing pricing lower than the master agreement pricing violates the terms of the master agreement.

iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement.

SICO America would respond with this strategy only as a last resort, after explaining the additional savings they would be forfeit, and upon the agency completely refusing to utilize Master Agreement.

iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

SICO America does not believe this is a valid scenario as multiple proposals from an individual manufacturer or bidder would not be allowed in almost all cases. However, if this unlikely occurrence were to happen, it would

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stand to reason that the leading or first response should be the most favorable, which would be the master agreement pricing. The alternate proposal would be the higher price.

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Past Prior Performance

i. List at least five (5) major education clients, client contact information, and description of products/services provided. Include estimated spend for the last three (3) years.

[redacted]

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Pricing

i. Provide price proposal on the Educational Pricing Book, Attachment 6.

See attached.

ii. Furniture prices shall be FOB destination.

Acknowledged and agreed upon.

iii. Maximum shipping times must be provided per line item.

Maximum shipping time for all of SICO products is 4 – 7 weeks following receipt of order.

iv. State any return and restocking policy, and any fees, if applicable, associated with returns.

All exchange and returns require an RMA. Please contact SICO Customer Care at 1-800-328-6138 to request an RMA. No freight returns will be accepted without prior authorization and approval. Most SICO products are custom designed to order and are therefore not able to be returned without a re-stocking charge. The typical re-stocking charge is 25% of the purchase price.

v. State warranty provisions (see Special Terms & Conditions, Section G, Item 23, Warranty)

SICO warrants its products in accordance with the warranty documentation set forth and provided by SICO in this agreement. All warranty and repair or replacement timelines will be met to best of the ability of SICO. For warranty work to be initiated please find the serial number on the specific SICO product with the repair issue and contact SICO Customer Care at 1-800-328-6138. See attached warranty overview attachments.

Non-warranty repair work will be quoted on the basis of time and materials.

vi. Provide details of and propose additional discounts for volume orders, special manufacturer's offers, minimum order quantity, free goods program, total annual spend, etc.

Additional discounts for volume orders are detailed in the Educational Pricing Book, Attachment 6.

Minimum order is $3,000. Orders below $3,000 will be quoted with added applicable freight and charges.

SICO AMERICA INC.

An Affirmative Action, Equal Opportunity Employer

SICO AMERICA INCORPORATED
Dan Reisetter, National Sales Manager – Education Division
7525 Cahill Road, Minneapolis, Minnesota 55439 USA
Toll Free: 800-328-6138; Phone: 952-829-5150; Fax: 952-941-6688
e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

vii. Provide available payment terms

NET 30

viii. Can P-cards be used for payment? Are there any convenience fees?

SICO America acknowledges the convenience of using credit cards to pay invoices and as such accepts most major credit cards to include: Visa, MasterCard, and American Express. There will be no added convenience fees to use the credit cards accepted by SICO America.

PRICE BOOK COVER SHEET

RFP-15006FL

Educational Furniture

Norfolk Public Schools / National IPA

RFP Due December 9, 2014 at 02:00:00 PM ET

This spreadsheet contains multiple tabs that correspond with the Categories listed below. Each tab should be completed by providing all relevant pricing being offered by your company. If you do not wish to offer pricing for a particular category or item, enter "N/A" in the corresponding sections. A "NOTE" area is located at the bottom of each category sheet and may be used to provide any special instructions or other furniture options. The last tab, labeled "Spec for Evaluation", is to be completed with pricing for specific items. Additional information is found in the Bid Documents. Because, this information will be a factor in the final award process, make sure that as much data as possible is provided. If an "Equal" is being proposed, type/write "SUB" in the 3rd column and include the Manufacturer's name and the Model Number of the item. Additional information may be provided on separate documents, provided they are referenced for easy identification.

Category I: Freestanding Education/Classroom/School Furniture-furniture, (including folding and mobile) desks, tables and related school accessories.
Category II: Library Furniture and Shelving -complete catalog selection of library furniture and shelving.
Category III: Technology Educational Furniture-complete catalog selection of technology furniture to support technology learning environments.
Category IV: Science-Lab Educational Furniture-complete catalog selection of science laboratory furniture.
Category V: Cafeteria-complete catalog selection of cafeteria furniture.
Category VI: Early Childhood Furniture-complete catalog selection of early childhood furniture (including pre-school items).
Category VII: Art Instructional Furniture-complete catalog selection of art instructional furniture.
Category VIII: Career & Technical Education (Vocational Arts) Furniture and Equipment- complete catalog selection of career vocational arts furniture and equipment, including, but not limited to: Cosmetology, Nursing, Trades, Crafts, Technicians, Engineering, etc.
Category IX: Audio Visual Furniture-complete catalog selection of audio/visual furniture.
Category X: Fixed Seating (auditorium/lecture)-complete catalog selection of auditorium/lecture hall seating.
Category XI: Residence Hall Furniture-complete catalog selection of Residential Hall furniture.
Category XII: Storage-complete catalog selection of filing systems including vertical and lateral files, bookcases, mobile cabinets, and accessories.
Category XIII: Task seating, seating-office, lounge, conference room, break areas.
Category XIV: Music/Audio Lab Furniture and Accessories – Storage, mobile carts, display units, stands, cases, seating, and other similar items used in Music/Band instruction.
Category XV: Athletic Training/Facility Furniture and Special Events – Benches, equipment storage, mobile carts and similar items.
Category XVI: Display Cases/Shelving - Trophy and awards shelving/storage, custom displays, bulletin boards, banner holders, specialty cases.
Category XVII: Healthcare Furniture-Catalogue selection of furniture used in Nursing Stations, Dispensary/First-Aid areas, Guidance/Social Psychology Offices, and other similar areas.
Category XVIII: Related Support Services (Delivery/Design/Install, etc.) - design and layout, fabric and color design services and other related services requested by the customer.
Spec for Evaluation: Pricing Book to be completed for a sampling of products being quoted for the proposal.

Category I
Freestanding Classroom and Educational Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category II
Library Furniture and Shelving

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category III
Technology Educational Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category IV
Science-Lab Educational Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category V
Cafeteria

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
SICO AMERICA INC	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	45.00%	43.00%	39.00%
	$15,001 to $50,000	45.00%	43.00%	39.00%
	$50,001 to $100,000	46.50%	44.50%	40.50%
	$100,001 to $250,000	48.00%	46.00%	42.00%
	$250,001 and up negotiated			

Standard Delivery Time	4 - 7 WEEKS FROM RECEIPT OF ORDER
Reference Current Calalog	12/1/2014 SICO MASTER LIST PRICE (ATTACHED)
Effective Dates of Catalog	12/1/2014 - 11/30/2015

NOTES:

Most SICO America, Inc. cafeteria products come standard with a chrome finish included.

SICO offers a 5% discount for black or powdercoat finishes.

Category VI
Early Childhood Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category VII
Art Instructional Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category VIII
Career & Technical Education Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category IX
Audio Visual Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category X
Fixed Seating (auditorium/lecture)

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XI
Residence Hall Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XII
Storage

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XIII
Task Seating

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XIV
Music/Sudio Lab Furniture & Accessories

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	45.00%	43.00%	39.00%
	$15,001 to $50,000	45.00%	43.00%	39.00%
	$50,001 to $100,000	46.50%	44.50%	40.50%
	$100,001 to $250,000	48.00%	46.00%	42.00%
	$250,001 and up negotiated			

Standard Delivery Time	4 - 7 WEEKS FROM RECEIPT OF ORDER
Reference Current Calalog	12/1/2014 SICO MASTER LIST PRICE (ATTACHED)
Effective Dates of Catalog	12/1/2014 - 11/30/2015

NOTES:

Category XV
Athletic Training/Facility Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XVI
Display Cases/Shelving

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XVII
Healthcare Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	NA	NA	NA
	$15,001 to $50,000	NA	NA	NA
	$50,001 to $100,000	NA	NA	NA
	$100,001 to $250,000	NA	NA	NA
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XVIII
Related Support Services

Please use this sheet to note any related services and their proposed discount structure/pricing, this includes but is not limited, design services, quick ship, fabric/color design services or any other related support services your company can offer:

SICO America, Inc. and its Authorized Servicing Dealers/Subcontractors will perform at the request of the Public Agency a no-charge space analysis survey and recommendation. This installation planning service will provide the Public Agency with a detailed layout plan of the site with SICO product placement for maximum use of space and efficiency. This is a free service provided as a part of this contract. Please see the attached example.

Most SICO America, Inc. cafeteria products come standard with a chrome finish included.

SICO offers a 5% discount for black or powdercoat finishes.

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
1	Low-Back Task Chair 24"W x 24"D x 34-39"H - Seat height 16.5-21.5" - Swivel-tilt control - 360 degree swivel - pneumatic seat height adjustment - tilt tension control - seat and back tilt as a unit - upright position tilt lock - back depth adjustment. 9 to 5 Seating Agent Series #1425-S2 or approved equal	NA	NA	NA	NA	NA	NA	NA
2	Chair, Oversized, no padding, A+ Size with an 18 1/2 " seat height. Artco Bello #7108 4-Leg Chair or approved equal	NA	NA	NA	NA	NA	NA	NA
3	Melody Chair - 17 1/2" seat height with band pitch - frame constructed of 16 gauge square tubing - textured polypropylene seat and back - standard black finish - stacks up to 18 high - National Public Seating #8210 or approved equal	NA	NA	NA	NA	NA	NA	NA
4	Chair, 1 piece sled base 13-1/2" - 14" through 17-1/2" - 18" (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA
5	Chair, Student computer, 5 star pedestal base, black frame, 1-piece plastic shell, Specify available shell colors. no arms swivel base. (no padding)	NA	NA	NA	NA	NA	NA	NA
6	Chair, Student/teacher, 4-leg on casters one piece bucket seat, black frame no arms	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
7	Desk, Student Open Front - Angled book box and wrap-around U-Brace for added strength. Artco Bell #9500 or approved equal - Specify available colors	NA	NA	NA	NA	NA	NA	NA
8	Desk, Student Study Desk - 4 leg - Adjust height range of 22"-29" with an 18" x 34" top and book box on right (also available w/ book box on left) - U-Brace for added strength - Book box features two compartment for book storage, an integrated pencil tray, and is angled to provide additional leg room. Artco Bell #2121 or approved equal - Specify available colors	NA	NA	NA	NA	NA	NA	NA
9	Desk, Two Student - 4 leg - Adjust height range of 22" - 29" with a 24" x 48" top - 2 metal book boxes - Artco Bell #C810 or approved equal - Specify available colors	NA	NA	NA	NA	NA	NA	NA
10	Desk, Teacher Station - Bullet Top 30"D x 60"W with Height Adjustment 24" - 36" - Modesty panel in the desk to manage excess wires - Cable ports in upper leg connect one station with another while those in the lower leg direct the wires to floor - Nylon based end caps also included to protect the feet. Smith System #26516 or approved equal	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
11	Desk, Teacher - Double pedestal - 30" x 60" with center drawer - metal frame, laminate top, with box/file drawers down both sides - lockable. Artco Bell #E500 or approved equal	NA	NA	NA	NA	NA	NA	NA
12	Desk/Chair Combo, 18" x 24" hard plastic top, chrome bookrack, steel frame, hard plastic back and seat, Artco Bell #H457 or approved equal (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA
13	Lectern, Metal, Floor model w/3 shelves, Medium Oak laminate, slant top with wood pencil stop, 3-fixed shelves, no light fixture. Smith System #502 or approved equal.	NA	NA	NA	NA	NA	NA	NA
14	Lectern, Metal, Pole model w/slant top, 16"x20", pencil stop, adj from 30"-44"H, laminate top, metal pole, Oklahoma Sound #70 or approved equal.	NA	NA	NA	NA	NA	NA	NA
15	Mobile Table, Stool Table Series, 17" high stool, 29"H x 30"W x 10'L table, 12 stools, high-pressure laminate top - up and down lock mechanisms, torsion bars for smooth operation, opening and closing safety device. Virco MTS17291012 or approved equal	SUB - SICO America Model # TTC51F??02CS 10' Senior Mobile Folding Cafeteria Table	$1,280.95	$1,280.95	$1,246.02	$1,211.08	Chrome Included - no upcharge for chrome	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
16	Table, Mobile Folding Rectangular, 12" long, Spectrum laminate, black enamel frame. SICO LB #TLB21F0102CS or approved equal	As specified	$754.60	$754.60	$734.02	$713.44	Chrome Included - no upcharge for chrome	NA
17	Table, Mobile Folding, Rectuangular, 12' long, with 12 attached ABS seats, Spectrum laminate, black enamel frame, SICO LB #TB5 or approved equal	As specified	$1,362.90	$1,362.90	$1,325.73	$1,288.56	Chrome Included - no upcharge for chrome	NA
18	Table, Mobile Folding 8' convert-a-bench (see specification section for detail)	As specified	$625.90	$625.90	$608.83	$591.76	Chrome Included - no upcharge for chrome	NA
19	Table, Mobile Folding Round, 48" non adjustable, spectrum laminate, black enamel frame. SICO Pacer #2075-120 or approved equal	As specified	$524.15	$524.15	$509.86	$495.56	Chrome Included - no upcharge for chrome	NA
20	Table, Mobile Folding Round, 60" non adjustable, spectrum laminate, black enamel frame. SICO Pacer #2075-150 or approved equal	As specified	$565.95	$565.95	$550.52	$535.08	Chrome Included - no upcharge for chrome	NA
21	Table, Mobile Folding Oval, 60"x66" non adjustable, spectrum laminate, black enamel frame. SICO Pacer #3175-165 or approved equal	As specified	$639.65	$639.65	$622.21	$604.76	Chrome Included - no upcharge for chrome	NA
22	Table, Mobile Folding Oval, 60"x 54" non adjustable, spectrum laminate, black enamel frame. SICO Graduate #TT-B or approved equal	As specified	$1,096.70	$1,096.70	$1,066.79	$1,036.88	Chrome Included - no upcharge for chrome	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
23	Table, Activity, Rectangular, 30"x 60" (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA
24	Table, Rectangular, Folding 30"x 60" heavy duty	NA	NA	NA	NA	NA	NA	NA
25	Table, Rectangular, Folding 36"x 72" heavy duty	SUB - SICO America Model #C7215-183-102BN Armor Edge FLT	$245.30	$245.30	$238.61	$231.92	Chrome option not available	NA
26	Table, Computer, 24"d x 60"w x 22"-35"h (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA
27	Desk: Desk with 3-drawer pedestal and sculpted (or shaped) knee space drawer front to accommodate a computer keyboard. (Adden Roommate RM05PDSF or acceptable alternative) 24x 42 x 29.5	NA	NA	NA	NA	NA	NA	NA
28	Chest: 3 Drawer (Adden Roommate RM03W or acceptable alternative) 24x 36 x 29.5	NA	NA	NA	NA	NA	NA	NA
29	Low Loft, Bunkable Bed: with Hook Lock Spring and Steel Pin Post Connectors, (Adden Roommate RM07LLHLKP or acceptable alternative) 37 5/8 x 84 3/4 Height 36":36"	NA	NA	NA	NA	NA	NA	NA
30	Safety Rail for Low Loft, Bunkable Bed: (Adden Roommate RM07SR or acceptable alternative).	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
31	Writing Desk: Writing desk with knee space pencil drawer. (Adden Roommate RM05NP36 or acceptable alternative) 24 x 36 x 29.5	NA	NA	NA	NA	NA	NA	NA
32	26 1/2" 4 Drawer Vertical File Cabinets, locking	NA	NA	NA	NA	NA	NA	NA
33	27 1/2" Deep 2 Drawer Vertical File Cabinets, locking	NA	NA	NA	NA	NA	NA	NA
34	Lateral File/Storage Cabinet, 30" Wide, 4-Drawer locking, 52 1/2"H x 30"W x 18 5/8"D	NA	NA	NA	NA	NA	NA	NA
35	Auditorim Seating Lancaster or Equivalent (see specification section for details)	NA	NA	NA	NA	NA	NA	NA
36	Drawing Table, CAD w/drawers (see specification for detail)	NA	NA	NA	NA	NA	NA	NA
37	Mobile storage island-double sided, with twelve clear trays, one side to have three shelves; other side has two shelves/each 18"w x 14"d x 12"h and twelve cubbies, on casters, overall dimensions: 48"w x 29"d x 29 ½"h, fully assembled. Jonti-Craft #04400JC or approved equal	NA	NA	NA	NA	NA	NA	NA
38	Four piece Kitchen set-Refrigerator, stove, cupboard and sink, birch construction, fully assembled. Jonti-Craft #40801JC or approved equal	NA	NA	NA	NA	NA	NA	NA
39	Table-24"square x 22"h, maple table legs, minimal assembly. Jonti-Craft #57222JC or approved equal	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
40	Chair-14"h, maple finish, ladder back, ordered as a set of 2. Jonti-Craft #5914JC2 or approved equal	NA	NA	NA	NA	NA	NA	NA
41	Sand & Water Table-with cover and lower storage area, 42"w x 22"d x 24 "h, birch frame, maple legs, 9" deep white plastic tub, heavy duty drainage faucet, birch ply cover. Jonti-Craft #2856JC or approved equal	NA	NA	NA	NA	NA	NA	NA
42	Shelving-starter, single faced 60"h x 36"w 10"d with oak face veneer back. Brodart #S1-979-SOO/SB-600-SOO or approved equal	NA	NA	NA	NA	NA	NA	NA
43	Shelving-starter, double faced non-mobile, 48"h x 36"w 20"d, with oak face veneer back. Brodart #S1-765-SOO/SB-603-SOO or approved equal	NA	NA	NA	NA	NA	NA	NA
44	Table-rectangular, 60"w x 36"d x 27 ½"h, with top thickness of at least 1" lumber core and legs of at least 2" solid hardwood. Brodart #94T-144-SOO or approved equal	NA	NA	NA	NA	NA	NA	NA
45	Chair-16" all wood construction, sled base. Brodart #B2-561-SOO or approved equal	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
46	Notebook Security Cart, 16-module, 2-point locking system, 14-guage steel doors, 20-guage removable steel shelves, heavy-duty rubber wheels, security fasteners, adj wire retention clips, 20-outlet surge-protected power strip. Datamation Systems #DS-SHC-16-1/D or approved equal	NA	NA	NA	NA	NA	NA	NA
47	Table-54"w x 24"d x 30"h, chemical resistant top, oak wood four-leg frame, with apron, adjustable floor leveling glides, rubber leg boots. Diversified #P7202K30N or approved equal	NA	NA	NA	NA	NA	NA	NA
48	Table-mobile teacher lab style, 48"w x 24"d x 36"h, high pressure laminate top, solid oak, acrylic finish, four 4" locking casters, stainless steel hand-pump sink (GFI protected AC duplex electrical outlet, upright rods/crossbar and clamps, 25' grounded extension cord, two 2 gallon water bottles and connecting hoses. Diversified #DIV-4111K or approved equal	NA	NA	NA	NA	NA	NA	NA
49	Stool-24"h, metal, four leg, 14" square seat, rubber with steel glide foot style. Lyon #1802 or approved equal	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
50	Table-hardwood, art and drafting, 36"w x 24"d x 37 1/2"h, with a tilt top @ 36"w x 24"d, 3/4"-thick fiber resin top with heavy-duty tilt mechanism and pencil ledge, maple framing and legs with bolt-reinforced mortise and tenon joints for extra strength, hand-sanded and finished with sealer and multiple coats of lacquer for a durable finish. Adjustable floor glides, 2-piece fixed top. Ships assembled. Hann #WD50 or approved equal.	NA	NA	NA	NA	NA	NA	NA
51	Stool-24"h, 18 gauge round steel four leg frame, 14" round steel seat with 1/8" hardboard insert, polyethylene feet.Krueger #624 or approved equal	NA	NA	NA	NA	NA	NA	NA
52	Stool-24"h, oak wood, 13" diameter seat, four-leg frame, comes assembled. Hann #S-24-O or approved equal	NA	NA	NA	NA	NA	NA	NA
53	Cabinet-mobile art, 40"w x 42"h x 24"d, maple and birch construction, four 5" casters, removable storage caddy, lower drawer, Comes assembled. Hann #TAS-4042M or approved equal	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
54	Cart-AV, adjustable height, 34-1/2"- 44-1/2"h x 32"w x 24"d, includes storage security box, four 3"casters. Balt Proview #82692 or approved equal	NA	NA	NA	NA	NA	NA	NA
55	Cart-Presentation, 40 ¼"h x 18"w x 30"d, black metal frame, four 3" casters. Balt #89759 or approved equal	NA	NA	NA	NA	NA	NA	NA
56	Cart-Utility, 26"-42"h x 29"w x 15"d, black steel frame, includes UL/CSA approved, 4-oputlet, surge-protected, electrical assembly with 25' cord, cord winder, and a non-skid rubber mat. Balt #89842 or approved equal	NA	NA	NA	NA	NA	NA	NA
57	Lecture Seating-with tablet arm, fixed to the floor, plastic shell, I-beam tandem bolted to floor. American Seating 275 series or approved equal	NA	NA	NA	NA	NA	NA	NA
58	Auditorium Seating-double-walled, molded plastic seats and backs, three-quarter safety fold hinge and a back that articulates to 90 degrees, the horizontal steel beams are mounted on floor supported cast iron pedestals. American Seating Dimension 674 or approved equal	NA	NA	NA	NA	NA	NA	NA
59	Library - Student Chairs Thermoplastic Fixed Back - Bola Teen Chairs #45015 or approved equal	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
60	Library - Student Chairs Thermoplastic Chair - Rascal #65003 or approved equal	NA	NA	NA	NA	NA	NA	NA
61	Library - Student Chairs - Sled Base Chair - Artco Bell Discover Series or approved equal	NA	NA	NA	NA	NA	NA	NA
62	Library - Student Chairs - Wooden Community Oak Chair	NA	NA	NA	NA	NA	NA	NA
63	Library - Task Chairs - No Arms - Grade III Fabric High Point #500 or approved equal	NA	NA	NA	NA	NA	NA	NA
64	Library - Mobile Book Case - Mobile Shelving D/F 42"H x 24"D Oak Construction & 3" Casters, 2-Adjustable & 2-Fixed Shelves 6 Steel Dividers On Each Shelf - Bookmark#21-4824-MOB or approved equal	NA	NA	NA	NA	NA	NA	NA
65	Library - Media Table 42"W x 42"L x 27"H -HPL Top, Standard Edge Oak - BookMark Table #B4242T-27 or approved equal	NA	NA	NA	NA	NA	NA	NA
66	Library Shelving - Modular Shelving - 30 " High Single Sided - 30"H x 36"W x 10-1/2"D Adder - 30" high single sided shelving unit includes top, toe plate, one bottom and one mid shelf - Bookmark 31 Series or approved equal (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
67	Library Shelving - Modular Shelving - 30 " High Single Sided - 30"H x 36"W x 12-1/2"D Adder - 30" high single sided shelving unit includes top, toe plate, one bottom and one mid shelf - Bookmark 31 Series or approved equal (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA
68	Library Shelving - Modular Shelving - 72 " High Single Sided - 72"H x 36"W x 10-1/2"D Adder - 72" high single sided shelving unit includes toe plate, one bottom and four adjustable shelves - Bookmark 31 Series or approved equal (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA
69	Library Shelving - Modular Shelving - 42 " High Double Sided - 42"H x 37"W x 20"D Mobile - 42" high double sided shelving unit includes top, two toe plates, two bottom and four adjustable shelves - Bookmark 31 Series or approved equal (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
70	Library Shelving - Modular Shelving - 60 " High Double Sided Magazine Display - 60"H x 36"W x 24"D Adder - 60" high double sided magazine shelving unit includes two toe plates, six standard adjustable shelves and six pivoting magazine display shelves - Bookmark 31 Series or approved equal (see specification section for detail)	NA	NA	NA	NA	NA	NA	NA

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT B- NATIONAL IPA ADMINISTRATION AGREEMENT, EXAMPLE

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY ADMINISTRATION AGREEMENT

This ADMINISTRATION AGREEMENT (the "Agreement") is made this 5 day of December 20 14, between National Intergovernmental Purchasing Alliance Company ("National IPA"), and SICO America Inc (herein "Supplier").

RECITALS

WHEREAS, the Norfolk Public Schools (herein "Principal Procurement Agency") has entered into a Master Agreement dated 12/5/14, Agreement No_____, by and between the Principal Procurement Agency and Supplier, (as may be amended from time to time in accordance with the terms thereof, the "Master Agreement"), as attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, for the purchase of Educational Furniture (herein "Product");

WHEREAS, said Master Agreement provides that any or all public agencies, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), that enter into (either via registration on the National IPA website or execution of a Master Intergovernmental Cooperative Purchasing Agreement, attached hereto as Exhibit B) (hereinafter referred to as a "Participating Public Agency") may purchase Product at prices stated in the Master Agreement;

WHEREAS, Participating Public Agencies may access the Master Agreement which is offered through National IPA to Public Agencies;

WHEREAS, National IPA serves as the contract administrator of the Master Agreement on behalf of Principal Procurement Agency;

WHEREAS, Principal Procurement Agency desires National IPA to proceed with administration of the Master Agreement; and

WHEREAS, National IPA and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies and to set forth certain terms and conditions governing the relationship between National IPA and Supplier.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, National IPA and Supplier hereby agree as follows:

DEFINITIONS

1. Capitalized terms used in this Agreement and not otherwise defined herein shall have the meanings given to them in the Master Agreement.

TERMS AND CONDITIONS

2. The Master Agreement and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement. Supplier acknowledges and agrees that the covenants and agreements of Supplier set forth in the solicitation and Supplier's response thereto resulting in the Master Agreement are incorporated herein and are an integral part hereof.

3. National IPA shall be afforded all of the rights, privileges and indemnifications afforded to Principal Procurement Agency by or from Supplier under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to National IPA, its agents, employees, directors, and representatives under this Agreement including, but not limited to, the Supplier's obligation to provide appropriate insurance.

4. National IPA shall perform all of its duties, responsibilities and obligations as contract administrator of the Master Agreement on behalf of Principal Procurement Agency as set forth herein, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by National IPA solely in its capacity as the contract administrator under the Master Agreement.

5. With respect to any purchases by Principal Procurement Agency or any Participating Public Agency pursuant to the Master Agreement, National IPA: (i) shall not be construed as a dealer, re-marketer, representative, partner or agent of any type of the Supplier, Principal Procurement Agency or any Participating Public Agency; (ii) shall not be obligated, liable or responsible for any order for Product made by Principal Procurement Agency or any Participating Public Agency or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Product; and (iii) shall not be obligated, liable or responsible for any failure by Principal Procurement Agency or any Participating Public Agency to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase under the Master Agreement. National IPA makes no representation or guaranty with respect to any minimum purchases by Principal Procurement Agency or any Participating Public Agency or any employee thereof under this Agreement or the Master Agreement.

TERM OF AGREEMENT

6. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of paragraphs 3, 4 and 5 hereof and the indemnifications afforded by the Supplier to National IPA herein and in the Master Agreement, to the extent such provision survive the term of the Master Agreement, shall survive the term of this Agreement.

NATIONAL PROMOTION

7. National IPA and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier's failure to maintain its covenants and commitments contained in this Agreement or any action of the Supplier which gives rise to a right by Principal Procurement Agency to terminate the Master Agreement shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of this Agreement at National IPA's sole discretion. Notwithstanding anything contained herein to the contrary, this Agreement shall terminate on the date of the termination or expiration of the Master Agreement.

8. Supplier shall require each Public Agency to register its participation in the National IPA program by either registering on the National IPA website, www.nationalipa.org, or executing a Master Intergovernmental Cooperative Purchasing Agreement prior to processing the Participating Public Agency's first sales order.

9. Upon request, Supplier shall make available to interested Public Agencies a copy of the Master Agreement and such price lists or quotes as may be necessary for such Public Agencies to evaluate potential purchases. In addition, Supplier shall provide such marketing and administrative support as set forth in the solicitation resulting in the Master Agreement, including assisting in development of marketing materials as reasonably requested by Principal Procurement Agency and National IPA. Supplier and National IPA shall provide each respective party with its logo ("Logo") and the standard terms of use for its general use in marketing the Master Agreement. Both parties shall obtain written approval from the other party prior to use of such party's Logo. Notwithstanding, the parties understand and agree that except as provided herein neither party shall have any right, title or interest in the other party's Logo. Upon termination of this Agreement, each party shall immediately cease use of the other party's Logo.

MONTHLY REPORTING & FEES

10. Supplier shall pay National IPA an administrative fee in the amount of 2% of the total purchase amount paid to Supplier, less refunds, credits on returns, rebates and discounts, for the sale of products and/or services to Principal Procurement Agency and Participating Public Agencies pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("Contract Sales"). Supplier shall provide National IPA with an electronic accounting report, in Microsoft Excel, in the format prescribed by National IPA, on a monthly basis summarizing all Contract Sales for the applicable month. A sample of the Contract Sales reporting format is provided as Exhibit E, attached hereto and incorporated herein by reference.

11. Reports of Contract Sales for Principal Procurement Agency and Participating Public Agencies in each calendar month shall be provided by Supplier to National IPA by the 10th day of the following month. Such reports shall be accompanied by an administrative fee payment in the amount indicated on the report as being due. Administrative fee payments are to be paid by the Supplier to National IPA via Automated Clearing House (ACH) to the National IPA designated financial institution identified in Exhibit D. Failure to provide a monthly report or payment of the administrative fees within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at National IPA's sole discretion. All administrative fees not paid when due shall bear interest at a rate equal to the lesser of 1 1/2% per month or the maximum rate permitted by law until paid in full.

12. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. National IPA, or its designee, in National IPA's sole discretion, reserves the right to compare Participating Public Agency records with monthly reports submitted by Supplier for a period of four (4) years from the date National IPA receives such monthly report. National IPA may engage a third party to conduct an independent audit of Supplier's monthly reports. In the event of such an audit, Supplier shall provide all materials reasonably requested relating to such audit by National IPA at the location designated by National IPA. In the event an underreporting of Contract Sales and a resulting underpayment of administrative fees is revealed, National IPA will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to National IPA's reasonable satisfaction, including payment of any administrative fees due and owing, together with interest

thereon in accordance with Section 11, and reimbursement of National IPA's costs and expenses related to such audit.

GENERAL PROVISIONS

13. This Agreement, the Master Agreement and the exhibits referenced herein supersede any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereto and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained or incorporated herein shall be valid or binding. In the event of any conflict between the provisions of this Agreement and the Master Agreement, as between National IPA and Supplier, the provisions of this Agreement shall prevail.

14. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which it may be entitled.

15. This Agreement and National IPA's rights and obligations hereunder may be assigned at National IPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform National IPA's obligations hereunder. Supplier may not assign its obligations hereunder without the prior written consent of National IPA.

16. All written communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery on receipt to the addresses as set forth below:

A. National Intergovernmental Purchasing Alliance Company

National IPA
Attn: President
725 Cool Springs Blvd-Suite 100
Franklin, TN 37067

B. Supplier

17. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever, and this Agreement will be construed by limiting or invalidating such provision to the minimum extent necessary to make such provision valid, legal and enforceable.

18. This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived, except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

19. This Agreement shall inure to the benefit of and shall be binding upon National IPA, the Supplier and any respective successor and assign thereto; subject, however, to the limitations contained herein.

20. This Agreement will be construed under and governed by the laws of the state of Delaware, excluding its conflicts of law provisions.

Authorized Signature, Supplier	NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY
Signature	Signature
DAN REISETTER	Ward H. Brown
Name	Name
NATIONAL SALES MANAGER	Chief Operating Officer
Title	Title
12/5/2014	
Date	Date

SICO AMERICA INC.

An Affirmative Action, Equal Opportunity Employer

SICO AMERICA INCORPORATED
Dan Reisetter, National Sales Manager – Education Division
7525 Cahill Road, Minneapolis, Minnesota 55439 USA
Toll Free: 800-328-6138; Phone: 952-829-5150; Fax: 952-941-6688
e-mail: dreisetter@sicoinc.com / web site: www.sicoinc.com

REQUEST FOR PROPOSAL #: RFP-15006FL
Norfolk Public Schools - National IPA Educational Furniture

BACKUP MATERIAL - Table of Contents – SICO America, Inc.

1) Authorized dealer/reseller listing with geographic locations.
2) Example of FREE Space Analysis Service.
3) DUNS – Experian report for SICO America, Inc.
4) Example of sample tradeshow product to promote NIPA – SICO alliance.
5) Education division sales team organizational structure with top executive contact.
6) Warranty statements.
7) Master price list with current list prices effective 12/1/2014.
8) Catalog/Specification Sheets with specific items notated with item numbers.

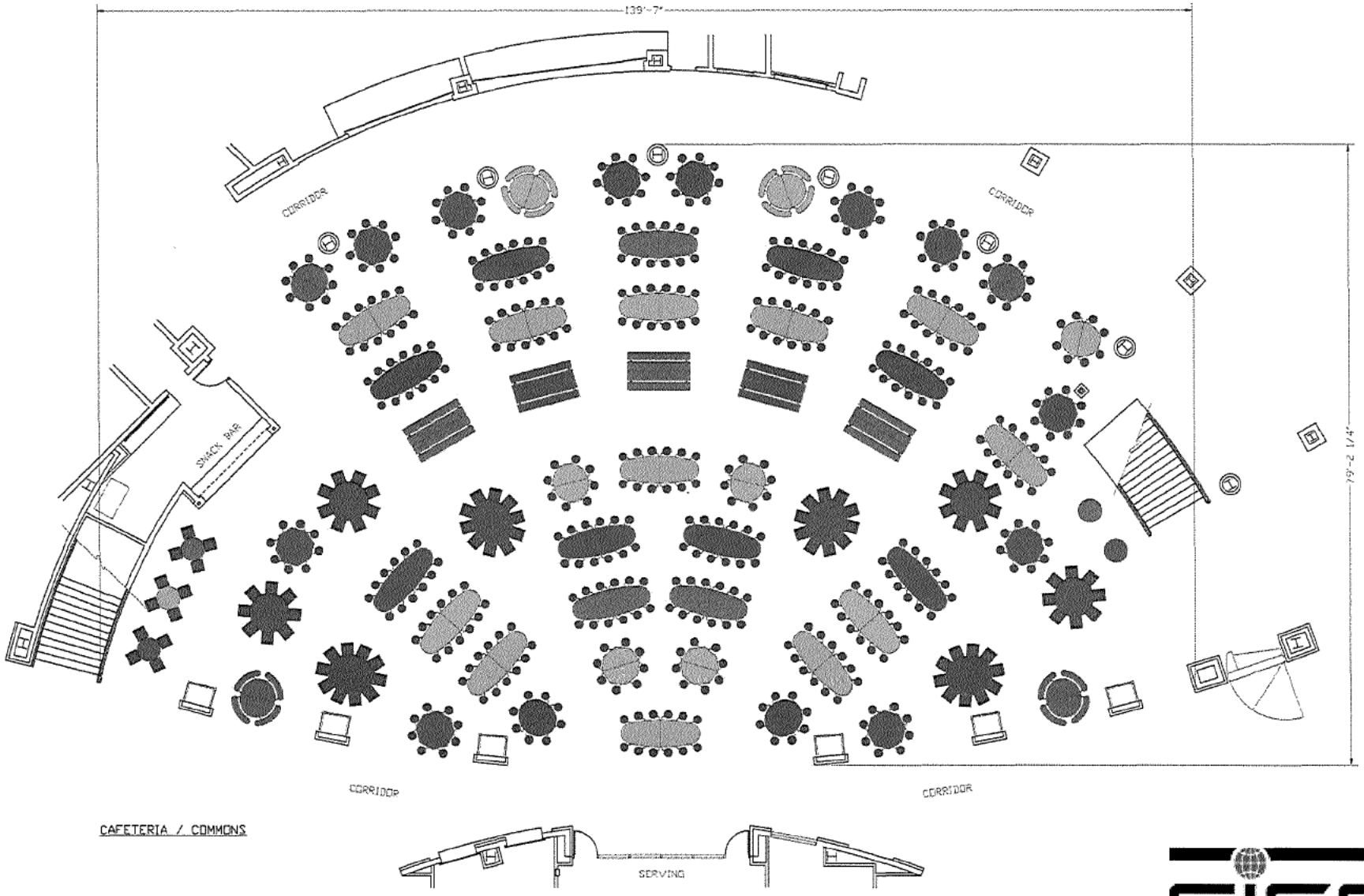
SICO AMERICA INC. - AUTHORIZED DEALER LIST

Dealer	States/Territory	Contact	Address	City	State	Zip	Phone	Email
Allied	NJ	Fred Stucky	9E Princess Rd.	Lawrenceville	NJ	08648	609-512-7236	Suzanne@alliedequipmentnj.com
AZ School Furnishings	AZ	Greg Jannsen	7885 N. Glen Harbor Blvd.	Glendale	AZ	85307	602-484-7331	Greg@furnishaz.com
Colonial	WV	Vince Agee	611 8th Street	Huntington	WV	25701	304-529-6274	Vince@colonialequip.com
Continental	OH	Lisa Welch	2561 Silver Drive	Columbus	OH	43211	614-262-5010	Lwelch@continentaloffice.com
Contrax	FL, GA, SC, CO, NY, PA, MO, TX, NM, CA, OR, WA	Bill Latham	690 NE 23rd Ave	Gainsville	FL	32609	352-373-7516	blatham@contrax.com
Culver Newlin	CA	Kevin Mack	520 E. Rincon Street Ste 102	Corona	CA	92879	949-597-0123	Kevin@culver-newlin.com
DGI - Delta Graphics	VA	Tam Moody	12532 Branders Bridge Rd	Chester	VA	23831	804-748-6448	tmoody@deltagraphic.com
Douron	MD, DE, DC	Frank Clark	220 Continental Drive, Suite 106	Newark	DE	19713	410-363-2600	Frank@douron.com
DRB-Dein	NJ	TJ Fitzgerald	215 Bayview Ave.	Amityville	NY	11701	631-766-6658	Tjfitz61@aol.com
Eakes Office Plus	IA, NE	Mike Klassen	617 West Third Street	Grand Island	NE	68801	712-251-4493	mklassen@eakes.com
Educational Interiors	NJ, NY	Jim McKenna	711 East Park Avenue	Hainesport	NJ	08036	609-518-3737	Jmckenna@eduinteriors.com
Educational Furniture	IN, OH	Mark Simmons	620 E. 18th Street	Muncie	IN	47302	(740) 404-7818	mark@edfurn.com
Edusource	TX	Frank Medina	6333 DeZavala Rd., Suite 106	San Antonio	TX	78249	800-258-8559	edusource@satx.rr.com
Farnham Equipment Company	OH	Jack Farnham	930 Kingsmill Parkway	Columbus	OH	43229	614-882-0790	Jfarnham@farnhamequipment.com
FES	NY	Steve Blanding	11 State Street, Suite 201	Pittsford	NY	14534	585-586-5420	Sbland6740@aol.com
Georgia Institutional Furnishings (GIF)	GA	Steve Webb	103 Gardner Park	Peachtree City	GA	30269	770-486-6431	swebb@gainst.com
Great Lakes Furniture	MI	Ron Chrisman	687 Commerce Court	Holland	MI	49424	616-296-1201	rchrismanjr@hotmail.com
Innovative	MN	Bob Nelson	151 East Cliff Road	Burnsville	MN	55337	218-829-5818	bobnelsen@innovativeos.com
Interior Systems Inc.	NY, NJ	Deb Stephany	5758 Clevedon Lane	Oshkosh	WI	54904	920-385-0935	dstephany@isiamerica.com
JBS	TN	Jim Jordan	119 East King St.	Johnson City	TN	37601	866-709-2666	jim.jordan@jbsonline.net
JW Associates	IN, KY	Mike Wittmer	1917 Bayard Park Drive	Evansville	IN	47714	812-479-7547	Mwittmer@jwassociates.us
Lee Company	IN	Ken Senseman	27 South 12th Street	Terre Haute	IN	47807	812-235-8155	ksenseman@leecompanyinc.com
Lonestar	TX	Brad Jones	6429 Berwyn Dr.	Plano	TX	75093	972-378-0199	brad@lsfurnishings.com
Louisiana School Equipment (LSE)	LA	Jerry Bouvier	330 Lee Dr, Suite B	Baton Rouge	LA	70808	225-343-0593	Jerrybouvier@aol.com
Lowery McDonnell	IL	Dave Tatge	1280 Mark St	Bensenville	IL	60106	630-227-1000	dtatge@lmcinc.net
J.S. McHugh, Inc.	NY, NJ	Lawrence VandeWater	839 Stewart Avenue	Garden City	NY	11530	516-222-2200	lvandewater@jsmchugh.com
Mid-States	KS, MO, NE	Charlie Burt	810-C NW Main	Lee's Summit	MO	64086	816-282-7838	Cburt@msseci.com
Midwest Furnishings, Inc.	IL	Dave Welter	702 N. Maple St.	Prospect Heights	IL	60070	847-253-5070	dwelter@mwfurnishings.com
Missco	MS, TN	Phillip May	2510 Lakeland Terrace Ste 100	Jackson	MS	39216	601-987-8600	Pmay@missco.com
Montana School Equipment	MT	Bret Hagel	712 13th St S	Great Falls	MT	59405	406-454-0420	Msec@bresnan.net
Nickerson	NJ	Stephanie Keller	130B N Broadway, 2nd Floor	South Amboy	NJ	08879	732-721-0094	Skeller@nickersonnj.com
Nu-Idea	SC	Cary Coker	230-232 E. Liberty Street	Sumter	SC	29150	803-773-7389	ccoker@nu-idea.com
O'Connell Associates	PA	Jerry O'Connell	21 Jeannette Dr	Newtown Square	PA	19073	610-356-0702	Dskman@aol.com
Officescapes	CO	Peter Husak	2506 Zeppelin Road	Colorado Springs	CO	80916	719-433-7300	phusak@officescapes.com
GBI, Inc.	TN	John Harvey	926 Columbia Ave.	Franklin	TN	37064	800-546-9208	john.harvey@oi-usa.com
PEMCO	PA, NJ	Gary Eggert	5335 Progress Blvd	Bethel Park	PA	15102	412-831-7601	gary@pemcofurniture.com
Rex Williams & Sons	UT	Joe Williams	1770 W Alexander St	Salt Lake City	UT	84119	801-972-6611	Joe@rexwilliams.net
Robert Lord	MA, NH, CT, ME, RI, VT	Janis Stewart	220 Chapel Road	Manchester	CT	06040	860-645-8700	Janisstewart@rhlco.com
Saxton Bradley	WA, OR, ID, AK, CA	Ray Near	801 SW 16th St., Suite 200	Renton	WA	98057	800-643-3512	Ray.near@saxtonbradley.com
Scholastic Equipment	WI, ND, MN	Randy Danielson	2000 Industrial Blvd.	Stillwater	MN	55082	651-439-2755	randyd@secfurniture.com
School Specialty	AR, CA, CO, ID, IL, IA, NV, NM, NY, OK, OH, PA, SD, TX, VT, WY	Tom Streck	W6316 Design Drive	Greenville	WI	54942	920-243-5336	thomas.streck@schoolspecialty.com
School Source AZ	AZ	Doug Steiner	1544 E. Leland Street	Mesa	AZ	85203	(480) 688-3232	doug@schoolsourceaz.com
Sierra School Equipment	CA	Mike McDermott	1911 Mineral Court	Bakersfield	CA	93308	661-399-2993	Mikemcdermott@ssecinc.com
Southern Equipment	GA	Keven MacKinney	8425 Lanierland Farms Drive	Gainesville	GA	30506	678-986-2660	kevenm95@aol.com
Ssi Furnishings	MO, KS	Mike Sigsbee	6624 Royal Street	Pleasant Valley	MO	64068	866-758-8448	msigsbee@ssifurnishings.com

SICO AMERICA INC. - AUTHORIZED DEALER LIST

Dealer	States/Territory	Contact	Address	City	State	Zip	Phone	Email
Terrell Enterprises	AL	Al Brannon	106 S Cloverdale Road	Greenville	AL	36037	334-382-7415	al@terrellenterprises.com
Thompson Educational Furnishings	OK	Mike Thompson	1400 S. Fretz Suite 160	Edmond	OK	73003	(405) 285-0323	mthompson@thompsoneducationalfurnishings.com
Universal	NC	Lee Ritsema	102 Preswick Place	Cary	NC	27511	919-467-6169	bigseat@aol.com
Unity Educational Services	AR, OK, MO, TX	Kenneth N. Ash	21083 Stick Ross Mt. Road	Tahlequah	OK	74464	(877) 489-9201	ken.ash@unityeducate.com
William Peterson	WY	Bill Peterson	925 E. Executive Park Dr., Suite 5	Sale Lake City	UT	84117	801-293-8650	bill@wppeterson.net
Young Equipment	NY	Harriet Wilson	325 Rabro Drive Suite 1	Hauppauge	NY	11788	631-582-5900	Harriet@theyesexperience.com
Zimmerman	OH	Steve Zimmerman	7335 Havens Corners Rd	Blacklick	OH	43004	614-861-6383	stevezimmerman24@yahoo.com

FREE Installation & Planning Service



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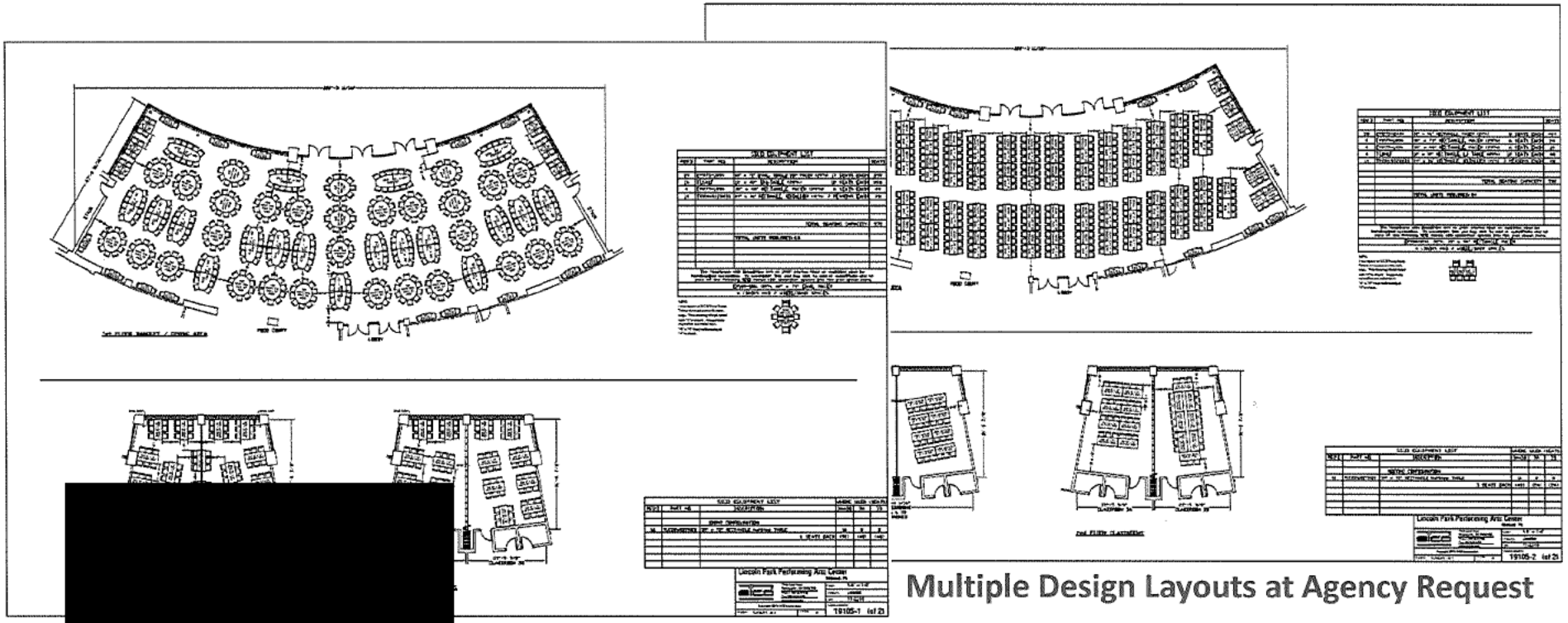
FREE Installation & Planning Service



Multiple Design Layouts at Agency Request

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Complete Time Study & Informational Report to Guide Agency Staff in Room Set-Up and Procedures

Experian
A world of insight

[redacted]

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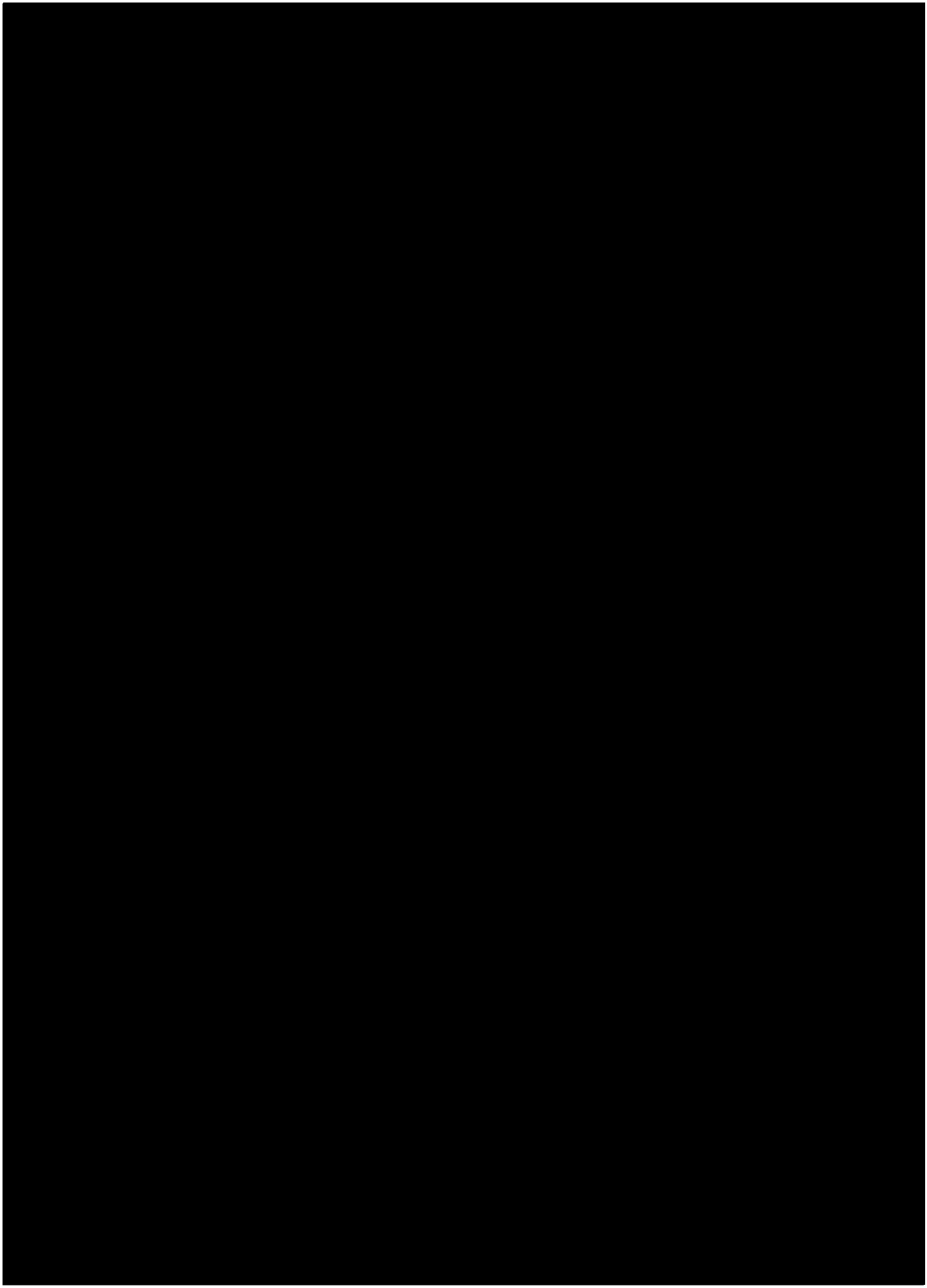

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End of report 1 of 1 report

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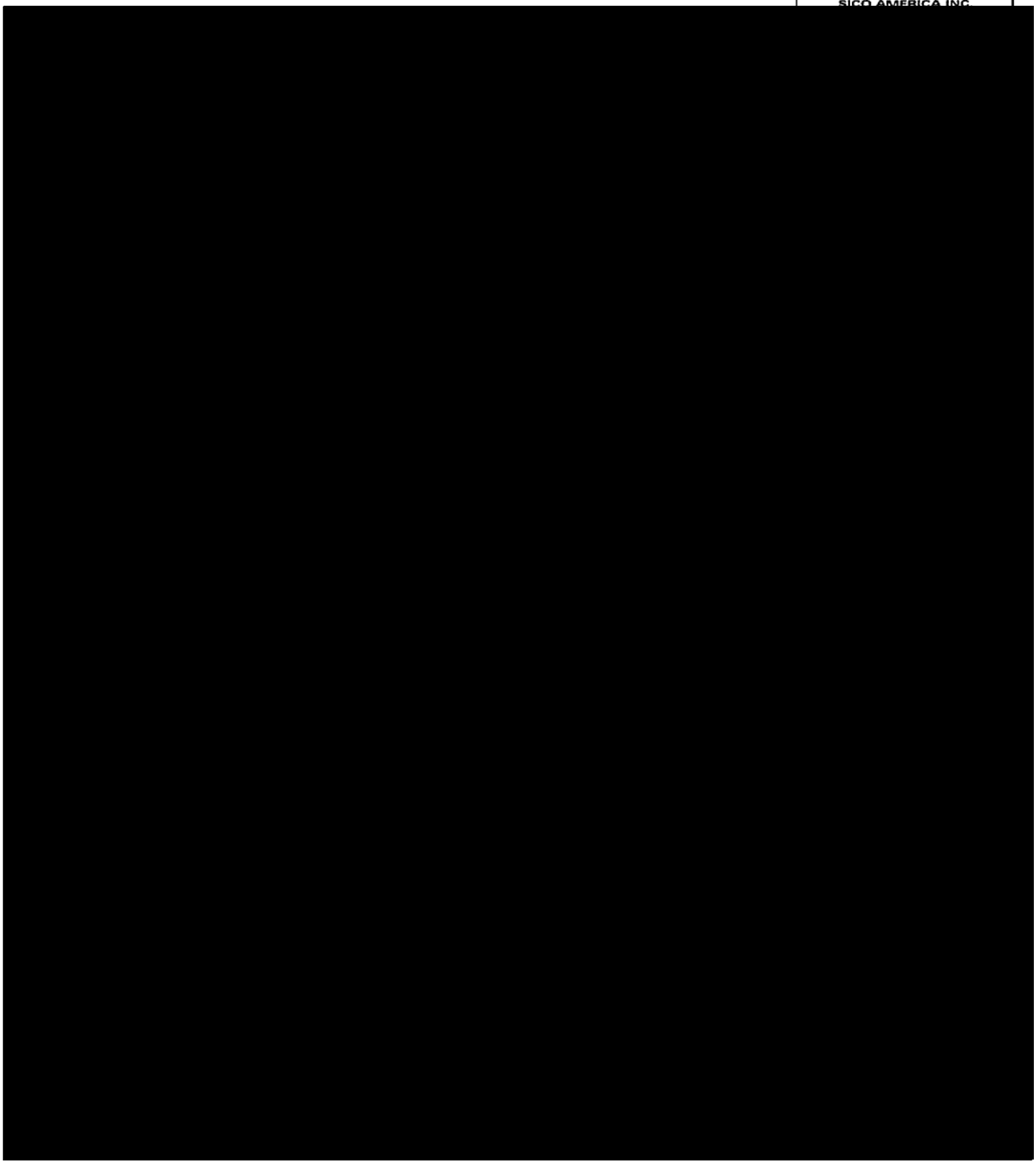
SICO – National IPA
Tradeshow Sample Product

SICO 36" Round Socializer
w/Custom Logo Graphic and
29"-41" Adjustable Base

SICO AMERICA INC.
Education Division



SICO AMERICA INCORPORATED
7525 Cahill Road, Minneapolis, Minnesota 55439 USA
Toll Free: 800-328-6138 Phone: 952-941-1700 Fax: 952-941-6688
e-mail: sales@sicoinc.com website: www.sicoinc.com

An Affirmative Action, Equal Opportunity Employer

SICO WARRANTY

SICO North America, Inc., Minneapolis, Minnesota fully warrants all tables to be free from defect in materials and workmanship for a minimum period of fifteen years from the date of delivery. Product defects arising from faulty materials or unsatisfactory workmanship will be replaced or repaired to a serviceable condition free of charge to the original purchaser for said period of fifteen years, providing the products have been properly installed and maintained in accordance with the manufacturer's printed maintenance instructions attached to every SICO table. The foregoing is SICO's exclusive warranty with respect to the tables. SICO MAKES NO WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PURPOSE, and makes no other warranties except for the warranties expressly set forth above.

All repairs and returns must be approved, in writing, by the factory before action is taken. All claims are to be reported to:

SICO America, Inc.
Attn: Customer Service Department
7525 Cahill Road
Minneapolis, MN 55439

The product serial number will be required to process and authorize any warranty claim.

Repair or replacement in accordance with the foregoing procedure is the buyer's sole and exclusive remedy for any defective products, whether buyer's claim arises under contract, tort or otherwise. SICO shall not be liable for any consequential damages, and in any event, SICO'S liability is limited to the purchase price paid for the products purchased.

The SICO Promise

SICO products are all about the more efficient use of space. Our goal is **to deliver our products better than anyone else,** to exceed **the** expectations **of the Markets we serve** with non-stop innovation in quality, service and **in applied** understanding of **over-all industry trends and** customer needs.

World Wide Warranty Program	SICO AMERICA	SICO EUROPE	SICO SOUTH PACIFIC	SICO ASIA	SICO JAPAN	SICO- SST CHINA
Original, Cam Lock, Cam-Lam, Starlight II, Dance Floors (10 years on Cam-Lock mechanism)	3	3	3	3	3	
Wallbed Frames (Eurobed & Room Maker)	5	5	5	5	5	5
Wallbed Mechanism (Eurobed & Room Maker)	5	5	5	5	5	5
Mobile Sleeper (Frame/Headboard/casters)	5	5	5	5	5	5
Mattress & Foundation	5	3	5	5	3	3
Room Service Table	3	3	3	3	3	3
Food Warmers (Solid Fuel and Electric)	1	1	1	1	1	1
Catering Tables	3	3	3	3	3	3
Socializer Tables	3	3	3	3	3	3
MultiApp Tables / One Piece Pacer	10	10	10	10	10	10
Pacer, LB, BY, 2800, Undergraduate	15	15	15	15	15	15
TC Tables/ Graduates	15	15	15	15	15	15
Ellip-Table	15	15	15	15	15	15
Mobile Folding Conference Table	15	15	15	15	15	15
Mobile Folding Conference Table	15	15	15	15	15	15
Luggage Carts	3	3	3	3	3	3
Buffet Stations (Excludes natural stone composite top)	1	1	1	1	1	
Sophisticate Plus (Excludes natural stone composite top. 1 year on Induction units, 3 years on understructure)	3	3	3	3	3	
Sophisticate (Excludes natural stone composite top. 3 years on understructure)	3	3	3	3	3	3
Sophisticate (Laminate Models)	3	3	3	3	3	3
Folding Leg Tables (Ply-Top Armor Edge FLT)	3	3	3	3	3	
Stages & Accessories	3	3	3	3	3	3
Choral Risers	15	15	15	15	15	3
Insta-Theatre	1	1	1	1	1	1
Drapes	1	1	1	1	1	3
Welds (Lifetime of Product)	Life	Life	Life	Life	Life	Life

Note: Warranty excludes normal wear and tear due to misuse or abuse

7/09/12 jkd

EDUCATION TABLES

TABLE TOP LAMINATES- Bannister Oak (10), Grey Nebula (38), Wild Cherry (49), Graphite Nebula (50), Windswept (51), Navy Legacy (53), Saffron Tigris (54),Karratha Brush (70), Maroochy Brush (71), Woolamai Brush (72), Nepal Teak (74), Green Tigis (76), Kensington Maple (77), Pomegranate (78)
CUSTOM LOGO TABLE TOPS – Custom logo table tops are available on the majority of SICO products. Please contact your SICO representative for special pricing and availability.
STOOL COLORS - Black (111), Blue Ridge (113), Dark Blue (122), Red (116), Burgundy (118), Tan (119), Grey (120) and Spruce (121).
ARMOR EDGE COLORS- Black (02) is standard. Gray (03), Burgundy (04), Blue (05), Brown (06) are optional. Model #s shown are standard black.
LEG COLORS - Chrome is standard for TC, BY, LB, Pacer, Graduate, & Communicator tables. Powdercoat leg finishes available.
Change 2nd to last letter in model number from C (Chrome) to the following: Black (B), Silver Vein (L), Copper Vein (R), Blue Hammertone (H).
Black powdercoat is 5% less than chrome. Silver Vein (L), Copper Vein (R), Blue Hammertone (H), are 4% less than chrome.

TC-65 TABLE / SEATING UNITS WITH ATTACHED ABS STOOLS, U/L LISTED, CHROME STANDARD

ORDER INFORMATION. Place the laminate number of your selection in place of the question marks (??) in the below listed model numbers.
TABLETOP HEIGHTS- 29" high (27" high also available, same price). Change the F in the model # to a D for 27" high version or a J for 32" high version. ADA models available, and normally use 32" heights.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TTA41F??02CS	4' Associate, 4 stools (Not U/L listed)	M	$ 1,083.00	93#	20.9	15
TTF51F??02CS	8' Director, 8 stools	M	$ 1,911.00	181#	34.8	15
TTC51F??02CS	10' Senior, 12 stools	M	$ 2,329.00	237#	42.9	15
TTR51F??02CS	12' President, 12 stools	M	$ 2,478.00	259#	50.4	15
TTN51F??02CS	12' Pres., ADA NC*, 29" (8 stools)	M	$ 2,347.00	209#	50.4	15
TTW51F??02CS	12' Pres., ADA RC**, 29" (12 stools)	M	$ 2,540.00	233#	50.4	15
TTH51J??02CS	12' Pres., ADA, NC*, 32" (8 stools)	M	$ 2,377.00	213#	50.4	15
TTK51J??02CS	12' Pres., ADA, RC**, 32"(12 stools)	M	$ 2,595.00	239#	50.4	15
TTP51E??02CS	12' Prepster, 16 stools, 28" (26" avail.)	M	$ 2,690.00	267#	51.6	15

* no center leg, ** removable center leg

CADET TC-65 FOR EARLY CHILDHOOD FACILITIES- U/L LISTED, CHROME STANDARD

TABLETOP AND SEAT HEIGHTS-Table height 24", seat height 14".
TABLE TOP COLORS - Marigold yellow (39), Lapis blue (40), Hollyberry red (41). All standard colors also available.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TTD51A??02CS	10' Cadet table with 12 seats	M	$ 2,201.00	237#	42.9	15

GRADUATE - OCTAGON TABLE WITH ATTACHED ABS STOOLS, CHROME STANDARD

TABLETOP HEIGHTS- 29" high (27" or 24" high also available, same price). Change the F in the model # to an A for 24", D for 27" high version or J for 32" high version. ADA models available, and normally use 32" heights.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TTG51F??02CG	60" Octagon with 8 stools	M	$ 1,994.00	181#	51.0	15
TTM51J??02CG	60" Octagon ADA 6 stools	M	$ 1,994.00	181#	51.0	15

GRADUATE - OVAL TABLE WITH ATTACHED STOOLS or BENCHES, CHROME STANDARD

S before model number denotes stools. B before model number denotes benches
Laminate and armor-edge of bench will match laminate and armor-edge of tabletop unless customer indicates otherwise.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
STTB51F??02CG	54" x 60" Oval with 8 stools	M	$ 1,994.00	181#	51.0	15
BTTB51F??02CG	54" x 60" Oval with 4 Benches	M	$ 2,520.00	213#	51.0	15
TTE51J??02CG	54" x 60" Oval ADA with 6 stools	M	$ 1,994.00	181#	51.0	15

Bench kit top and edge colors will match table unless otherwise instructed

UNDERGRADUATE RECTANGLE TABLE WITH ATTACHED STOOLS OR BENCHES, BLACK POWDERCOAT ONLY

TABLETOP HEIGHTS- 29" high except 26" x 60" early childhood models are available only in 24" High
Laminate and armor-edge of bench will match laminate and armor-edge of tabletop unless customer indicates otherwise.
For 27" high, change 6th character from "F" to "D" on 92" length or change "C" to "B" on 80" length.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TUS41F??02XXB	30" W x 92" L Rectangle with 8 stools, Black Powdercoat	M	$ 1,918.00	172#	51.1	15
TUB41F??02XXB	30" W x 92" L Rectangle with 4 benches, Black Powdercoat	M	$ 2,300.00	209#	51.1	15
TUS41C??02XXB	30" W x 80" L Rectangle with 8 stools, Black Powdercoat	M	$ 1,910.00	153#	44.4	15
TUB41C??02XXB	30" W x 80" L Rectangle with 4 benches, Black Powdercoat	M	$ 2,217.00	184#	44.4	15
TUS41A??02XXB	26" W x 60" L Rectangle with 8 stools, Black Powdercoat	M	$ 1,763.00	105#	33.3	15
TUB41A??02XXB	26" W x 60" L Rectangle with 4 benches, Black Powdercoat	M	$ 2,039.00	126#	33.3	15

COMMUNICATOR MOBILE FOLDING TABLE - U/L LISTED, CHROME STANDARD

TABLETOP HEIGHTS- 29" high (27" high also available, same price). Change the F in the model # to a D for 27" high version or a J for 32" high version.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TTQ51F??02CS	42" x 121" top, 29" Standard height (12 stools)	M	$ 2,819.00	274 #	63.0	15
TTS51J??02CS	42" x 121" top, 32" ADA model (8 stools)	M	$ 2,819.00	274 #	63.0	15

MODEL BY-65 TABLE/BENCH UNITS- U/L LISTED, CHROME FINISH, CHROME STANDARD

ORDER INFORMATION. To order top and bench laminates, place the numbers for the top laminate in the place of the first two question marks (??), bench laminate in the place of the second set of question marks (??). Top and bench may be different laminate choices.
TABLETOP HEIGHTS- 29" high. Change the F in the model # to a B for 25", D for 27" high version or a J for 32" high version.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TBA41F??02??02CS	8' BY with benches	M	$ 2,196.00	209#	28.7	15
TBB41F??02??02CS	10' BY with benches	M	$ 2,286.00	241#	32.3	15
TBC41F??02??02CS	12' BY with benches	M	$ 2,335.00	268#	35.8	15

2800 ConverTable - CAFETERIA TABLE/BENCH/MULTI-USE TABLE, BLACK POWDERCOAT ON LEGS & CASTER BEAMS ARE STANDARD.

ORDER INFORMATION. To order top and bench laminates, place the numbers for the top laminate in the place of the first two question marks (??), bench laminate in the place of the second set of question marks (??). Top and bench may be different laminate choices.
TABLETOP HEIGHTS- 29" high (27" high also available, same price). Change the F in the model # to a D for 27" high version, or a J for 32" h.
OPTIONS- Add at the end of a ConverTable model number a "C" for connectors, a "K' for assembled and cartoned OR "L" for assembled and cartoned with connectors. Upcharge for unit-to-unit connector installed, riveted, with backing plates is $20 list.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TEA42F??02??02D	6' unit	C	$ 1,041.00	115#	19.1	15
TEC42F??02??02D	8' unit	C	$ 1,138.00	120#	19.1	15

See above	Connector	C	$ 22.00			15

3-in-1 ConverTable - CAFETERIA TABLE/BENCH/MULTI-USE TABLE, FRAME/CASTER BEAM ARE BLACK POWDERCOAT

Black powerdercoat only option for 3-in-1 ConverTable. No other colors available.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
T3A32F??02??02B	6' unit	C	$ 1,077.00	120#	19.1	15
T3C32F??02??02B	8' unit	C	$ 1,206.00	125#	19.1	15
See above	Connector	C	$ 22.00			15

LB BANQUET TABLES W/SQUARE TUBE LEG DESIGN - U/L LISTED. CHROME IS STANDARD.

TABLETOP HEIGHTS- 29" high (27" high also available, same price). Change the F in the model # to a D for 27" high version or a J for 32" high version.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TLA41F??02CS	10' L x 30" W	M	$ 1,295.00	150#	39.5	15
TLC41F??02CS	10' L x 36" W	M	$ 1,395.00	174#	47.4	15
TLA41J??02CS	10' L x 30" wide, 32" high ADA	M	$ 1,460.00	207#	40	15
TLB41F??02CS	12' L x 30" W	M	$ 1,372.00	173#	44.4	15
TLD41F??02CS	12' L x 36" W	M	$ 1,555.00	207#	53.2	15
TLB41J??02CS	12' L x 30" W, 32" high ADA	M	$ 1,511.00	207#	45	15

Ellip-Table, ELLIPSE TOP, OVAL TUBE LEGS - CHROME IS STANDARD

Available in 29" height

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TLG41F??02CS	10' L x 42"W, Chrome	M	$ 1,783.00	187#		15

MOBILE FOLDING BOARDROOM / CONFERENCE TABLE-LAMINATE TOPS: BOAT SHAPE, CHROME IS STANDARD

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TLH41F??02CS	10' x 48", Chrome legs	M	$ 3,573.00	362#	23.5	15
TLJ41F??02CS	12' x 48", Chrome Legs	M	$ 3,937.00	429#	29	15

SOCIALIZER TABLE (Black frame finish only)

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TRS52FSD??02DS	36" Dia ROUND x29" High FIXED HEIGHT	C	$ 746.00	53 #		3
TRS52USD??02DS	36" Dia ROUND x 41" High FIXED HEIGHT	C	$ 746.00	53 #		3
TRS52TSD??02DS	36" Dia ROUND x 29"/41" MULTIPLE HEIGHT	C	$ 1,026.00	53 #		3
TRS52FSG??02DS	24" x 36"x 29" High Rectangle FIXED HEIGHT	C	$ 746.00	53 #		3
TRS52USG??02DS	24" x 36" x 41" High Rectangle FIXED HEIGHT	C	$ 746.00	53 #		3
TRS52TSG??02DS	24" x 36" Rectangle MULTIPLE HEIGHT	C	$ 1,026.00	53 #		3
TDS12H6B	Tivoli skirt fabric, box pleat - specify color	C	$ 467.00			3

PACER TABLES with center locks. CHROME IS STANDARD

TABLETOP HEIGHTS- 29" high (27" high also available, same price). Change the 75 in the fourth & fifth character in model # to a 70 for 27" high or 80 for 32" high version.

ARMOR EDGE COLORS- Black (A) is standard. Change the (A) to (GR) for gray, (DB) for dark blue, (BU) for Burgundy, (BN) for Brown.

LEG COLORS - Chrome (N) is standard for Pacer tables. Powdercoat leg finishes available. Change the (N) to (B) for Black, (L) for Silver Vein, (R) for Copper Vein, or (H) for Blue Hammertone.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
EP875-180N-??A	24"X72" Seminar (29" high)	M	$ 802.00	78#	12	15
EP875-240N-??A	24"X96" Seminar (29" high)	M	$ 833.00	90#	12	15
EP275-120N-??A	30" x 48" Rectangle (29" high)	M	$ 887.00			15
EP275-150N-??A	30" x 60" Rectangle (29" high)	M	$ 931.00			15
EP275-180N-??A	30"x72" Rectangle(29" high)	M	$ 974.00	93#	12.7	15
EP275-240N-??A	30"x96" Rectangle(29" high)	M	$ 1,022.00	128#	18.3	15
EP280-240N-??A	30"x96" Rectangle (32" high) ADA	M	$ 1,091.00	128#	18.3	15
EP375-120N-??A	48"Square(29" high)	M	$ 953.00	95#	20.1	15
EP475-120N-??A	48"Hexagon(29" high)	M	$ 1,029.00	95#	20.1	15
EP075-120N-??A	48" Round (29" high)	M	$ 953.00	95#	20.1	15
EP175-150N-??A	48"x60" Oval (29" high)	M	$ 1,027.00			15
EP575-150N-??A	60" Octagon(29" high)	M	$ 1,029.00	115#	20.1	15
EP580-150N-??A	60" Octagon (32" high) ADA	M	$ 1,148.00	115#	20.1	15
EP075-150N-??A	60" Round (29" high)	M	$ 1,029.00	115#	20.1	15
EP080-150N-??A	60" Round (32" high) ADA	M	$ 1,135.00	115#	20.1	15
EP175-165N-??A	60"X66" Oval (29" high)	M	$ 1,163.00	125#	33.9	15
EP180-165N-??A	60"x66" Oval (32" high) ADA	M	$ 1,210.00	125#	33.9	15
EP175-180N-??A	60"x72" Oval (29" high)	M	$ 1,215.00	132#	33.9	15
EP180-180N-??A	60"x72" Oval (32" high) ADA	M	$ 1,250.00	132#	33.9	15
EP075-165N-??A	66" Round (29" high)	M	$ 1,215.00	132#	29.4	15
EP080-165N-??A	66" Round (32" high) ADA	M	$ 1,250.00	125#	33.9	15
EP075-180N-??A	72" Round (29" high)	M	$ 1,250.00	156#	32	15
EP080-180N-??A	72" Round (32" high) ADA	M	$ 1,289.00	156#	32	15

PACER II SEAMLESS TOP TABLES. CHROME IS STANDARD (No Logos)

model number	description	Origin	List	LBS	cu.ft.	Warranty (yrs.)
EP9375-160N-??A	60" x 72" Oval (29" high)	M	$ 1,346.00	140#	53.4	10
EP9375-165N-??A	60" x 66" Oval (29" high)	M	$ 1,310.00			10
EP9375-147N-??A	58" Round (29") high	M	$ 1,316.00			10
EP9375-150N-??A	60" Round (29" high)	M	$ 1,316.00	130#	45.6	10
EP9375-350N-??A	60" Octagon (29" high)	M	$ 1,349.00	129#	45.6	10
EP9375-183N-??A	72" Round (29" high) Only avail. In Clear Maple	M	$ 1,576.00	142#	53.8	10

MultiApp TABLES (3/4" MDF TOPS w/ARMOR EDGE): new series=oval tube design, BLACK POWDERCOAT STANDARD.
TABLETOP HEIGHTS- 29". Other heights available by special request

ORDER INFORMATION. Place the laminate number of your selection in place of the question marks (??) in the below listed model numbers.
Single "?" at end of model number denotes options, replace following code representing your choice: (S) = Standard/No Grommets
(G) = Grommets (specify how many 1, 2, or 3 grommets: 1 on 48" & 60" units, 2 on 72" & 84" units, 3 on 96" units),
(L) = Unit-to-unit connector, (T) = Grommets (specify how many) and unit-to-unit connector.
TOP GROMMETS FOR CABLE MANAGEMENT-Add $12 per grommet at list price. Recommended grommet count is 1 per table up to
60" length, 2 per table up to 61"-84" length, 3 per tables for 96" width.
(02) in model # is for Black Armor Edge. Change (02) to (03) for Gray Armor Edge, to (04) for Burgundy Armor Edge, to (05) for Blue Armor Edge.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TUH22WSR??02B?	48" (122 cm) Half-Round	C	$ 1,159.00	74#	11.9	10
TUH22WSS??02B?	60" (152 cm) Half-Round	C	$ 1,165.00	90#		10
TUK22WST??02B?	24" (61 cm) Quarter Round	C	$ 1,134.00	52#	5.8	10
TUK22WSU??02B?	30" (76 cm) Quarter Round	C	$ 1,147.00	65#	5.8	10
TUC22WPH??02B?	24" x 60" (61 cm x 152 cm) Rectangle	C	$ 1,012.00	90#	9.2	10
TUC22WPI??02B?	24" x 72" (61 cm x 183 cm) Rectangle	C	$ 1,020.00	100#	10.8	10
TUC22WPK??02B?	24" x 96" (61 cm x 244 cm) Rectangle	C	$ 1,190.00	130#	14.2	10
TUC22WQH??02B?	30" x 60" (76 cm x 152 cm) Rectangle	C	$ 1,033.00	95#	11.9	10
TUC22WQI??02B?	30" x 72" (76 cm x 183 cm) Rectangle	C	$ 1,059.00	105#	14.1	10
TUC22WQK??02B?	30" x 96" (76 cm x 244 cm) Rectangle	C	$ 1,228.00	135#	18.5	10
	ADD / OPTIONAL TABLE CONNECTORS					
	Unit to Unit Latches Rectangular (2 per kit. 1 kit per table.)		$ 104.00			10
	Unit to Unit Latch kit. 1/2 & 1/4 Round (2 per kit. 1 kit per table.)		$ 104.00			10

MULTIAPP IIS TABLES (Double Sided): new series, BLACK POWDERCOAT STANDARD.
TABLETOP HEIGHTS- 29". Other heights available by special request

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TUD22WTH??02B	60" (152cm) Elliptical Shape	C	$ 1,114.00	105#	12	10
TUD22WTI??02B	72" (183cm) Elliptical Shape	C	$ 1,221.00	115#	15	10
TUD22WTK??02B	96" (244cm) Elliptical Shape	C	$ 1,433.00	145#	19	10
TUD22WPH??02B	24" x 60" (61 cm x 152 cm) Rectangle	C	$ 1,071.00	90#	9.2	10
TUD22WPI??02B	24" x 72" (61 cm x 183 cm) Rectangle	C	$ 1,135.00	100#	10.8	10
TUD22WPK??02B	24" x 96" (61 cm x 244 cm) Rectangle	C	$ 1,241.00	130#	14.2	10
TUD22WQH??02B	30" x 60" (76 cm x 152 cm) Rectangle	C	$ 1,088.00	95#	11.9	10
TUD22WQI??02B	30" x 72" (76 cm x 183 cm) Rectangle	C	$ 1,167.00	105#	14.1	10
TUD22WQK??02B	30" x 96" (76 cm x 244 cm) Rectangle	C	$ 1,406.00	135#	18.5	10

Grommets and Unit-to-Unit connectors are NOT available on the Elliptical Edge Top sizes of the MultiApp IIS. Both are available on the Rectangle shape.

ROOM SERVICE TABLES
Replace question marks (??) with 2 digit numbers denoting laminate top color. Add a T to the end of the model number to include Table Guide

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TRT82FSC??02BG	36"X42" Tri-fold Oval (29" high)	C	$ 1,172.00	65#	6.0	3
TRT82FSE??02BG	36" X 36" Tri-Fold Square (29" high)	C	$ 1,172.00	65#	6.0	3
TRB82FSC??02BG	36"X42" Bi-fold Oval (29" high)	C	$ 1,120.00	63#	6.0	3
TRB82FSE??02BG	36"X36" Bi-Fold Square (29" high)	C	$ 1,120.00	63#	6.0	3
TRR32FSB??02BS	36"X36" Rigid Frame Rectangular (29" high)	C	$ 898.00	63#	6.0	3
TRU82FSA??02BG	28-1/2"X36" Uni-fold with rack (29" high)	C	$ 694.00	44#	6.0	3
TRD32JSF??02BS	30" x 49" ADA Room Service (32" high)	C	$ 1,490.00	90#		3

2nd from last letter in model number for room service table (B) denotes chrome caster beam and leg. Change (B) to (D) for black caster and leg.
5" optional caster adds an extra 1" to the height of the table (31")

SOPHISTICATE CATERING TABLES
Laminate tops available in all laminate colors. Replace (??) with laminate color code of your choice. Replace (2?) with trim color of your choice:
(26) = Natural Maple, (27) = Burgundy Walnut, (25) = Cape Cod. Custom stain matching available on minimum quantity of 6 units or
more at an up-charge of 75.00 per unit.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TBW11NPG??2?B	32" x 72" laminate top with wood trim (36" high)	M	$ 2,615.00	223#	61	3
TBL11NPG????B	32" x 72" laminate top with laminate edge (36" high)	M	$ 2,615.00	223#	61	3
TBM11NPG??07B	32" x 72" laminate top with Armor-Edge (36" high)	M	$ 2,394.00	223#	61	3
TBG11NPG6?00B	32" x 72" granite top (36" high)	M	$ 5,502.00	295#	61	3
TBJ11NPG6?07B	32" x 72" granite top with Armor-Edge (36" high)	M	$ 5,502.00	295#	61	3
283149	Sophisticate Table cover: 73.25" L x 12' W x 38.5" H	M	$ 147.00			3

For granite top tables, replace the 6? in the model number with the following choices: (60) = Nero Galaxy, (62) = Karra Oro, (64) = Sachi,
(67) = Bianco Modena. Choice of 32" height is also available on Sophisticate tables.

SOPHISTICATE PLUS BUFFET TABLES
Granite tops only. See Sophisticate granite choices directly above.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
RBF21NPG6?C??B	32" x 72" granite top (36" high) with 1 cooking unit	M	$ 8,863.00	305#	61	3
RBJ21NPG6?07C??B	32" x 72" granite top w/Armor-Edge (36" H) - 1 cooking unit	M	$ 8,863.00	305#	61	3
RBF21NPG6?C?1B	32" x 72" granite top (36" high) with 2 cooking unit	M	$ 11,226.00	315#	61	3
RBJ21NPG6?07C?1B	32" x 72" granite top w/Armor-Edge (36" H) - 2 cooking units	M	$ 11,226.00	315#	61	3
RBF21NPG6?W??B	32" x 72" granite top (36" high) with 1 warming unit	M	$ 8,863.00	305#	61	3
RBJ21NPG6?07W??B	32" x 72" granite top w/Armor-Edge (36" H) - 1 warming unit	M	$ 8,863.00	305#	61	3
RBF21NPG6?W?1B	32" x 72" granite top (36" high) with 2 warming unit	M	$ 11,226.00	315#	61	3
RBJ21NPG6?07W?1B	32" x 72" granite top w/Armor-Edge (36" H) - 2 warming units	M	$ 11,226.00	315#	61	3
RBF21NPG6?W75B	32" x 72" granite top (36" high) with 3 warming unit	M	$ 13,886.00	325#	61	3
RBJ21NPG6?07W75B	32" x 72" granite top w/Armor-Edge (36" H) - 3 warming units	M	$ 13,886.00	325#	61	3

CATERING TABLES: SINGLE TIER
Replace question marks (??) with 2 digit numbers denoting laminate top color. Black Powdercoat only on frames.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TB312GSG??02BS	30" x 72" with center support (30"high)	C	$ 1,530.00	114#	19.4	3
TB312GSE??02BS	30" x 50" single tier	C	$ 1,434.00	114#		3

8' long catering & buffet tables available upon request

TWO-TIER & SINGLE-TIER DELUXE CATERING TABLES
Replace question marks (??) with 2 digit numbers denoting laminate top color. Black Powdercoat only on frames.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)

TB222GSG??02B	30"x 72" with center support (30"high)	C	$ 1,982.00	114#	19.4	3
TB322GSG??02B	30" x 72" single tier	C	$ 1,530.00	114#		3

8' long catering & buffet tables available upon request

TWO-TIER SENIOR & TWO-TIER JR. CATERING TABLES

Replace question marks (??) with 2 digit numbers denoting laminate top color. Black Powdercoat only on frames.

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
TB212GSG??02BS	30" X 72" with shelf & service rack (30"high) - 2 Tier	C	$ 1,982.00	160#	24.2	3
TB212GSE??02BS	30" X 50" with shelf & service rack (30"high) - 2-Tier	C	$ 1,906.00	125#	18.1	3

TIVOLI CATERING TABLE DRAPES

Flat drapes, knife pleated 8" valance. Standard colors, replace ?? with: Wine (TC), Hunter Green (TF), Cadet Blue (TL), Charcoal (TQ), Black (TN), Straw (TR), White (TU), Caribbean (TV), Ruby Red (TW), Special (TX). Add color letters to end of model numbers.

model number	description	Origin	list price	Warranty (yrs.)
TDD12D1AXX	72", Single Height Catering, 4 sides, shirred	M	$ 381.00	1
	Dimensions - 16'9" x 29"			
TDB12D1AXX	72", Two-Tier Buffet, 4 sides, shirred	M	$ 631.00	1
	Dimensions - top 14'6" x 12", bottom 16'9" x 29"			
TDB12F1AXX	50", Two-Tier Buffet, 4 sides, shirred	M	$ 497.00	1
	Dimensions - top 10'6" x 12", bottom 13'2" x 29"			

SOLID FUEL FOOD WARMER, DOUBLE WALL

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
4921-201	Double wall solid fuel food warmer	C	$ 701.00	27.9	4.0	1

Model number denotes stainless steel box. Add B to end of model number to order black metal box.

ELECTRIC FOOD WARMERS, INSULATED

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
4918-700	120 volt	C	$ 1,307.00	32#	4.0	1
4918-800	240 volt	C	$ 1,307.00	32#	4.0	1

Model number denotes stainless steel box. Add B to end of model number to order black metal box.

SOLID FUEL FOOD WARMER ON WHEELS, WITH HANDLE

model number	description	Origin	list price	Warranty (yrs.)
4921-401	Double wall solid fuel food warmer w/wheels & handle	C	$ 915.00	1

Model number denotes stainless steel box. Add B to end of model number to order black metal box.

ELECTRIC FOOD WARMER ON WHEELS, WITH HANDLE

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
4938-700	120 volt with wheels/handle	C	$ 1,532.00	35#	4.5	1
4938-800	240 volt with wheels/handle	C	$ 1,532.00	35#	4.5	1

Model number denotes stainless steel box. Add B to end of model number to order black metal box.

ELECTRIC FOOD WARMER TRANSPORT

model number	description	Origin	list price	LBS	cu.ft.	Warranty (yrs.)
3909-100	120 volt	C	$ 1,803.00	103#	31.6	1
3909-200	240 volt	C	$ 1,803.00	103#	31.6	1

ARMOR-EDGE FLT WITH PLYWOOD TOPS - All tables have SICO Armor-Edge

Model Numbers	Description	Origin	List Price	LBS	Warranty (yrs.)
	ROUND TABLES				
C7010-183-102BN	72" Round Table	C	$ 603.00	88#	3
C7010-165-102BN	66" Round Table	C	$ 593.00	75#	3
C7010-153-102BN	60" Round Table	C	$ 559.00	67#	3
	RECTANGLE TABLES				
C7215-183-102BN	36"x72"x30"H Rectangle Table	C	$ 446.00	70#	3
C7212-183-102BN	30" X 72" X 30"H Rectangle Table	C	$ 425.00	65#	3
C7214-183-102BN	24"x72"x30"H Rectangle Table	C	$ 404.00	55#	3
C7211-183-102BN	18" X 72" X3 0"H Rectangle Table	C	$ 382.00	50#	3
C7215-244-102BN	36"x96"x30"H Rectangle Table	C	$ 568.00	84#	3
C7212-244-102BN	30" X 96" X 30"H Rectangle Table	C	$ 540.00	77#	3
C7214-244-102BN	24"x96"x30"H Rectangle Table	C	$ 510.00	66#	3
C7211-244-102BN	18" X 96" X 30"H Rectangle Table	C	$ 481.00	58#	3
	Modesty Panel for Rectangle Tables only				
Add M??? To end of #	72 inch Modesty Panel	C	$ 148.00	7#	3
Add M??? To end of #	96 inch Modesty Panel	C	$ 165.00	9#	3
	OVAL TABLES				
C7113-183-102BN	60" X 72" X 30"H Oval Table	C	$ 587.00	83#	3
	HALF ROUND TABLES				
C740-183-102BN	72"dia X 30"H Half Round Table	C	$ 440.00	55#	3
	QUARTER ROUND TABLES				
C750-076-102BN	30"dia X 30"H Qtr. Round Table	C	$ 345.00	25#	3
	CRESCENT TABLE				
C762-168-102BN	30" w X 66" dia X 30"H Crescent Table	C	$ 629.00	55#	3
C767-183-102BN	36" w X 72" dia X 30"H Crescent Table	C	$ 632.00	65#	3
	TABLE CADDIES				
TAC12F	Round Table Caddy	C	$ 1,429.00	120#	3
	(holds 12 tables)				
TAC12B	Rectangle Caddy - 6ft	C	$ 838.00	101#	3
	(holds 16: 30" x 72" tables				
	or 32: 18" x 72" tables)				
TAC12C	Rectangle Caddy - 8ft	C	$ 947.00	115#	3
	(holds 16: 30" x 96" tables				
	or 32: 18" x 96" tables)				

ARMOR-EDGE FLT WITH LAMINATE TOPS - All tables have SICO Armor-Edge

Model Numbers	Description	Origin	List Price	LBS	Warranty (yrs.)

	ROUND TABLES				
C7010-183-175?	72" Round Table (Only avail. In Clear Maple)	C	$ 729.00	88#	3
C7010-165-175?	66" Round Table (Only avail. In Clear Maple)	C	$ 719.00	75#	3
C7010-153-1???	60" Round Table	C	$ 615.00	67#	3
	RECTANGLE TABLES				
C7215-183-1???	36"x72"x30"H Rectangle Table	C	$ 485.00	74#	3
C7212-183-1???	30" X 72" X 30"H Rectangle Table	C	$ 461.00	68#	3
C7214-183-1???	24"x72"x30"H Rectangle Table	C	$ 439.00	58#	3
C7211-183-1???	18" X 72" X3 0"H Rectangle Table	C	$ 416.00	52#	3
C7215-244-1???	36"x96"x30"H Rectangle Table	C	$ 636.00	89#	3
C7212-244-1???	30" X 96" X 30"H Rectangle Table	C	$ 606.00	81#	3
C7214-244-1???	24"x96"x30"H Rectangle Table	C	$ 568.00	69#	3
C7211-244-1???	18" X 96" X 30"H Rectangle Table	C	$ 530.00	61#	3
	Modesty Panel for Rectangle Tables only				
Add M??? To end of #	72 inch Modesty Panel	C	$ 148.00	7#	3
Add M??? To end of #	96 inch Modesty Panel	C	$ 165.00	9#	3
	OVAL TABLES				
C7113-183-1???	60" X 72" X 30"H Oval Table	C	$ 649.00	83#	3
	HALF ROUND TABLES				
C740-183-1??A	72"dia X 30"H Half Round Table	C	$ 519.00	55#	3
	QUARTER ROUND TABLES				
C750-076-1??A	30"dia X 30"H Qtr. Round Table	C	$ 382.00	25#	3
	CRESCENT TABLE				
C762-168-1??A	30" w X 66" dia X 30"H Crescent Table	C	$ 735.00	55#	3
C767-183-1??A	36" w X 72" dia X 30"H Crescent Table	C	$ 733.00	65#	3
	TABLE CADDIES				
TAC12F	Round Table Caddy	C	$ 1,429.00	120#	3
	(holds 12 tables)				
TAC12B	Rectangle Caddy - 6ft	C	$ 838.00	101#	3
	(holds 16: 30" x 72" tables				
	or 32: 18" x 72" tables)				
TAC12C	Rectangle Caddy - 8ft	C	$ 947.00	115#	3
	(holds 16: 30" x 96" tables				
	or 32: 18" x 96" tables)				

STAGES & RISERS

CHORAL RISERS

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
2611-324B	3-rise	$ 2,304.00	172#	50.7	15
2611-432B	4-rise	$ 2,993.00	221#	80.9	15
C2612-34GRDB	Set of 2 side rails with 2 storage hangers	$ 1,066.00	81#	23	15

1800 STAGES

1800 STAGES – SINGLE HEIGHT AND DUAL HEIGHT. Standard stages with black banding, black painted parts, and Velcro tape around the perimeter of each stage. NOTE: There is NO deduction for eliminating Velcro at customer's request.

Model number 1811 or 1812 denote SICO carpet -- see below.

Model number 1821 or 1822 denote customer-supplied carpet, same price as SICO carpet. Carpet tile installation extra.

Model number 1831 or 1832 denote carpet to be installed by customer, same price as SICO carpet.

Model number 1881 or 1882 denote SICO black Tuffdeck.

Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.

Other standard carpet colors – special order – allow 45 days plus -- no extra charge. Replace ?? at end of model # with carpet code.

Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .

model number		description	list price	weight	cu.ft.	Warranty (yrs.)
1800 DUAL HEIGHT STAGES (END FOLD)						
CARPET	**TUFFDECK**					
1812-624B-??	1882-624	6' x 8' x 16-24" stage	$ 4,084.00	335lbs. / 152kg	41cu f/ 1.15cu m	3
1812-632B-??	1882-632	6' x 8' x 24"-32" stage	$ 4,265.00	365 lbs. / 166kg	64 cu f/1.79cu m	3
1812-640B-??	1882-640	6' x 8' x 32"-40" stage	$ 4,440.00	384 lbs./174kg	72 cu f/2.02cu m	3
1812-424B-??	1882-424	4' x 8' x 16-24" stage	$ 3,321.00	250 lbs. / 114kg	28 cu f /.78cu m	3
1812-432B-??	1882-432	4' x 8' x 24"-32" stage	$ 3,432.00	280 lbs. / 127kg	34.4 cu f /.96 cu m	3
1812-440B-??	1882-440	4' x 8' x 32"-40" stage	$ 3,601.00	296 lbs. / 134kg	38.5 cu f/1.07cu m	3

1800 SINGLE HEIGHT STAGES (END FOLD)

model number		description	list price	weight	cu.ft.	Warranty (yrs.)
CARPET	**TUFFDECK**					
1811-608B-??	1881-608	6' X 8' X 8" stage	$ 3,066.00	300 lbs. / 136kg	38.3 cu f/ 1.07cu m	3
1811-616B-??	1881-616	6' X 8' X 16" stage	$ 3,216.00	310 lbs. / 141kg	41 cu f/ 1.15cu m	3
1811-624B-??	1881-624	6' X 8' X 24" stage	$ 3,296.00	330 lbs./ 150kg	64 cu f/ 1.79cu m	3
1811-632B-??	1881-632	6' X 8' X 32" stage	$ 3,362.00	340 lbs. / 154kg	72 cu f/ 2.02cu m	3
1811-408B-??	1881-408	4' x 8' x 8" stage	$ 2,563.00	192 lbs./ 87kg	26 cu f/.73cu m	3
1811-416B-??	1881-416	4' x 8' x 16" stage	$ 2,734.00	224 lbs./ 102kg	28 cu f/ .78 cu m	3
1811-424B-??	1881-424	4' x 8' x 24" stage	$ 2,799.00	244 lbs./ 111kg	28.7 cu f/ .80 cu m	3
1811-432B-??	1881-432	4' x 8' x 32" stage	$ 2,948.00	253 lbs. / 115kg	32 cu f/ .90 cu m	3
1811-308B-??	1881-308	3' x 8' x 8" stage	$ 2,270.00	170 lbs. / 77kg	18.8 cu f/ .53 cu m	3
1811-316B-??	1881-316	3' x 8' x 16" stage	$ 2,467.00	189 lbs./ 86kg	19.6 cu f/ .55 cu m	3
1811-324B-??	1881-324	3' x 8' x 24" stage	$ 2,500.00	204 lbs./ 93kg	21.6 cu f/ .60cu m	3
1811-332B-??	1881-332	3' x 8' x 32" stage	$ 2,625.00	235 lbs./ 107kg	24 cu f / .67cu m	3

CORNER SECTIONS

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
1684-01BS1	4' x 4' x 5'-8" Corner, Tuffdeck (8' high)	$ 1,183.00	66#	6.6	3

1686-01B??	4' x 4' x 5'-8"' Corner, Carpet (8" high)	$ 1,149.00	66#	6.6	3

Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.
Other standard carpet colors -- special order -- allow 45 days plus -- no extra charge. Replace ?? at end of model # with carpet code.
Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .
For Black Vinyl surface, replace ?? with (01).

STAGE STEPS

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
CARPET or BLACK VINYL					
SAS21Q??	1-step rise (for 16" stage)	$ 542.00	25#	4	3
	(No wheels or guard rails).				
SAS21S??	2-step rise (for 16"-24"stage)	$ 807.00	52#	12	3
	(No wheels or guard rails)				
SAS21B??	2-step 8" rise step (for 16" - 24" stage)	$ 1,374.00	80#	6.0	3
	(with wheels and guard rails)				
SAS21D??	3-step 8" rise step (for 24" & 32" stage)	$ 1,571.00	109#	10.8	3
	(with wheels and guard rails)				
SAS21F??	4-step articulated (for 16" - 32" stage)	$ 2,632.00	219#	24	3
	(with wheels and guardrails)				
SAS21G??	5-step articulated rise (for 20" - 40" stage)	$ 2,726.00	290#	28	3
	(with wheels and guardrails)				
SAS21H??	6-step articulated rise (for 24" - 48" stage)	$ 2,763.00	350#	32	3
	(with wheels and guardrails)				

1800 GUARD RAILS* Of steel tubular stock.

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
1851-002B	2' rail (42" high)	$ 711.00			3
1851-003B	3' rail (42" high)	$ 733.00	24#	3.7	3
1851-004B	4' rail (42" high)	$ 730.00	28#	4.9	3
1851-006B	6' rail (42" high)	$ 807.00	44#	7.3	3
1851-008B	8' rail (42" high)	$ 863.00	51#	9.8	3

UNIVERSAL GUARD Option: Fits both Tri Height and 1800 Stages.

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
1852-002B	2' rail (42" high)	$ 737.00			3
1852-003B	3' rail (42" high)	$ 759.00	32	3.7	3
1852-004B	4' rail (42" high)	$ 753.00	42	4.9	3
1852-006B	6' rail (42" high)	$ 832.00	60	7.3	3
1852-008B	8' rail (42" high)	$ 889.00	70	9.8	3

* This added safety feature must be used with all SICO stages and risers.

TRUCKS

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
1412-001B	Guard rail truck (holds 18 - 8' or 10 ramp rails)	$ 1,552.00	134#	16.6	3
1416-001B	Comb.guard rail/drape truck (holds 16 - 6" rails	$ 1,942.00	152#	27	3
	& 28 - 48" drapes to 60 - 16" drapes)				
116443 BS1	Storage post for chair/table stops (order in pairs)	$ 85.00			3
1404-001B	Single unit drape truck (holds 28 - 48"to 60 - 16")	$ 1,781.00	99#	16.6	3
1404-002B	Double unit drape truck (holds 56 - 48" to 120 16")	$ 3,164.00	120#	16.6	3
1413-001BS1	Chairstop rack - fits #1412 truck. (holds 40)	$ 1,477.00	39#	2.1	3
1413-002BS1	Chairstop rack - fits #1416 truck. (holds 40)	$ 1,333.00	39#	2.1	3

CHAIR/TABLE STOPS

model number	description	list price	weight	cu.ft.	
SAX11CS3	36" long	$ 179.00	5#	0.5	
SAX11CS4	48" long	$ 187.00	6#	0.6	
SAX11CS5	60" long	$ 204.00	8#	0.9	3
SAX11CS6	72" long	$ 211.00	10#	1.2	3
SAX11CS8	96" long	$ 218.00	12#		3

DRAPES:

Note: 3', 4', & 6' width drapes of either material are available. To order: choose the correct height and style, then change the 5th digit of the model number to either a 3, 4, or 6 to designate the required width. To price: 3' -- use 40% of 8' cost 4' -- use 52% of 8' cost, 6' -- use 76% of 8' cost.

TIVOLI SINGLE HEIGHT DRAPES

Flat drapes, knife pleated 8" valance. Standard colors, replace ?? with: Wine (201), Hunter Green (205), Cadet Blue (210), Charcoal (214), Black (213), Straw (219), White (220), Caribbean (221), Ruby Red (222), Special (TX). Add color numbers to end of model numbers.

model number	description	list price	weight	Warranty (yrs.)
1651-808-???	96" w. x 8" long.	$ 193.00	.7#	1
1651-816-???	96" w. x 16" long.	$ 206.00	1.1#	1
1651-824-???	96" w. x 24" long.	$ 349.00	1.6#	1
1651-832-???	96" w. x 32" long.	$ 359.00	2.2#	1
1651-840-???	96" w. x 40" long.	$ 421.00	3.0#	1
1651-848-???	96" w. x 48" long.	$ 433.00	3.4#	1

TIVOLI MULTIPLE HEIGHT DRAPES

Flat drapes, knife pleated 8" valance. See list above.

model number	description	list price	weight	Warranty (yrs.)
1652-824-???	96" w. x 16-24" long.	$ 339.00	1.7#	1
1652-832-???	96" w. x 24-32" long.	$ 426.00	2.0#	1
1653-832-???	96" w. x 16-24-32" long.	$ 512.00	2.3#	1
1653-840-???	96" w. x 24-32-40" long.	$ 551.00	3.0#	1
1653-848-???	96" w. x 32-40-48" long.	$ 614.00	3.7#	1
1654-872-???	96" w. x 48-56-64-72" long.	$ 741.00	5.8#	1

DURAVEL II SINGLE HEIGHT DRAPES

Flat drapes, knife pleated 8" valance. Standard colors, replace ??? with: Plum (132), Beige (144), Royal Blue (145), Pewter (146), Black (153), and Cypress (170), Special (VX).

model number	description	list price	weight	Warranty (yrs.)
1561-808-???	96" w. x 8" long.	$ 212.00	.7#	1
1561-816-???	96" w. x 16" long.	$ 227.00	1.1#	1
1561-824-???	96" w. x 24" long.	$ 384.00	1.6#	1
1561-832-???	96" w. x 32" long.	$ 395.00	2.2#	1
1561-840-???	96" w. x 40" long.	$ 463.00	3.0#	1
1561-848-???	96" w. x 48" long.	$ 476.00	3.4#	1

DURAVEL II MULTIPLE HEIGHT DRAPES

Flat drapes, knife pleated 8" valance. See list above.

model number	description	list price	weight	Warranty (yrs.)
1562-824-???	96" w. x 16-24" long.	$ 433.00	1.7#	1
1562-832-???	96" w. x 24-32" long.	$ 469.00	2.0#	1
1563-832-???	96" w. x 16-24-32" long.	$ 563.00	2.3#	1
1563-840-???	96" w. x 24-32-40" long.	$ 607.00	3.0#	1
1563-848-???	96" w. x 32-40-48" long.	$ 675.00	3.7#	1
1564-872-???	96" w. x 48-56-64-72" long.	$ 814.00	5.8#	1

SICO VELOUR SINGLE HEIGHT DRAPES

Flat drape with 8" knife-pleated valance. Standard colors: Pewter (50), Cherry (30), Brown (40), Ruby (31), Black (950), Special (VX).

model number	description	list price	weight	Warranty (yrs.)
1981-808-??	96" w. x 8" long.	$ 559.00	1.5#	1
1981-816-??	96" w. x 16" long.	$ 788.00	2.7#	1
1981-824-??	96" w. x 24" long.	$ 842.00	4.1#	1
1981-832-??	96" w. x 32" long.	$ 908.00	5.4#	1
1981-840-??	96" w. x 40" long.	$ 1,002.00	6.8#	1
1981-848-??	96" w. x 48" long.	$ 1,070.00	8.1#	1

Cotton Velour Drapes are highly recommended for backdrop use because of their opacity to light.

SICO VELOUR MULTIPLE HEIGHT DRAPES

Flat drape with 8" knife-pleated valance. Standard colors: Pewter (50), Cherry (30), Brown (40), Ruby (31), Black (950), Special (VX).

model number	description	list price	weight	Warranty (yrs.)
1982-824-??	96" w. x 16-24" long.	$ 888.00	3.0#	1
1982-832-??	96" w. x 24-32" long.	$ 953.00	4.0#	1
1983-832-??	96" w. x 16-24-32" long.	$ 1,002.00	4.5#	1
1983-840-??	96" w. x 24-32-40" long.	$ 1,070.00	5.0#	1
1983-848-??	96" w. x 32-40-48" long.	$ 1,141.00	6.0#	1
1984-872-??	96" w. x 48-56-64-72" long.	$ 1,472.00	9.1#	1

NOTE: To order Sico Velour drapery material in colors on the color card other than those listed above, add 5% to the selling price and contact the factory for availability. (Special colors for Duravel are also available but require a rather large minimum order).

1800 PORTABLE BACKDROP CARRIERS

model number	description	list price	weight	Warranty (yrs.)
3646-400Z	4' w x 70 1/4" to 192"h	$ 1,812.00		3
3646-600Z	6' w x 70 1/4" to 192" h	$ 2,052.00		3
3646-800Z	8' w x 70 1/4" to 192" h	$ 2,092.00		3

TRI-HEIGHT STAGES

Replace in model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.

Other standard carpet colors -- special order – allow 45 days plus – no extra charge. Replace ?? at end of model # with carpet code.

Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) . For Tuff Deck surface, replace ?? with (41).

TRI-HEIGHT STAGE WITH REVERSIBLE DECK

Model number for carpet one side, Tuff Deck second side.

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
	6'X8' (1828 mm x 2438 mm)				
S3H316C??41B	6'x8'-12"/18" (305/457 mm)	$ 4,550.00	375 lbs./170kg	41cu f./1.15cu m	3
S3H316D??41B	6'x8'-16"/24" (406/610 mm)	$ 4,653.00	400 lbs/182kg		3
S3H316E??41B	6'X8'-18"/24"/30" (457/610/762 mm)	$ 4,879.00	400 lbs/182kg	67 cu f./1.88cu m	3
S3H316F??41B	6'X8'- 24"/30"/36" (610/762/914 mm)	$ 4,915.00	428 lbs./194 kg	88 cu f./2.46cu m	3
S3H316G??41B	6'x8'-30"/36"/42" (762/914/1067 mm)	$ 4,952.00	439 lbs./199kg	96 cu f./ 2.69cu m	3
	4'x8' (1219 mm x 2438 mm)				
S3H314C??41B	4'x8'-12"/18" (305/457 mm)	$ 4,233.00	280 lbs./127kg	41 cu f./ 1.15cu m	3
S3H314E??41B	4'X8'-18"/24"/30" (457/610/762 mm)	$ 4,509.00	324 lbs./147kg	46 cu f./1.29cu m	3
S3H314F??41B	4'X8'- 24"/30"/36" (610/762/914 mm)	$ 4,548.00	365 lbs./166kg	64 cu f./1.79 cu m	3
S3H314G??41B	4'x8'-30"/36"/42" (762/914/1067 mm)	$ 4,583.00	384 lbs./174kg	72 cu f./2.02cu m	3

TRI-HEIGHT STEPS

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
SAS21A??	2-step 6" rise (for 12" - 18" stages)	$ 1,053.00	80#	15	3
	(with wheels and guardrails)				
SAS21R??	2-step 6" rise (for 12" - 18" stages)	$ 807.00			3
	(with No wheels and No guardrails)				
SAS21S??	2-step rise (for 16"-24"stage)	$ 807.00	52#	12	3
	(No wheels and No guard rails)				
SAS21C??	3-step 6" rise (for 18" and 24" stages)	$ 1,649.00	109#		3
	(with wheels and guardrails)				
SAS21F??	4-step articulated rise (for 16" - 32" stages)	$ 2,632.00	219#	24	3
	(with wheels and guardrails)				
SAS21G??	5-step articulated rise (24"/30"/36"stages)	$ 2,726.00	290#	28	3
	(with wheels and guardrails)				
SAS21H??	6-step articulated rise (30"/36"/42" stages)	$ 2,763.00	300#	32	3
	(with wheels and guardrails)				

Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 -- 45 days.
Other standard carpet colors -- special order -- allow 45 days plus -- no extra charge. Replace ?? at end of model # with carpet code.
Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) . For Black Vinyl surface, replace ?? with (01).

TRI-HEIGHT GUARD RAIL*

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
1853-002B	2' (60.9cm) - (42" high)	$ 711.00			3
1853-003B	3' (91.4 cm) - (42" high)	$ 733.00	32	9	3
1853-004B	4' (121.9 cm) - (42" high)	$ 730.00	42	12	3
1853-006B	6' (182.9 cm) - (42" high)	$ 807.00	60	18	3
1853-008B	8' (243.8 cm) - (42" high)	$ 863.00	70	24	3

UNIVERSAL GUARD

Option: Fits both Tri Height and 1800 Stages.

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
1852-002B	2' (60.9cm) - (42" high)	$ 737.00			3
1852-003B	3' (91.4 cm) - (42" high)	$ 759.00	32	9	3
1852-004B	4' (121.9 cm) - (42" high)	$ 753.00	42	12	3
1852-006B	6' (182.9 cm) - (42" high)	$ 832.00	60	18	3
1852-008B	8' (243.8 cm) - (42" high)	$ 889.00	70	24	3

* This added safety feature must be used with all SICO stages and risers.

CHAIR STOPS

for Tri-Height stages only.

	description	list price	weight	cu.ft.	Warranty (yrs.)
SP3H113B	3' (91.4 cm)	$ 179.00	5#	0.5	3
SP3H114B	4' (121.9 cm)	$ 187.00	6#	0.6	3
SP3H115B	5' (152.4 cm)	$ 204.00	8#	0.9	3
SP3H116B	6' (182.9 cm)	$ 211.00	10#	1.2	3
SP3H118B	8' (243.8 cm)	$ 218.00	12#	1.4	3

DRAPES:

Note: 3', 4', & 6' width drapes of either material are available. To order: choose the correct height and style, then change the
5th digit of the model number to either a 3, 4, or 6 to designate the required length. To price:3'--use 40% of 8' cost 4'--use 52% of 8' cost, 6'--use 76% of 8' cost.

TIVOLI MULTIPLE HEIGHT DRAPES

for Tri-Height stages only.

Flat drapes, knife pleated 8" valance. Standard colors, replace ?? with: Wine (TC), Hunter Green (TF), Cadet Blue (TL), Charcoal (TQ), Black (TN),
Straw (TR), White (TU), Caribbean (TV), Ruby Red (TW), Special (TX). Add color letters to end of model numbers.

model number	description	list price	weight	Warranty (yrs.)
SDVM-18D2??	96" w. x 12/18"long	$ 393.00	1.7#	1
SDVM-18F3??	96" w. x 18/24/30" long	$ 512.00	2.3#	1
SDVM-18H3??	96" w. x 24/30/36" long	$ 551.00	3.0#	1
SDVM-18K3??	96" w. x 30/36/42" long	$ 615.00	3.7#	1

DURAVEL II MULTIPLE HEIGHT DRAPES

for Tri-Height stages only.

Flat drapes, knife pleated 8" valance. Standard colors, replace ??? with: Plum (132), Beige (144), Royal Blue (145), Pewter (146), Black (153),
and Cypress (170), Special (VX).

model number	description	list price	weight	Warranty (yrs.)
SDVM-18D2D???	96" w. x 12/18"long	$ 433.00	1.7#	1
SDVM-18F3D???	96" w. x 18/24/30" long	$ 563.00	2.3#	1
SDVM-18H3D???	96" w. x 24/30/36" long	$ 607.00	3.0#	1
SDVM-18K3D???	96" w. x 30/36/42" long	$ 676.00	3.7#	1

BACKDROPS - G.R.COVERS - BARRIERS

TRI-HEIGHT PORTABLE BACKDROP CARRIER WITH HORIZONTAL GUARDRAILS

model number	description	list price	weight	cu.ft.	Warranty (yrs.)
SBVM114Z	48" w. X 70-1/4" TO 192" high.	$ 2,135.00	80#	2.5	1
SBVM116Z	72" w. x 70-1/4" to 192" high.	$ 2,425.00	88#	2.5	1
SBVM118Z	96" w. x 70-1/4" to 192" high.	$ 2,536.00	94#	2.5	1

TIVOLI BACKDROP DRAPES

50% fullness, box pleated. Material, colors -- see Tivoli stage drapes.

model number	description	list price	weight	Warranty (yrs.)
1659-410-???	4' wide, 10' high	$ 512.00	7#	1
1659-412-???	4' wide, 12' high	$ 641.00	8#	1
1659-610-???	6' wide, 10' high	$ 802.00	9#	1
1659-612-???	6' wide, 12' high	$ 908.00	11#	1
1659-810-???	8' wide, 10' high	$ 1,002.00	12#	1
1659-812-???	8' wide, 12' high	$ 1,410.00	15#	1

DURAVEL II BACKDROP DRAPES

50% fullness, box pleated. Material, colors -- see Duravel stage drapes.

model number	description	list price	weight	Warranty (yrs.)
1569-410	4' wide, 10' high	$ 563.00	8#	1
1569-412	4' wide, 12' high	$ 704.00	9#	1
1569-610	6' wide, 10' high	$ 882.00	10#	1
1569-612	6' wide, 12' high	$ 998.00	12#	1
1569-810	8' wide, 10' high	$ 1,102.00	13#	1
1569-812	8' wide, 12' high	$ 1,549.00	16#	1

Cotton Velour Drapes are highly recommended for backdrop use because of their opacity to light.

SICO VELOUR BACKDROP DRAPES

50% fullness, box pleated. Material, colors -- see Sico Velour drapes.

model number	description	list price	weight	Warranty (yrs.)
1989-410-??	4' wide, 10' high	$ 945.00	12#	1
1989-412-??	4' wide, 12' high	$ 1,055.00	15#	1
1989-610-??	6' wide, 10' high	$ 1,312.00	17#	1
1989-612-??	6' wide, 12' high	$ 1,517.00	20#	1
1989-810-??	8' wide, 10' high	$ 1,903.00	20#	1
1989-812-??	8' wide, 12' high	$ 2,210.00	26#	1

GUARD RAIL COVERS

POLY-TWILL COVERS

Standard colors: White, Bone, Cream, Sandlewood, Butterscotch, Silver Cloud, Beige, Sable, Gray, Olive, Eucalyptus,

Slate Blue, Violet, Rosewood, Dusty Rose, Terra Cotta, Raspberry, Red, Topaz, Sunflower, Wine, Burgundy, Plum,
Dark Blue, Blueberry, Jade, Kelly Green, Teal, Light Blue, Purple, Navy, Charcoal, Brown, Black, Tangerine. Add color letters to end of model number.

model number	description	list price	Warranty (yrs.)
SGD11A??	3' X 42"	$ 223.00	1
SGD11B??	4' X 42"	$ 295.00	1
SGD11C??	6' X 42"	$ 440.00	1
SGD11D??	8' X 42"	$ 585.00	1

2015 UNIVERSAL RAMP PACKAGES FOR 1800 STAGES (8FT SECTIONS)

**** PACKAGES LISTED BELOW DO NOT INCLUDE UPPER LANDING.**
THEY DO INCLUDE TURNAROUND WHEN NEEDED TO MEET ADA.

Package #1		List Price	Warranty (yrs.)
SARP11A1??	4'X8'X0-8" RAMP PKG	$ 3,601.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT			
HANDLES,UPPER CLAMP,1 DECK CADDY			

CONSISTS OF:	Description	Component $	Warranty (yrs.)
SAR21A1?? = 1	4' x 8' x 0"-8"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp	$ 2,810.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)	$ 723.00	3
118309B = 2	Wedge Connector for One Section Ramp, 2 Req'd (Connects First Ramp Section to Top Clamp)	$ 34 (x2)	3

Package #2		List Price	Warranty (yrs.)
SARP11B1??	4'x16'x0-16"RAMP PKG	$ 7,526.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT			Combined weight = 550 lbs.
HANDLES,UPPER CLAMP,1 DECK CADDY,1 GUARDRAIL CADDY			

CONSISTS OF:	Description	Component $	Warranty (yrs.)
SAR21A1??=1	4' x 8' x 0"-8"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp	$ 2,810.00	3
SAR21B1??=1	4' x 8' x 8"-16"h Universal Folding Leg Ramp Section w/ Rails	$ 2,331.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)	$ 723.00	3
1412-001B=1	Guard Rail Truck (Capacity: up to 10 ea. Ramp Rails w/ Handrails or 18 Stage Rails)	$ 1,662.00	3

Package #3		List Price	Warranty (yrs.)
SARP11C1??	4'x24'x0-24"RAMP PKG	$ 10,290.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT			Combined weight = 1100 lbs.
HANDLES,UPPER CLAMP,1 DECK CADDY,1 GUARDRAIL CADDY			

CONSISTS OF:	Description	Component $	Warranty (yrs.)
SAR21A1??=1	4' x 8' x 0"-8"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp	$ 2,810.00	3
SAR21B1??=1	4' x 8' x 8"-16"h Universal Folding Leg Ramp Section w/ Rails	$ 2,331.00	3
SAR21C1??=1	4' x 8' x 16"-24"h Universal Folding Leg Ramp Section w/ Rails	$ 2,764.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)	$ 723.00	3
1412-001B=1	Guard Rail Truck (Capacity: up to 10 ea. Ramp Rails w/ Handrails or 18 Stage Rails)	$ 1,662.00	3

Package #4		List Price	Warranty (yrs.)
SARP11D1??	4'x32'x0-32"RAMP PKG W/TURNAROUND	$ 19,369.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT			Combined weight = 1800 lbs.
HANDLES UPPER CLAMPS, TURNAROUND,TURNAROUND GUARDRAILS,			
2 DECKS CADDIES,1 GUARDRAIL CADDY			

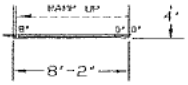
CONSISTS OF:	Description	Component $	Warranty (yrs.)
SAR21A1??=1	4' x 8' x 0"-8"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp	$ 2,810.00	3
SAR21B1??=1	4' x 8' x 8"-16"h Universal Folding Leg Ramp Section w/ Rails	$ 2,331.00	3
SAR21C1??=1	4' x 8' x 16"-24"h Universal Folding Leg Ramp Section w/ Rails	$ 2,764.00	3
SAR21D1??=1	4' x 8' x 24"-32"h Universal Folding Leg Ramp Section w/ Rails	$ 2,761.00	3
72112-1 = 1	Ramp Turnaround/Landing Kit w/ Enter/Exit Handles, Top & Bottom Clamps	$ 799.00	3
SAR213161xxB=2	3' x 8' x 16"h Ramp Landing Platform, Single Height, Ready for Top Mount Rails	$ 1559 (x2)	3
3705-006BS11=2	6'w Top Mount Landing Guard Rail w/ Continuous Hand Rail	$ 463 (x2)	3
SGB11GBBS1=1	8'w Guard Rail for Ramp Landing	$ 696.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)	$ 723.00	3
SAC11TA=1	Stage Storage Caddy for 3'w Landing Units, Non-Stacking (cap. 4 Units per Caddy)	$ 779.00	3
1412-001B=1	Guard Rail Truck (Capacity: up to 10 ea. Ramp Rails w/ Handrails or 18 Stage	$ 1,662.00	3

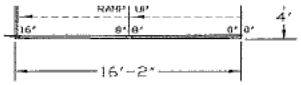
Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.
Other standard carpet colors – special order -- allow 45 days plus -- no extra charge. Replace ?? at end of model # with carpet code.
Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .

Package #5		List Price	Warranty (yrs.)
SARP11E1??	4'x40'x0-40"RAMP PKG W/TURNAROUND	$ 24,636.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT			
HANDLES,UPPER CLAMPS, TURNAROUND,TURNAROUND GUARDRAILS,			
2 DECKS CADDIES,2 GUARDRAIL CADDY			

CONSISTS OF:	Description	Component $	Warranty (yrs.)
SAR21A1??=1	4' x 8' x 0"-8"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp	$ 2,810.00	3
SAR21B1??=1	4' x 8' x 8"-16"h Universal Folding Leg Ramp Section w/ Rails	$ 2,331.00	3
SAR21C1??=1	4' x 8' x 16"-24"h Universal Folding Leg Ramp Section w/ Rails	$ 2,764.00	3
SAR21D1??=1	4' x 8' x 24"-32"h Universal Folding Leg Ramp Section w/ Rails	$ 2,761.00	3
SAR21E1??=1	4' x 8' x 32"-40"h Universal Folding Leg Ramp Section w/ Rails	$ 2,771.00	3
72112-1 = 1	Ramp Turnaround/Landing Kit w/ Enter/Exit Handles, Top & Bottom Clamps	$ 799.00	3
SAR213C1xxB=2	3' x 8' x 24" to 36"h Ramp Landing Platform (2" Height Adjustments) Ready for Top Mount Rails	$ 1976 (x2)	3
3705-006BS11=2	6'w Top Mount Landing Guard Rail w/ Continuous Hand Rail	$ 463 (x2)	3
SGB11GBBS1=1	8'w Guard Rail for Ramp Landing	$ 696.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)	$ 723.00	3
SAC11R1TA=1	Stage Storage Caddy for Two 4'w Ramp & Two 3'w Landing Units, Non-Stacking (cap. 4 Units per Caddy)	$ 779.00	3
1412-001B=2	Guard Rail Truck (Capacity: up to 10 ea. Ramp Rails w/ Handrails or 18 Stage Rails)	$ 1662 (x2)	3

Package #1





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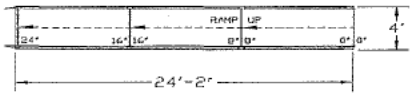

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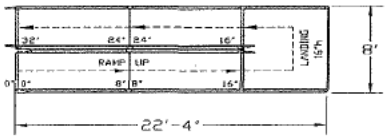

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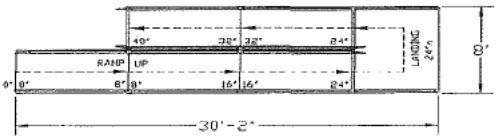


Package #5

Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.
Other standard carpet colors – special order -- allow 45 days plus – no extra charge. Replace ?? at end of model # with carpet code.
Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .

2015 UNIVERSAL RAMP PACKAGES FOR TRI-HEIGHT (6FT SECTIONS)

** PACKAGES LISTED BELOW DO NOT INCLUDE UPPER LANDING. THEY DO INCLUDE TURNAROUND WHEN NEEDED TO MEET ADA.

Package #1B			List Price	Warranty (yrs.)
SARP11K1??	4'X6'X0-6" RAMP PKG		$ 3,503.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMP,1 DECK CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??-SP	4' x 6' x 0"-6"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp		$ 2,620.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)		$ 699.00	3
118309B = 2	Wedge Connector for One Section Ramp, 2 Req'd (Connects First Ramp Section to Top Clamp)		$ 33 (x2)	3

Package #2B			List Price	Warranty (yrs.)
SARP11L1??	4'X12'X0-12" RAMP PKG		$ 7,402.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMP,1 DECK CADDY,1 GUARDRAIL CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??=1	4' x 6' x 0"-6"h Universal Folding Leg Ramp Section w/ Rails, Enter/Exit Handles, Upper Clamp		$ 2,620.00	3
SAR21L1??=1	4' x 6' x 6"-12"h Universal Folding Leg Ramp Section w/ Rails		$ 2,227.00	3
SAC11R1=1	Stage Storage Caddy for 4'w Ramp Units, Non-Stacking (cap. 4 Units per Caddy)		$ 699.00	3
1412-001B=1	Guard Rail Truck (Capacity: up to 10 ea. Ramp Rails w/ Handrails or 16 Stage Rails)		$ 1,606.00	3

Package #3B			List Price	Warranty (yrs.)
SARP11M1??	4'x18'x0-18"RAMP PKG		$ 10,098.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMP,1 DECK CADDY,1 GUARDRAIL CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??=1	4' x 6' x 0-6" RAMP		$ 2,620.00	3
SAR21L1??=1	4 'x 6 ' x 6-12" RAMP		$ 2,227.00	3
SAR21M1??=1	4' x 6 'x 12 - 18" RAMP		$ 2,605.00	3
SAC11R1=1	STAGE STORAGE CADDY		$ 699.00	3
1412-001B=1	GUARDRAIL TRUCK		$ 1,606.00	3

Package #4B			List Price	Warranty (yrs.)
SARP11N1??	4'x24'x0-24"RAMP PKG		$ 12,803.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMP,1 DECK CADDY,1 GUARDRAIL CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??=1	4'x6'x0-6" RAMP		$ 2,620.00	3
SAR21L1??=1	4'x6'x6-12" RAMP		$ 2,227.00	3
SAR21M1??=1	4'x6'x12-18" RAMP		$ 2,605.00	3
SAR21N1??=1	4'x6'x18-24" RAMP		$ 2,614.00	3
SAC11R1=1	STAGE STORAGE CADDY		$ 699.00	3
1412-001B=1	GUARDRAIL TRUCK		$ 1,606.00	3

Package #5B			List Price	Warranty (yrs.)
SARP11P1??	4'x30'x0-30"RAMP PKG		$ 16,237.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMP,2 DECK CADDY,1 GUARDRAIL CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??=1	4'x6'x0-6" RAMP		$ 2,620.00	3
SAR21L1??=1	4'x6'x6-12" RAMP		$ 2,227.00	3
SAR21M1??=1	4'x6'x12-18" RAMP		$ 2,605.00	3
SAR21N1??=1	4'x6'x18-24" RAMP		$ 2,614.00	3
SAR21P1??=1	4'x6'x24-30" RAMP		$ 2,619.00	3
SAC11R1=2	STAGE STORAGE CADDY		$ 699 (x2)	3

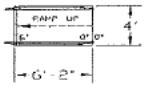
1412-001B=1	GUARDRAIL TRUCK		$ 1,606.00	3

Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.
Other standard carpet colors -- special order -- allow 45 days plus -- no extra charge. Replace ?? at end of model # with carpet code.
Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .

Package #6B			List Price	Warranty (yrs.)
SARP11Q1??	4'x36'x0-36"RAMP PKG W/TURNAROUND		$ 26,252.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMPS, TURNAROUND,TURNAROUND GUARDRAILS,				
2 DECKS CADDIES,2 GUARDRAIL CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??=1	4'x6'x0-6" RAMP		$ 2,620.00	3
SAR21L1??=1	4'x6'x6-12" RAMP		$ 2,227.00	3
SAR21M1??=1	4'x6'x12-18" RAMP		$ 2,605.00	3
SAR21N1??=1	4'x6'x18-24" RAMP		$ 2,614.00	3
SAR21P1??=1	4x6'x24-30" RAMP		$ 2,619.00	3
SAR21Q1??=1	4'x6'x30-36" RAMP		$ 2,643.00	3
72112-1 = 1	TURNAROUND/LANDING KIT		$ 799.00	3
SAR213181xxB=2	3'X8X18" RAMP TURNAROUND		$ 1558 (x2)	3
3705-006BS11=2	6' TOP MOUNT GUARDRAIL		$ 463 (x2)	3
SGB11GBBS1 = 1	8' GUARDRAIL		$ 696.00	3
SAC11R1=1	STAGE STORAGE CADDY		$ 723.00	3
SAC11R1TA=1	STAGE LANDING CADDY		$ 779.00	3
1412-001B=2	GUARDRAIL TRUCK		$ 1662 (x2)	3

Package #7B			List Price	Warranty (yrs.)
SARP11R1??	4'x42'x0-42"RAMP PKG W/TURNAROUND		$ 30,900.00	3
INCLUDES UNIVERSAL FOLDING LEG RAMP SECTIONS W/RAILS,ENTER/EXIT				
HANDLES,UPPER CLAMPS, TURNAROUND,TURNAROUND GUARDRAILS,				
3 DECKS CADDIES,2 GUARDRAIL CADDY				
CONSISTS OF:	Description		Component $	Warranty (yrs.)
SAR21K1??=1	4'x6'x0-6" RAMP		$ 2,620.00	3
SAR21L1??=1	4'x6'x6-12" RAMP		$ 2,227.00	3
SAR21M1??=1	4'x6'x12-18" RAMP		$ 2,605.00	3
SAR21N1??=1	4'x6'x18-24" RAMP		$ 2,614.00	3
SAR21P1??=1	4x6'x24-30" RAMP		$ 2,619.00	3
SAR21Q1??=1	4'x6'x30-36" RAMP		$ 2,643.00	3
SAR21R1??=1	4'x6'x36-42" RAMP		$ 2,851.00	3
72112-1 = 1	TURNAROUND/LANDING KIT		$ 799.00	3
SAR213C1xxB=2	3'x8'x24-36" RAMP TURNAROUND		$ 1976 (x2)	3
3705-006BS11=2	6' TOP MOUNT GUARDRAIL		$ 463 (x2)	3
SGB11GBBS1 = 1	6' GUARDRAIL		$ 696.00	3
SAC11R1=2	STAGE STORAGE CADDY		$ 723 (x2)	3
SAC11TA=1	STAGE LANDING CADDY		$ 779.00	3
1412-001B=2	GUARDRAIL TRUCK		$ 1662 (x2)	3

Package #1B



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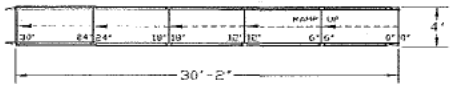

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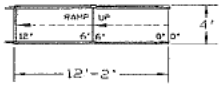

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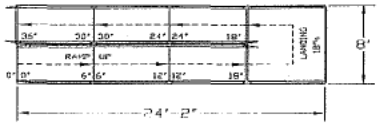

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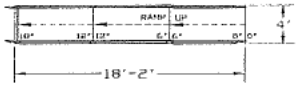

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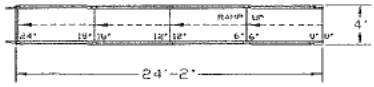

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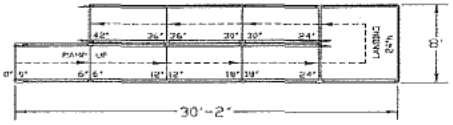


Replace ?? at end of model # with carpet code. Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 – 45 days.
Other standard carpet colors -- special order -- allow 45 days plus -- no extra charge. Replace ?? at end of model # with carpet code.
Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .

X-PRESS STAGE & RISER SYSTEM

DECKS

Deck Size	Model #	Description	List Price	Lbs. / Kg	Cu. Ft./Cu. m	Warranty (yrs.)
3' x 6'	SND141401	Tuff-Deck / Non-r	$ 639.00	86 lbs/39kg		3
3' x 6'	SND141XXX	Carpet / Non-reve	$ 705.00	86 lbs/39kg		3
3' x 6'	SND141XXXR	Tuff-Deck/Carpet	$ 786.00	91 lbs/41kg		3
3' x 8'	SND143401	Tuff-Deck / Non-r	$ 854.00	84 lbs/38kg	4 / .11	3
3' x 8'	SND143XXX	Carpet / Non-Rev	$ 920.00	84 lbs/38kg	4.24 /.12	3
3' x 8'	SND143XXXR	Tuff-Deck/Carpet	$ 1,003.00	90 lbs/41kg	4.3 / .12	3
4' x 6'	SND142401	Tuff-Deck / Non-r	$ 776.00	92 lbs/ 42kg		3
4' x 6'	SND142XXX	Carpet / Non-Rev	$ 845.00	92 lbs/ 42kg		3

4' x 6'	SND142XXXR	Tuff-Deck/Carpet	$ 924.00	92 lbs/ 42kg		3
4' x 8'	SND144401	Tuff-Deck / Non-r	$ 874.00	96 lbs/44kg	5.33 / .15	3
4' x 8'	SND144XXX	Carpet / Non-reve	$ 940.00	96 lbs/44kg	5.65 / .16	3
4' x 8'	SND144XXXR	Tuff-Deck/Carpet	$ 1,019.00	101 lbs/46kg	5.75 / .16	3
4' x 4' Corner	SAX11FXXX	Corner-Section / F	$ 1,053.00	75 lbs/34kg	4 / .22	3
4' x 4' Corner	SAX11SXXX	Corner-Section / S	$ 1,053.00	75 lbs/34kg	6 / .34	3
3' Trapezoid	SND14AXXX	Pie shape: 6" H (T	$ 660.00			3
4' Trapezoid	SND14BXXX	Pie shape: 6" H (T	$ 911.00			3
3' Trapezoid	SND14CXXX	Pie shape: 12" H (	$ 1,036.00			3
4' Trapezoid	SND14DXXX	Pie shape: 12" H (	$ 1,048.00			3
3' Trapezoid	SND14EXXX	Pie shape: 18" H (	$ 1,133.00			3
4' Trapezoid	SND14FXXX	Pie shape: 18" H (	$ 1,144.00			3
4' Trapezoid	SND14GXXX	Pie shape: 18" H (	$ 1,144.00			3
3' Trapezoid	SND14HXXX	Pie shape: 24" H (	$ 1,133.00			3
3' Trapezoid	SND14JXXX	Pie shape: 24" H (	$ 1,133.00			3
4' Trapezoid	SND14KXXX	Pie shape: 24" H (	$ 1,157.00			3
4' Trapezoid	SND14LXXX	Pie shape: 24" H (	$ 1,157.00			3

XXX = carpet color. Replace the XXX with the code numbers representing the following colors: Cloud Gray (122), Onyx (123), Charcoal (124) and Brick (138) are stock colors. Allow 30 – 45 days. Other standard carpet colors – special order – allow 45 days plus – no extra charge. Light Buff (125), Roasted Almond (146), Fern Bank (147), Metallic Blue (143). Designation of 401 = Tuffdeck (black), 901 = Plywood (customer installed surface).
R at the end of the code designates a reversible deck.

FRAMES

Frame Sizes	Model #	Description	List Price	Lbs. / Kg	Cu. Ft./Cu. m	Warranty (yrs.)
3' x 6'	SNM211AB	6" high	$ 425.00	28 lbs/13kg		3
3' x 6'	SNM211BB	12" high - adjustat	$ 806.00	45 lbs/20kg		3
3' x 6'	SNM211CB	18" - 24" high - ad	$ 812.00	50 lbs/23kg		3
3' x 6'	SNM211DB	24"-30"-36" high -	$ 818.00	60 lbs/27kg		3
3' x 8'	SNM213AB	6" high	$ 436.00	30 lbs/14kg	2.61/.07	3
3' x 8'	SNM213BB	12" high - adjustat	$ 812.00	50 lbs/23kg	3.9 / .11	3
3' x 8'	SNM213CB	18" - 24" high - ac	$ 818.00	57 lbs/26kg	6.9 / .17	3
3' x 8'	SNM213DB	24' - 30" - 36" high	$ 823.00	67 lbs/30kg	7.9 / .22	3
4' x 6'	SNM212AB	6" high	$ 448.00	30 lbs/14kg		3
4' x 6'	SNM212BB	12" high - adjustat	$ 836.00	48 lbs/22kg		3
4' x 6'	SNM212CB	18" - 24" high - ac	$ 842.00	54 lbs/25kg		3
4' x 6'	SNM212DB	24' - 30" - 36" high	$ 849.00	63 lbs/29kg		3
4' x 8'	SNM214AB	6" high	$ 461.00	32 lbs/16kg	2.67 / .08	3
4' x 8'	SNM214BB	12" high - adjustat	$ 842.00	53 lbs/24kg	4.51 / .13	3
4' x 8'	SNM214CB	18" - 24" high - ad	$ 849.00	61 lbs/28kg	6.77 / .19	3
4' x 8'	SNM214DB	24"-30"-36" high -	$ 854.00	70 lbs/32kg	9.02 / .26	3

Frame Sizes	Model #	Description	List Price	Lbs. / Kg	Cu. Ft./Cu. m	Warranty (yrs.)
3' Trapezoid	SNM21AXXX	Pie shape: 6" H (T	$ 457.00			3
4' Trapezoid	SNM21BXXX	Pie shape: 6" H (T	$ 482.00			3
3' Trapezoid	SNM21CXXX	Pie shape: 12" H (	$ 555.00			3
4' Trapezoid	SNM21DXXX	Pie shape: 12" H (	$ 569.00			3
3' Trapezoid	SNM21EXXX	Pie shape: 18" H (	$ 534.00			3
4' Trapezoid	SNM21FXXX	Pie shape: 18" H (	$ 551.00			3
4' Trapezoid	SNM21GXXX	Pie shape: 18" H (	$ 551.00			3
3' Trapezoid	SNM21HXXX	Pie shape: 24" H (	$ 554.00			3
3' Trapezoid	SNM21JXXX	Pie shape: 24" H (	$ 554.00			3
4' Trapezoid	SNM21KXXX	Pie shape: 24" H (	$ 564.00			3
4' Trapezoid	SNM21LXXX	Pie shape: 24" H (	$ 564.00			3

ACCESSORIES

STEPS	Model #	Description	List Price	Lbs. / Kg	Cu. Ft./Cu. m	Warranty (yrs.)
Steps	SAS21AXXU	2-Step Rise (for 1	$ 1,038.00	25 lbs/11kg	4 / .11	3
Steps	SAS21CXX	3-Step Rise	$ 1,649.00	110 lbs./50kg	10.8 /.3	3
		(for 12"-24" stages) w/rails & wheels				
Steps	SAS21FXX	4-step articulated	$ 2,632.00	219 lbs./99kg	24 / .7	3
		(18"/24"/30 stages)				
Steps	SAS21GXX	5-step articulated	$ 2,726.00	290 lbs./132kg	28/.8	3
		(24"-30"-36" stages)				

GUARDRAILS	Model #	Description	List Price	Lbs. / Kg	Cu. Ft./Cu. m	Warranty (yrs.)
Guardrails	SGU11BBB	3' rail	$ 715.00	32 lbs/15kg	9 / .25	3
Guardrails	SGU11DBB	4' rail	$ 760.00	42 lbs/19kg	12 / .34	3
Guardrails	SGU11FBB	6' rail	$ 830.00	60 lbs/27kg	18 / .5	3
Guardrails	SGU11GBB	8' rail	$ 863.00	70 lbs/32kg	24 / .67	3

DRAPES	Model #	Description	List Price	Lbs. / Kg		Warranty (yrs.)
Drapes	SDN118A1XX	96"w x 6"L Tivoli	$ 244.00	1 lb/.2kg		3
Drapes	SDN114B1XX	48"w x 12" L Tivo	$ 177.00	1 lb/.2kg		3
Drapes	SDN118B1XX	96"w x 12"L Tivoli	$ 338.00	1.5 lbs/.7kg		3
Drapes	SDN114C2XX	48"w x 18"/24" L T	$ 253.00	1 lb/.2kg		3
Drapes	SDN118C2XX	96"w x 18"/24" L T	$ 484.00	2 lbs / 1kg		3
Drapes	SDN118D3XX	96"w x 24"/30"/36	$ 583.00	3 lbs/1.4kg		3
Drapes	SDN118A1XXX	96"w x 6"L Durav	$ 368.00	1 lb/.2kg		3
Drapes	SDN114B1XXX	48"w x 12" L Dura	$ 264.00	1 lb/.2kg		3

Drapes	SDN118B1XXX	96"w x 12"L Durav	$ 511.00	1.5 lbs/.7kg		3
Drapes	SDN114C2XXX	48"w x 18"/24" L D	$ 361.00	1 lb/.2kg		3
Drapes	SDN118C2XXX	96"w x 18"/24" Du	$ 696.00	2 lbs / 1kg		3
Drapes	SDN118D3XXX	96"w x 24"/30"/36	$ 925.00	3 lbs/1.4kg		3
Clips	115233	Single clip for dra	$ 1.00	12 lbs/5.45kg		3
STOPS	**Model #**	**Description**	**List Price**	**Lbs. / Kg**	**Cu. Ft./Cu. m**	**Warranty (yrs.)**
Stops	SAX11CS3	3'w Chair / Table	$ 179.00	5 lbs / 2.2kg	.5 / .01	3
Stops	SAX11CS4	4'w Chair / Table	$ 187.00	5 lbs / 2.2kg	0.5/.01	3
Stops	SAX11CS5	5'w Chair / Table	$ 204.00	6 lbs. / 2.72kg	0.6 .02	3
Stops	SAX11CS6	6'w Chair / Table	$ 211.00	8 lbs / 3.63kg	0.9 / .03	3
Stops	SAX11CS8	8'w Chair / Table	$ 218.00	10 lbs/4.54kg	1.2 / .03	3
Stop Storage	116443BS1	Storage Posts for	$ 85.00			3
STORAGE	**Model #**	**Description**	**List Price**	**Lbs. / Kg**	**Cu. Ft./Cu. m**	**Warranty (yrs.)**
Rack	1413-002BS1	Chair/Table Stop Rac	$ 1,333.00	39 lbs / 18kg	2.1 / .06	3
Caddy	SAC11NM	Holds 8 - 4' x 8' de	$ 1,065.00	150 lbs/68kg	135 / 3.8	3
Enclosure Panel Storage	117920S1	2 Racks for Enclo (fits on SAC11NM)	$ 450.00			3
Caddy	SAC11NMS1	8 - 4' x 8' w/ 10" pee	$ 1,259.00	150 lbs/68kg	135 / 3.8	3
Caddy	SAC11NM3	Holds 8 - 3' x 8' Deck	$ 1,136.00	150 lbs/68kg	135 / 3.8	3
Caddy	SAC11NM36	Holds 8 - 3' x 8' Deck	$ 1,635.00	150 lbs/68kg	135 / 3.8	3
Caddy	SAC11NM6	Holds 4' x 8' Decks/	$ 1,635.00	150 lbs/68kg	135 / 3.8	3
Caddy	SAC11NM4S1	Holds 8 Special leng up to 8' long	$ 1,867.00			3
Guardrail & Drape Truck	1416-001B	Capacity: up to 16	$ 1,942.00	152 lbs/69kg	27 / .76	3

Steps: XX in model number for steps = carpet color. 22 = Cloud Gray and 23 = Onyx are stock colors.

Carpet: Additional carpet colors are available. See deck colors above for model numbers and colors.

Drapes: XX in model number for drapes = fabric color. Fabric colors for Tivoli and Duravel are coded as follows:

Tivoli Drape colors:

Flat drapes, knife pleated 8" valance. Standard colors, replace ?? with: Wine (201), Hunter Green (205), Cadet Blue (210), Charcoal (214), Black (213), Straw (219), White (220), Caribbean (221), Ruby Red (222), Special (TX). Add color numbers to end of model numbers.

Duravel II Drape colors:

Flat drapes, knife pleated 8" valance. Standard colors, replace XXX with: Plum (132), Beige (144), Royal Blue (145), Pewter (146), Black (153), and Cypress (170), Special (VX).

SICO FOLDING LEG STAGES/RISERS

Carpet code: Cloud Gray (22), Onyx (23), Charcoal (24) are stock colors. Allow 30 -- 45 days.

Other standard carpet colors -- special order -- allow 45 days plus -- no extra charge. Carpet code:

Light Buff (25), Metallic Blue (43), Roasted Almond (46), Fern Bank (47), Cayenne (48) .

Tuffdeck - durable material with a .050 thickness, permanently bonded to a plywood core. Color is black.

Stage framework is steel with black powder-coat finish.

FOLDING LEG STAGES/RISERS for indoor use.

model number	description	list price	Lbs.	Kg.	cu.ft.	cu. M.	Warranty (yrs.)
	4'x8' Single Height Units with adjustable glides, connector channels, roto-locks and velcro						
SVT11B4N	4'x8' - 8" high	$ 1,632.00	150	68.1	14.0	0.4	3
SVT11B4L	4'x8'-16" high	$ 1,969.00	160	72.64	14.0	0.4	3
SVT11B4I	4'x8'-24" high	$ 1,915.00	175	79.45	14.0	0.4	3
	4'x8' Adjustable Height Units with adjustable glides, connector channels, roto-locks and velcro						
SVT11B4C	4'X8' - 24"-32" (glides raise to 36")	$ 2,467.00	200	90.8	14.0	0.4	3
SVT11B4B	4'x8' - 32"-48" (glides raise to 52")	$ 2,513.00	230	104.42	14.0	0.4	3
SVT11B4A	4'x8' - 48"-80" (glides raise to 84")	$ 2,634.00	260	118.04	14.0	0.4	3
	3'x8' Single Height Units with adjustable glides, connector channels, roto-locks and velcro						
SVT11B3N	3'x8' - 8" high	$ 1,757.00	110	49.94	10.0	0.3	3
SVT11B3L	3'x8'-16" high	$ 1,862.00	120	54.48	10.0	0.3	3
SVT11B3I	3'x8'-24" high	$ 1,862.00	130	59.02	10.0	0.3	3
	3'x8' Adjustable Height Units with adjustable glides, connector channels, roto-locks and velcro						
SVT11B3C	3'X8' - 24"-32" (glides raise to 36")	$ 2,316.00	150	68.1	10.0	0.3	3
SVT11B3B	3'x8' - 32"-48" (glides raise to 52")	$ 2,352.00	170	77.18	10.0	0.3	3
SVT11B3A	3'x8' - 48"-80" (glides raise to 84")	$ 2,505.00	180	81.72	10.0	0.3	3
	Bridge Units with connector channels, roto-locks and velcro						
SVT11D4	4'X8' Bridge Unit	$ 1,244.00	135	61.29	14.0	0.4	3
SVT11D3	3'x8' Bridge Unit	$ 1,131.00	100	45.4	10.0	0.3	3
Guard Rails							
model number	**description**	**list price**	**lbs.**	**kg.**	**cu.ft.**	**Cu. M**	**Warranty (yrs.)**
SGB11BBB	3' Guard Rail, 42" high, rear	$ 381.00	24	10.90	7.0	0.2	3
SGB11DBB	4' Guard Rail, 42" high, rear	$ 522.00	46	20.88	9.0	0.3	3
SGB11FBB	6' Guard Rail, 42" high, rear	$ 545.00	52	23.61	13.0	0.4	3
SGB11GBB	8' Guard Rail, 42" high, rear	$ 617.00	61	27.69	17.0	0.5	3
SGF11BAB	3' Guard Rail, 28" high, front	$ 381.00	24	10.90	4.0	0.1	3
SGF11DAB	4' Guard Rail, 28" high, front	$ 522.00	46	20.88	6.0	0.2	3
SGF11FAB	6' Guard Rail, 28" high, front	$ 536.00	52	23.61	10.0	0.3	3
SGF11GAB	8' Guard Rail, 28" high, front	$ 603.00	61	27.69	13.0	0.4	3
SGB11ABB	2'9" Guard Rail, 42" high for seating risers	$ 381.00	24	10.90	6.0	0.2	3
SGB11CBB	3'9" Guard Rail, 42" high for seating risers	$ 522.00	46	20.88	8.0	0.2	3

Storage Trucks							
2775-001Z	Mobile storage truck holds 10 units.	$ 1,498.00	350	158.90	12.0	0.3	3
SCD213Z	3 foot deck caddy	$ 3,411.00					3
SCD214Z	4 foot deck caddy	$ 3,468.00					3

INSERTABLE LEGS

model number	description	list price	Lbs.	kg.	Warranty (yrs.)
112502-08S3	8" Insertable Leg, set of 4	$ 265.00	10	4.5	3
112502-16S5	16" Insertable Leg, set of 4	$ 282.00	15	7	3
112502-24S3	24" Insertable Leg, set of 4	$ 290.00	20	9	3
2768-001S3	Insertable Casters, set of 4	$ 741.00			3

STAGE STEPS Carpet – Cloud Gray (22) & Onyx (23) are stock colors, allow 30-45 days. Black vinyl (01) available.
Other Tuff-Cord colors – special order – allow 45 days plus – no extra charge.

model number	description	list price	Lbs.	kg.	cu.ft.	Cu. M	Warranty (yrs.)
CARPET							
SAS21QXX	1 step rise (for 16" stage)	$ 542.00	25	11.35	4	0.11	3
	No wheels or guardrails						
SAS21SXX	2-step rise (for 16" - 24" stage)	$ 807.00	52	23.61	12	0.34	3
CARPET or GRAY VINYL	No wheels or guardrails						
SAS21AXX	2-step 6" rise (for 12" & 18" stages)	$ 1,053.00	25	11.35	4	0.11	3
	(with wheels & guard rails).						
SAS21BXX	2-step 8" rise (for 16"-24"stages)	$ 1,374.00	52	23.61	12	0.34	3
	(with wheels & guard rails)						
SAS21CXX	3-step 6" rise (for 18" & 24" stage)	$ 1,649.00	80	36.32	6.0	0.17	3
	(with wheels and guard rails)						
SAS21DXX	3-step 8" rise (for 24" & 32" stage)	$ 1,571.00	109	49.49	10.8	0.30	3
	(with wheels and guard rails)						
SAS21EXX	3-step articulated rise (for 12" to 24" stage)	$ 2,268.00	197	89.44	12.0	0.34	3
	(with wheels and guard rails)						
SAS21FXX	4-step articulated rise (for 16" to 32" stage)	$ 2,632.00	228	103.51	16.5	0.46	3
	(with wheels and guard rails)						
SAS21GXX	5-step articulated rise (for 20" to 40" stage)	$ 2,726.00	280	127.12	18.5	0.52	3
	(with wheels and guard rails)						
SAS21HXX	6-step articulated rise (for 24" to 48" stage)	$ 2,763.00	317	143.92	20.2	0.57	3
	(with wheels and guard rails)						
SAS21JXX	7-step articulated rise (for 28" to 56" stage)	$ 3,569.00	369	167.53	24.3	0.68	3
	(with wheels and guard rails)						
SAS21KXX	8-step articulated rise (for 40" to 64" stage)	$ 4,933.00	400	181.60	33.3	0.93	3
	(with wheels,guard rails, and gas spring assist)						
SAS21LXX	9-step articulated rise (for 48" to 72" stage)	$ 6,017.00					3
	(with wheels,guard rails, and gas spring assist)						
TRUCKS							
model number	description	list price	Lbs.	Kg.	cu.ft.	Cu. M	Warranty (yrs.)
1412-001B	Guard rail truck	$ 1,615.00	134	60.84	16.6	0.46	3
1416-001B	Comb. guard rail/drape truck	$ 1,886.00	152	69.01	27	0.76	3

DECO Buffet Station 2015 Internal Pricing

Model Number	DECO Stations With Acrylic Front & Side Panels and	Power	List	Warranty (yrs.)
RAA31?AA1	DECO Induction Warming Station: 3 Induction Warming Units	120V or 240V AC	$ 22,798.00	1
RAJ31?AA1	DECO Induction Warming and Hot Plate Station: 2 Induction	120V or 240V AC	$ 26,749.00	1
RAK31?AA1	DECO Hot Plate Warming Station: 1 - 1,125 Watt Hot Plate, 3 -	120V or 240V AC	$ 25,527.00	1
RAB31?AA1	DECO Food & Beverage Display Station: Ice Bin	120V or 240V AC	$ 23,810.00	1
RAC31?AA1	DECO Cooking Station: 2 Induction Cooking Units, Center Hotel	120V or 240V AC	$ 22,224.00	1
RAL31?AA1	DECO Carving Station with Induction Warming Units: Top, Heated	120V or 240V AC	$ 26,128.00	1
RAD31?AA1	DECO Bar Station: Stainless Steel Inside Counter, 2 Speed Rails,	120V or 240V AC	$ 24,533.00	1
RAH31?AA1	DECO Multi-Purpose Station: 2 - 110V AC Recessed Receptacles	120V AC	$ 17,118.00	1
RAU31SAA1	DECO Sushi Station: Refrigerated display case with stainless	120V AC	$ 30,316.00	1
RAT31?AA1	DECO Griddle Station	120V AC	$ 37,597.00	1
RAG31?AA0	DECO Trapezoid Side Station (Ambient)	N/A	$ 9,247.00	1
RAM31?AA1	DECO Trapezoid Side Station With Ice Bin	120V or 240V AC	$ 12,598.00	1
RAQ31?AA0	DECO Trapezoid Side Station With Lowerator	N/A	$ 11,170.00	1
RAR321?AA1	DECO Trapezoid Side Station With Heated Lowerator	120V AC	$ 12,426.00	1
Replace question mark in				
Model Number	DECO Stations With Laminate on Front, Side & Back Panel	Power	List	Warranty (yrs.)
RAA31?B?1	DECO Induction Warming Station: 3 Induction Warming Units	120V or 240V AC	$ 19,111.00	1
RAJ31?B?1	DECO Induction Warming and Hot Plate Station: 2 Induction	120V or 240V AC	$ 23,034.00	1
RAK31?B?1	DECO Hot Plate Warming Station: 1 - 1,125 Watt Hot Plate, 3 -	120V or 240V AC	$ 21,811.00	1
RAB31?B?1	DECO Food & Beverage Display Station: Ice Bin	120V or 240V AC	$ 20,825.00	1
RAC31?B?1	DECO Cooking Station: 2 Induction Cooking Units, Center Hotel	120V or 240V AC	$ 18,538.00	1
RAL31?B?1	DECO Carving Station with Induction Warming Units: Top, Heated	120V or 240V AC	$ 22,442.00	1
RAD31?B?1	DECO Bar Station: Stainless Steel Inside Counter, 2 Speed Rails,	120V or 240V AC	$ 20,988.00	1
RAH31?B?1	DECO Multi-Purpose Station: 2 - 110V AC Recessed Receptacles	120V AC	$ 12,474.00	1
RAU31SB?1	DECO Sushi Station: Refrigerated display case with stainless	120V AC	$ 27,251.00	1
RAT31?B?1	DECO Griddle Station	120V AC	$ 34,819.00	1
RAG31?B?0	DECO Trapezoid Side Station (Ambient)	N/A	$ 8,335.00	1
RAM31?B?1	DECO Trapezoid Side Station With Ice Bin	120V or 240V AC	$ 12,244.00	1
RAQ31?B?0	DECO Trapezoid Side Station With Lowerator	N/A	$ 10,257.00	1
RAR31?B?1	DECO Trapezoid Side Station With Heated Lowerator	120V AC	$ 10,965.00	1
240V not available on Multi-Purpose Stations				
Replace 1st ? mark in				

letter designation for

Model Number	DECO Stations With Classic Wood Veneer on Front, Side &	Power	List	Warranty (yrs.)
RAA31?C?1	DECO Induction Warming Station: 3 Induction Warming Units	120V or 240V AC	$ 18,949.00	1
RAJ31?C?1	DECO Induction Warming and Hot Plate Station: 2 Induction	120V or 240V AC	$ 22,871.00	1
RAK31?C?1	DECO Hot Plate Warming Station: 1 - 1,125 Watt Hot Plate, 3 -	120V or 240V AC	$ 21,649.00	1
RAB31?C?1	DECO Food & Beverage Display Station: Ice Bin	120V or 240V AC	$ 20,470.00	1
RAC31?C?1	DECO Cooking Station: 2 Induction Cooking Units, Center Hotel	120V or 240V AC	$ 18,376.00	1
RAL31?C?1	DECO Carving Station with Induction Warming Units: Top, Heated	120V or 240V AC	$ 22,280.00	1
RAD31?C?1	DECO Bar Station: Stainless Steel Inside Counter, 2 Speed Rails,	120V or 240V AC	$ 20,896.00	1
RAH31?C?1	DECO Multi-Purpose Station: 2 - 110V AC Recessed Receptacles	120V AC	$ 12,311.00	1
RAU31SC?1	DECO Sushi Station: Refrigerated display case with stainless	120V AC	$ 26,395.00	1
RAT31?C?1	DECO Griddle Station	120V AC	$ 35,271.00	1
RAG31?C?0	DECO Trapezoid Side Station (Ambient)	N/A	$ 10,121.00	1
RAM31?C?1	DECO Trapezoid Side Station With Ice Bin	120V or 240V AC	$ 14,030.00	1
RAQ31?C?0	DECO Trapezoid Side Station With Lowerator	N/A	$ 12,044.00	1
RAR31?C?1	DECO Trapezoid Side Station With Heated Lowerator	120V AC	$ 13,299.00	1

Replace 1st ? mark in

Replace 2nd ? mark in

Model Number	DECO Stations With Amesbury Wood Veneer on Front, Side	Power	List	Warranty (yrs.)
RAA31?D?1	DECO Induction Warming Station: 3 Induction Warming Units	120V or 240V AC	$ 19,881.00	1
RAJ31?D?1	DECO Induction Warming and Hot Plate Station: 2 Induction	120V or 240V AC	$ 23,801.00	1
RAK31?D?1	DECO Hot Plate Warming Station: 1 - 1,125 Watt Hot Plate, 3 -	120V or 240V AC	$ 22,579.00	1
RAB31?D?1	DECO Food & Beverage Display Station: Ice Bin	120V or 240V AC	$ 21,401.00	1
RAC31?D?1	DECO Cooking Station: 2 Induction Cooking Units, Center Hotel	120V or 240V AC	$ 19,307.00	1
RAL31?D?1	DECO Carving Station with Induction Warming Units: Top, Heated	120V or 240V AC	$ 23,211.00	1
RAD31?D?1	DECO Bar Station: Stainless Steel Inside Counter, 2 Speed Rails,	120V or 240V AC	$ 22,203.00	1
RAH31?D?1	DECO Multi-Purpose Station: 2 - 110V AC Recessed Receptacles	120V AC	$ 13,243.00	1
RAU31SD?1	DECO Sushi Station: Refrigerated display case with stainless	120V AC	$ 27,325.00	1
RAT31?D?1	DECO Griddle Station	120V AC	$ 36,201.00	1
RAG31?D?0	DECO Trapezoid Side Station (Ambient)	N/A	$ 11,085.00	1
RAM31?D?1	DECO Trapezoid Side Station With Ice Bin	120V or 240V AC	$ 14,994.00	1
RAQ31?D?0	DECO Trapezoid Side Station With Lowerator	N/A	$ 13,007.00	1
RAR31?D?1	DECO Trapezoid Side Station With Heated Lowerator	120V AC	$ 14,263.00	1

240V not available on Multi-Purpose Stations

Model Number	DECO Stations With Masterpiece Wood Veneer on Front, Side	Power	List	Warranty (yrs.)
RAA31?E?1	DECO Induction Warming Station: 3 Induction Warming Units	120V or 240V AC	$ 21,252.00	1
RAJ31?E?1	DECO Induction Warming and Hot Plate Station: 2 Induction	120V or 240V AC	$ 25,174.00	1
RAK31?E?1	DECO Hot Plate Warming Station: 1 - 1,125 Watt Hot Plate, 3 -	120V or 240V AC	$ 23,951.00	1
RAB31?E?1	DECO Food & Beverage Display Station: Ice Bin	120V or 240V AC	$ 22,772.00	1
RAC31?E?1	DECO Cooking Station: 2 Induction Cooking Units, Center Hotel	120V or 240V AC	$ 20,679.00	1
RAL31?E?1	DECO Carving Station with Induction Warming Units: Top, Heated	120V or 240V AC	$ 24,583.00	1
RAD31?E?1	DECO Bar Station: Stainless Steel Inside Counter, 2 Speed Rails,	120V or 240V AC	$ 23,511.00	1
RAH31?E?1	DECO Multi-Purpose Station: 2 - 110V AC Recessed Receptacles	120V AC	$ 14,614.00	1
RAU31SE?1	DECO Sushi Station: Refrigerated display case with stainless	120V AC	$ 28,697.00	1
RAT31?E?1	DECO Griddle Station	120V AC	$ 37,572.00	1
RAG31?E?0	DECO Trapezoid Side Station (Ambient)	N/A	$ 12,440.00	1
RAM31?E?1	DECO Trapezoid Side Station With Ice Bin	120V or 240V AC	$ 16,351.00	1
RAQ31?E?0	DECO Trapezoid Side Station With Lowerator	N/A	$ 14,363.00	1
RAR31?E?1	DECO Trapezoid Side Station With Heated Lowerator	120V AC	$ 15,619.00	1

240V not available on Multi-Purpose Stations

Replace 1st question

H = Kimbler, J = kona Beige, K = Lyra, L = Midnight Star II, M = Urban Cream, N = Selena, S = Stainless Steel (Sushi station stainless top only.) X = Special.

Replace 2nd ? mark in

DECO Buffet Station Covers

Model Number	DECO Buffet Stations Covers	Dimensions	List	Warranty (yrs.)
283146	DECO Multi-Purpose Cover - Works on the following DECO Ur	78" L x 36" W x 3	$ 226.00	1
	MULTI-PURPOSE STATION			
	COOKING STATION			
	INDUCTION WARMING STATION			
	CARVING STATION			
	INDUCTION WARMING AND HOT PLATE STATION			
	FOOD AND BEVERAGE STATION			
283147	DECO BAR AND HOT PLATE WARMING STATION COVER - Works on:	78" L x 36" W x 4	$ 258.00	1
	DECO BAR STATION			
	DECO HOT PLATE WARMING STATION			
283148	DECO TRAPEZOID COVER - Works on:	42"W x 36" D x 3	$ 156.00	1
	ALL DECO TRAPEZOID SIDE STATIONS			

Ovation Buffet Station 2015 Internal Pricing

Model Number	Ovation Stations with standard Black Ebony Pearl quartz	Power	List	Warranty (yrs.)
RCA21?B?1	Ovation Induction Warming Station: 3 Induction Warming Units.	120V or 240V AC	$ 18,659.00	1
RCB21?B?1	Ovation Food & Beverage Display Station: Ice Bin with Cracked	120V or 240V AC	$ 19,296.00	1
RCC21?B?1	Ovation Cooking Station: 2 Induction Cooking Units, Center Hotel	120V or 240V AC	$ 18,620.00	1
RCL21?B?1	Ovation Carving Station with Induction Warming Units: Top,	120V or 240V AC	$ 22,441.00	1
RCH21?B?1	Ovation Multi-Purpose Station: 2 - 110V AC Recessed	120V AC	$ 13,397.00	1
RCG21?B?Ø	Ovation Ambient Side Station 33" W x 33" Deep x 41-3/4" H	None	$ 6,034.00	1
RCQ21?B?Ø	Ovation Side Station with Lowerator 33" W x 33" Deep x 41-3/4" H	None	$ 8,744.00	1
	240V is not available on the Multi-Purpose Station			

Replace 1st ? mark in

letter designation for

Model Number	Ovation Stations Cover	Dimensions	List	Warranty (yrs.)
283150	Ovation Buffet Station cover fits all units except for round side	81" L X 36" W X 3	$ 226.00	1

Ramp for uncrating Ovation Stations (282987) must be included in all orders.

Freight Classification: NMFC Item # 186950 sub 2 - Class 100
FOB plant in Edina, Minnesota

Model Number	Ovation Buffet Stations	Power	List	Warranty (yrs.)
RCA1101011	Ovation Induction Warming Station: 3 Induction Warming Units	120V AC	$16,584	1
RCB1101011	Ovation Food & Beverage Display Station	120V AC	$16,937	1
RCC1101011	Ovation Cooking Station	120V AC	$16,152	1
RCC1101012	Ovation Cooking Station	240V AC	$16,108	1
RCC1101021	Ovation Carving Station with Induction Warming Units	120V AC	$20,432	1
RCH1101011	Receptacles	120V AC	$11,524	1
RCG110101	Ovation Ambient Side Station		$4,398	1
RCG110102	Ovation Side Station with Plate Dispenser	120V AC	$6,658	1

SICO DANCE FLOOR PARTS

W000939	T-allen wrench for Original floors	$14.65 NET	Warranty (yrs.)
W109931	T-allen wrench for Cam-Lock, Cam-Lam and Starlight floors	$26.48 NET	3
283215	3 foot T-allen wrench for Cam-Lock, Cam-Lam and Starlight floors	$103.43 NET	3
W000391	DF set screws for Original floors	$.89 NET	3
W109999	DF inserts for Original floors	$1.16 NET	3
W113347	Natural Oak 12"x12" parquet for Orig., Cam-Lock	$13.44 NET	3
W113357	Heritage Oak 12"x 12" for Orig., Cam-Lock	$13.44 NET	3
W1098-004	Installation Kit	$265.65 NET	3
W112643	Latch assembly for Cam-Loc, Cam-Lam, Starlight	$16.17 NET	3
W112642	Receptacle housing Cam-Lock, Cam-Lam, Starlight	$5.62 NET	3
W109910	Screws for Cam-Lock, Cam-Lam, Starlight	$.18 each NET	3
W114435	Screws for trim (2 per corner) - All dance floors	$.18 NET	3
W114436	L-Bracket for trim (1 per corner) - All dance floors	$5.67 NET	3

ORIGINAL OAK DANCE FLOOR

To order ORIGINAL dance floor listed below, list model number of floor with trim, then size designation.
There is no need to list panel and trim breakdown separately.
Example: 12-foot by 15-foot ORIGINAL floor in Natural Oak with gold trim – DWP14N-1215
#DWP14N Natural Oak (light) panels with gold anodized aluminum trim.
#DWP14H Heritage Oak (dark) panels with gold anodized aluminum trim

FLOOR SIZE	PANELS	TRIM	LIST PRICE	LBS.	Kg.	CU.FT.	CU. M	Warranty (yrs.)
6'x9'	6	10	$ 2,366.00	272	123	7.0	0.20	3
9'x9'	9	12	$ 3,309.00	398	180	10.2	0.29	3
9'x12'	12	14	$ 4,252.00	523	237	13.4	0.38	3
9'x15'	15	16	$ 5,195.00	649	294	16.6	0.46	3
9'x18'	18	18	$ 6,138.00	774	351	19.8	0.55	3
12'x12'	16	16	$ 5,456.00	688	312	17.6	0.49	3
12'x15'	20	18	$ 6,660.00	853	387	21.8	0.61	3
12'x18'	24	20	$ 7,864.00	1018	462	26.0	0.73	3
12'x21'	28	22	$ 9,068.00	1183	537	30.2	0.85	3
12'x24'	32	24	$ 10,272.00	1348	612	34.4	0.96	3
15'x15'	25	20	$ 8,125.00	1058	480	27.0	0.76	3
15'x18'	30	22	$ 9,590.00	1262	573	32.2	0.90	3
15'x21'	35	24	$ 11,055.00	1467	666	37.4	1.05	3
15'x24'	40	26	$ 12,520.00	1671	759	42.6	1.19	3
15'x27'	45	28	$ 13,985.00	1876	851	47.8	1.34	3
15'x30'	50	30	$ 15,450.00	2080	944	53.0	1.48	3
18'x18'	36	24	$ 11,316.00	1506	684	38.4	1.08	3
18'x21'	42	26	$ 13,042.00	1750	795	44.6	1.25	3
18'x24'	48	28	$ 14,768.00	1994	905	50.8	1.42	3
18'x27'	54	30	$ 16,494.00	2238	1016	57.0	1.60	3
18'x30'	60	32	$ 18,220.00	2482	1127	63.2	1.77	3
21'x21'	49	28	$ 15,029.00	2034	923	51.8	1.45	3
21'x24'	56	30	$ 17,016.00	2317	1052	59.0	1.65	3
21'x27'	63	32	$ 19,003.00	2601	1181	66.2	1.85	3
24'x24'	64	32	$ 19,264.00	2640	1199	67.2	1.88	3
21'x30'	70	34	$ 20,990.00	2884	1309	73.4	2.06	3
24'x27'	72	34	$ 21,512.00	2963	1345	75.4	2.11	3
21'x33'	77	36	$ 22,977.00	3168	1438	80.6	2.26	3
24'x30'	80	36	$ 23,760.00	3286	1492	83.6	2.34	3
27'x27'	81	36	$ 24,021.00	3326	1510	84.6	2.37	3
24'x33'	88	38	$ 26,008.00	3609	1638	91.8	2.57	3
27'x30'	90	38	$ 26,530.00	3688	1674	93.8	2.63	3
30'x30'	100	40	$ 29,300.00	4090	1857	104.0	2.91	3
27'x36'	108	42	$ 31,548.00	4413	2004	112.2	3.14	3
30'x33'	110	42	$ 32,070.00	4492	2039	114.2	3.20	3
30'x36'	120	44	$ 34,840.00	4894	2222	124.4	3.48	3
33'x33'	121	44	$ 35,101.00	4934	2240	125.4	3.51	3
33'x36'	132	46	$ 38,132.00	5375	2440	136.6	3.82	3
36'x36'	144	48	$ 41,424.00	5856	2659	148.8	4.17	3
33'x42'	154	50	$ 44,194.00	6258	2841	159.0	4.45	3
36'x42'	168	52	$ 48,008.00	6818	3095	173.2	4.85	3

36'x45'	180	54	$ 51,300.00	7299	3314	185.4	5.19	3
42'x42'	196	56	$ 55,636.00	7938	3604	201.6	5.64	3
42'x45'	210	58	$ 59,450.00	8498	3858	215.8	6.04	3
45'x45'	225	60	$ 63,525.00	9098	4130	231.0	6.47	3

MODEL NO.	PRODUCT		LIST PRICE	LBS.	Kg.	CU.FT.	CU. M	Warranty (yrs.)
ORIGINAL DANCE FLOOR PANELS								3
DWP14N	Oak Panel		$ 261.00	39.5#	18	1.0	0.03	3
DWP14H	Heritage Oak Panel		$ 261.00	39.5#	18	1.0	0.03	3
ORIGINAL GOLD VISI-TRIM*								3
W2094-101	Straight tongued strip		$ 80.00	3.5	1.6	0.16	0.01	3
W2094-102	Straight grooved strip		$ 80.00	3.5	1.6	0.16	0.01	3
W2094-103	R.H. tongued corner		$ 80.00	3.5	1.6	0.16	0.01	3
W2094-104	L.H. tongued corner		$ 80.00	3.5	1.6	0.16	0.01	3
W2094-105	R.H. grooved corner		$ 80.00	3.5	1.6	0.16	0.01	3
W2094-106	L.H. grooved corner		$ 80.00	3.5	1.6	0.16	0.01	3
CADDY								3
DSC14P	25-Panel Caddy		$ 914.00	116#	53	15.0	0.42	3

* Add C to end of trim model number for silver trim.

CAM-LOCK OAK DANCE FLOOR

FLOOR SIZE	PANELS	TRIM	LIST PRICE	LBS.	Kg.	CU.FT.	CU. M	Warranty (yrs.)
6'x9'	6	10	$ 3,274.00	277	126	7.0	0.20	3
9'x9'	9	12	$ 4,521.00	404	183	10.2	0.29	3
9'x12'	12	14	$ 5,768.00	530	241	13.4	0.38	3
9'x15'	15	16	$ 7,015.00	657	298	16.6	0.46	3
9'x18'	18	18	$ 8,262.00	783	355	19.8	0.55	3
12'x12'	16	16	$ 7,344.00	696	316	17.6	0.49	3
12'x15'	20	18	$ 8,920.00	862	391	21.8	0.61	3
12'x18'	24	20	$ 10,496.00	1028	467	26.0	0.73	3
12'x21'	28	22	$ 12,072.00	1194	542	30.2	0.85	3
12'x24'	32	24	$ 13,648.00	1360	617	34.4	0.96	3
15'x15'	25	20	$ 10,825.00	1068	485	27.0	0.76	3
15'x18'	30	22	$ 12,730.00	1273	578	32.2	0.90	3
15'x21'	35	24	$ 14,635.00	1479	671	37.4	1.05	3
15'x24'	40	26	$ 16,540.00	1684	765	42.6	1.19	3
15'x27'	45	28	$ 18,445.00	1890	858	47.8	1.34	3
15'x30'	50	30	$ 20,350.00	2095	951	53.0	1.48	3
18'x18'	36	24	$ 14,964.00	1518	689	38.4	1.08	3
18'x21'	42	26	$ 17,198.00	1763	800	44.6	1.25	3
18'x24'	48	28	$ 19,432.00	2008	912	50.8	1.42	3
18'x27'	54	30	$ 21,666.00	2253	1023	57.0	1.60	3
18'x30'	60	32	$ 23,900.00	2498	1134	63.2	1.77	3
21'x21'	49	28	$ 19,761.00	2048	930	51.8	1.45	3
21'x24'	56	30	$ 22,324.00	2332	1059	59.0	1.65	3
21'x27'	63	32	$ 24,887.00	2617	1188	66.2	1.85	3
24'x24'	64	32	$ 25,216.00	2656	1206	67.2	1.88	3
21'x30'	70	34	$ 27,450.00	2901	1317	73.4	2.06	3
24'x27'	72	34	$ 28,108.00	2980	1353	75.4	2.11	3
21'x33'	77	36	$ 30,013.00	3186	1446	80.6	2.26	3
24'x30'	80	36	$ 31,000.00	3304	1500	83.6	2.34	3
27'x27'	81	36	$ 31,329.00	3344	1518	84.6	2.37	3
24'x33'	88	38	$ 33,892.00	3628	1647	91.8	2.57	3
27'x30'	90	38	$ 34,550.00	3707	1683	93.8	2.63	3
30'x30'	100	40	$ 38,100.00	4110	1866	104.0	2.91	3
27'x36'	108	42	$ 40,992.00	4434	2013	112.2	3.14	3
30'x33'	110	42	$ 41,650.00	4513	2049	114.2	3.20	3
30'x36'	120	44	$ 45,200.00	4916	2232	124.4	3.48	3
33'x33'	121	44	$ 45,529.00	4956	2250	125.4	3.51	3
33'x36'	132	46	$ 49,408.00	5398	2451	136.6	3.82	3
36'x36'	144	48	$ 53,616.00	5880	2670	148.8	4.17	3
33'x42'	154	50	$ 57,166.00	6283	2852	159.0	4.45	3
36'x42'	168	52	$ 62,032.00	6844	3107	173.2	4.85	3
36'x45'	180	54	$ 66,240.00	7326	3326	185.4	5.19	3
42'x42'	196	56	$ 71,764.00	7966	3617	201.6	5.64	3
42'x45'	210	58	$ 76,630.00	8527	3871	215.8	6.04	3
45'x45'	225	60	$ 81,825.00	9128	4144	231.0	6.47	3

MODEL #	PRODUCT		LIST PRICE	LBS.	Kg.	CU.FT.	CU. M	Warranty (yrs.)
CAM LOCK DANCE FLOOR PANELS								
DCP14N	Oak Panel		$ 329.00	39.5	18	1.0	0.03	3
DCP14H	Heritage Oak Panel		$ 329.00	39.5	18	1.0	0.03	3
CAM LOCK GOLD VISI-TRIM*								
W5094-101	Straight tongued strip		$ 130.00	4	2	0.16	0.01	3
W5094-102	Straight grooved strip		$ 130.00	4	2	0.16	0.01	3
W5094-103	R.H. tongued corner		$ 130.00	4	2	0.16	0.01	3
W5094-104	L.H. tongued corner		$ 130.00	4	2	0.16	0.01	3
W5094-105	R.H. grooved corner		$ 130.00	4	2	0.16	0.01	3
W5094-106	L.H. grooved corner		$ 130.00	4	2	0.16	0.01	3
CADDY								
DSC14P	25-Panel Caddy		$ 914.00	116	53	15.0	0.42	3

STARLIGHT II DANCE FLOOR

FLOOR SIZE	PANELS	TRIM	LIST PRICE	LBS.	Kg.	CU.FT.	CU. M	Warranty (yrs.)
8' x 8'	4	8	$ 5,192.00	196	89	6.9	0.19	3
8' x 12'	6	10	$ 7,408.00	284	129	10.0	0.28	3
8' x 16'	8	12	$ 9,624.00	372	169	13.1	0.37	3
12' x 12'	9	12	$ 10,542.00	411	187	14.5	0.41	3
12' x 16'	12	14	$ 13,676.00	538	244	19.0	0.53	3
12' x 20'	15	16	$ 16,810.00	665	302	23.6	0.66	3
12' x 24'	18	18	$ 19,944.00	792	360	28.1	0.79	3
16' x 16'	16	16	$ 17,728.00	704	320	25.0	0.70	3
16' x 20'	20	18	$ 21,780.00	870	395	30.9	0.87	3
16' x 24'	24	20	$ 25,832.00	1036	470	36.8	1.03	3
16' x 28'	28	22	$ 29,884.00	1202	546	42.7	1.20	3
16' x 32'	32	24	$ 33,936.00	1368	621	48.6	1.36	3
20' x 20'	25	20	$ 26,750.00	1075	488	38.2	1.07	3
20' x 24'	30	22	$ 31,720.00	1280	581	45.5	1.27	3
20' x 28'	35	24	$ 36,690.00	1485	674	52.8	1.48	3
20' x 32'	40	26	$ 41,660.00	1690	767	60.2	1.69	3
24' x 24'	36	24	$ 37,608.00	1524	692	54.2	1.52	3
24' x 28'	42	26	$ 43,496.00	1768	803	63.0	1.76	3
24' x 32'	48	28	$ 49,384.00	2012	913	71.7	2.01	3
24' x 36'	54	30	$ 55,272.00	2256	1024	80.4	2.25	3
28' x 28'	49	28	$ 50,302.00	2051	931	73.1	2.05	3
28' x 32'	56	30	$ 57,108.00	2334	1060	83.2	2.33	3
28' x 36'	63	32	$ 63,914.00	2617	1188	93.3	2.61	3
32' x 32'	64	32	$ 64,832.00	2656	1206	94.7	2.65	3
32' x 36'	72	34	$ 72,556.00	2978	1352	106.2	2.97	3
32' x 40'	80	36	$ 80,280.00	3300	1498	117.8	3.30	3
36' x 36'	81	36	$ 81,198.00	3339	1516	119.2	3.34	3
36' x 40'	90	38	$ 89,840.00	3700	1680	132.1	3.70	3
36' x 44'	99	40	$ 98,482.00	4061	1844	145.0	4.06	3
40' x 40'	100	40	$ 99,400.00	4100	1861	146.4	4.10	3
40' x 44'	110	42	$ 108,960.00	4500	2043	160.7	4.50	3
40' x 48'	120	44	$ 118,520.00	4900	2225	175.0	4.90	3
44' x 48'	132	46	$ 129,916.00	5378	2442	192.2	5.38	3

MODEL NO.	PRODUCT	LIST PRICE	LBS.	Kg.	CU.FT.	Warranty (yrs.)
DANCE FLOOR PANELS						
DSP54W	White panel	$ 918.00	39	18	*	3
DSP54K	Black panel	$ 918.00	39	18	*	3
DSP54B	Northern Birch	$ 918.00	39	18		3
DSP54R	Cherry Rose	$ 918.00	39	18		3
DSP54A	Amber Cherry	$ 918.00	39	18		3
DSP54724X	2' x 4' Panel (all colors)	$ 607.00	25	11		3
DSP547GTP	2' x 4' Panel with tent pole hole w/groove (all colors) *	$ 794.00	23	10		3
DSP547TTP	2' x 4' Panel with tent pole hole w/tongue (all colors) *	$ 794.00	23	10		3
BLACK , GOLD or SILVER STARLIGHT TRIM*						Warranty (yrs.)
W2700-401L	Straight tongued strip	$ 190.00	5	2.3	0.16	3
W2700-402L	Straight grooved strip	$ 190.00	5	2.3	0.16	3
W2700-403L	R.H. tongued corner	$ 190.00	5	2.3	0.16	3
W2700-404L	L.H. tongued corner	$ 190.00	5	2.3	0.16	3
W2700-405L	R.H. grooved corner	$ 190.00	5	2.3	0.16	3
W2700-406L	L.H. grooved corner	$ 190.00	5	2.3	0.16	3
W2700-401L24X	2' Straight tongue strip	$ 190.00	3	1.4		3
W2700-402L24X	2' Straight grooved strip	$ 190.00	3	1.4		3
CADDY					CU. M	Warranty (yrs.)
DSC14S	Caddy for 4'x4' Panels	$ 1,269.00	115	52	9.3	0.26	3

CAM-LAM DANCE FLOOR

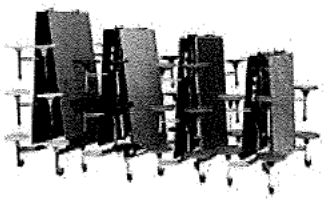
FLOOR SIZE	PANELS	TRIM	LIST PRICE	LBS.	Kg.	CU.FT.	CU. M	Warranty (yrs.)
8' x 8'	4	8	$ 4,024.00	224	102	6.9	0.19	3
8' x 12'	6	10	$ 5,656.00	326	148	10.0	0.28	3
8' x 16'	8	12	$ 7,288.00	428	194	13.1	0.37	3
12' x 12'	9	12	$ 7,914.00	474	215	14.5	0.41	3
12' x 16'	12	14	$ 10,172.00	622	282	19.0	0.53	3
12' x 20'	15	16	$ 12,430.00	770	350	23.6	0.66	3
12' x 24'	18	18	$ 14,688.00	918	417	28.1	0.79	3
16' x 16'	16	16	$ 13,056.00	816	370	25.0	0.70	3
16' x 20'	20	18	$ 15,940.00	1010	459	30.9	0.86	3
16' x 24'	24	20	$ 18,824.00	1204	547	36.8	1.03	3
16' x 28'	28	22	$ 21,708.00	1398	635	42.7	1.20	3
16' x 32'	32	24	$ 24,592.00	1592	723	48.6	1.36	3
20' x 20'	25	20	$ 19,450.00	1250	568	38.2	1.07	3
20' x 24'	30	22	$ 22,960.00	1490	676	45.5	1.27	3
20' x 28'	35	24	$ 26,470.00	1730	785	52.8	1.48	3
20' x 32'	40	26	$ 29,980.00	1970	894	60.2	1.68	3
24' x 24'	36	24	$ 27,096.00	1776	806	54.2	1.52	3
24' x 28'	42	26	$ 31,232.00	2062	936	63.0	1.76	3
24' x 32'	48	28	$ 35,368.00	2348	1066	71.7	2.01	3
24' x 36'	54	30	$ 39,504.00	2634	1196	80.4	2.25	3
28' x 28'	49	28	$ 35,994.00	2394	1087	73.1	2.05	3
28' x 32'	56	30	$ 40,756.00	2726	1238	83.2	2.33	3
28' x 36'	63	32	$ 45,518.00	3058	1388	93.3	2.61	3
32' x 32'	64	32	$ 46,144.00	3104	1409	94.7	2.65	3
32' x 36'	72	34	$ 51,532.00	3482	1581	106.2	2.97	3

32' x 40'	80	36	$ 56,920.00	3860	1752	117.8	3.30	3
36' x 36'	81	36	$ 57,546.00	3906	1773	119.2	3.34	3
36' x 40'	90	38	$ 63,560.00	4330	1966	132.1	3.70	3
36' x 44'	99	40	$ 69,574.00	4754	2158	145.0	4.06	3
40' x 40'	100	40	$ 70,200.00	4800	2179	146.4	4.10	3
40' x 44'	110	42	$ 76,840.00	5270	2393	160.7	4.50	3
40' x 48'	120	44	$ 83,480.00	5740	2606	175.0	4.90	3
44' x 48'	132	46	$ 91,372.00	6302	2861	192.2	5.38	3

MODEL NO.	PRODUCT		LIST PRICE	LBS.	Kg.	CU.FT.	Warranty (yrs.)	
DANCE FLOOR PANELS								
DLP24B	Northern Birch panel		$ 626.00	46	21	*	3	
DLP24R	Cherry Rose panel		$ 626.00	46	21	*	3	
DLP24K	Black panel		$ 626.00	46	21		3	
DLP24W	White panel		$ 626.00	46	21		3	
DLP24A	Amber Cherry		$ 626.00	46	21		3	
GOLD, SILVER or BLACK TRIM*								
W2700-401L	Straight tongued strip		$ 190.00	5	2.3	0.16	3	
W2700-402L	Straight grooved strip		$ 190.00	5	2.3	0.16	3	
W2700-403L	R.H. tongued corner		$ 190.00	5	2.3	0.16	3	
W2700-404L	L.H. tongued corner		$ 190.00	5	2.3	0.16	3	
W2700-405L	R.H. grooved corner		$ 190.00	5	2.3	0.16	3	
W2700-406L	L.H. grooved corner		$ 190.00	5	2.3	0.16	3	
CADDY							CU. M	Warranty (yrs.)
DSC14S	Caddy for 4'x4' Panels		$ 1,269.00	115	52	9.3	0.26	3

* Trim model number denotes gold trim. Replace L at end of trim model number with C for Silver trim or no letter for Black trim.

SICO® TC-65 Table



12' Prepster

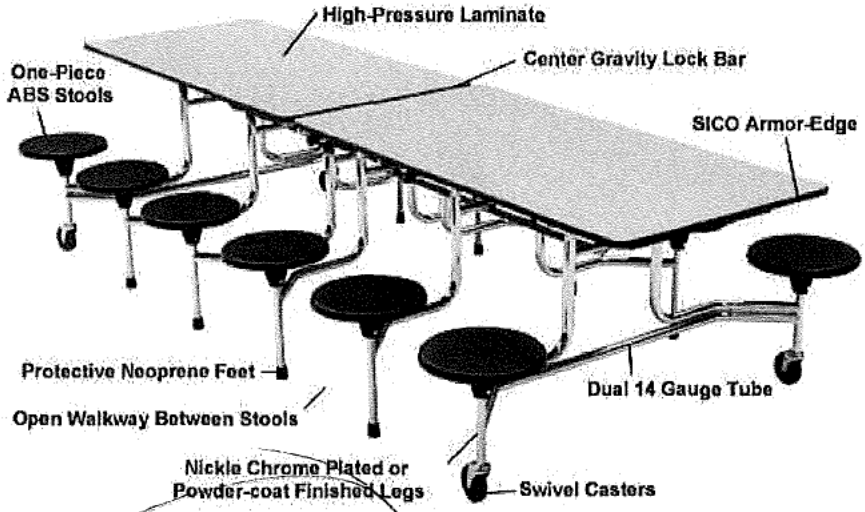
10' Senior

8' Director

12' President

10' Cadet

4' Associate



ITEM #'s 15 & 17

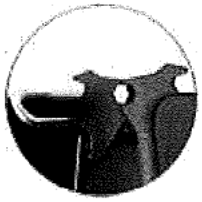
Torsion Bar Assist
Allows Effortless Folding and Unfolding of Table

Fold N' Roll Design

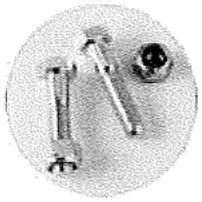
Rigid Vinyl Backer Sheet

Torsion Bar Assist

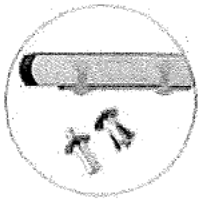
Center Gravity Lock Bar



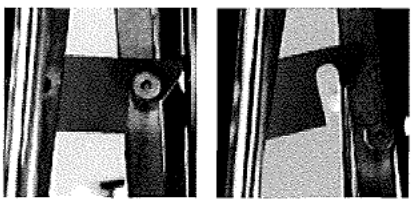
Two 7 Gauge Vertical Hinges



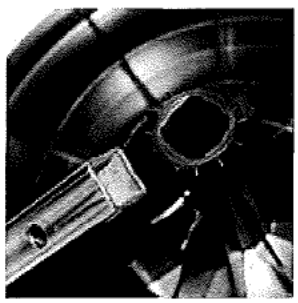
Aircraft Lock-Nuts



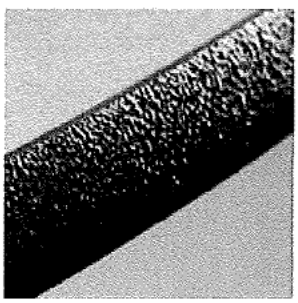
Tamper Proof Expansion Rivets / Solid MDF Core



Transport Lock
The handle unlocks the latch, allowing the torsion bars to assist in lowering the table slowly into the open and set position.



Square Shape Stool Support Post



SICO® ARMOR-EDGE®

Features, Advantages & Benefits

Table Top

- **High-pressure Laminate**
  - Tough .04" (.10cm) thickness high-pressure laminate for added durability and long-term wear.
  - A large variety of striking colors and patterns are available to fit any cafeteria decor.
- **Solid MDF Core Table Top** - Laminate tops are made with extremely durable ¾" MDF core material that is stronger than plywood or particleboard, is light-weight, and resists warping.
- **Tamper Proof Expansion Rivets** fasten tabletop firmly to the frame and will not work loose like ordinary screws.
- **SICO® ARMOR-EDGE® -** The most durable edge available. Proven track record for long-term durability.
  - Provides an incredibly tough edge to take hard everyday abuse without damage.
  - Hermetically seals the tabletop for sanitary purposes and prevents moisture from entering table top core.
- **Rigid Vinyl Backer Sheet -** Far superior to all types of paper backers.
  - Applied to the underside of the tabletops for moisture control and easy cleanup (including gum removal), stain resistance and fantastic appearance.

Seating

- **One-piece ABS Plastic Stools** – Have proven to be comfortable and durable through years of everyday use.
- **Open Walkway Between Stools** – Easy access with no "stumble bars" to create a hazard. The TC-65 can serve 25-40% more students than tables with chairs in the same space.

Transport

- **Transport Lock** – Easy to open from the folded and locked position. Keeps table from un-locking in transport.
- **Mobility/Storage** - Fast to set-up and quick to take down. Tables easily fold and nest together requiring minimum of storage space. Needs no caddy. No lifting. One person set-up.
- **Fold N' Roll Design** - Clean up time is cut in half - one TC-65 and its attached stools can be folded and rolled out of the way far faster than any table with loose chairs.

Table Frame Support

- **Aircraft Lock-nuts** – Tamper-resistant lock-nuts are used at all pivot points and won't loosen over time.
- **Torsion Bar Assist** – Allows one person to easily fold and unfold table fast and easy. A more durable and long-lasting system than others. Lifting is effortless. Proven in over 50 years of use.
- **Center Gravity Lock Bar** - ½" (1.3cm) center gravity lock bar prevents anyone from raising center of table by sitting on the table end. Easily released from either side.
- **Two 7 Gauge Vertical Hinges** – Extra heavy self-cleaning hinges won't trap food while providing additional strength, security and durability.
- **Dual 14 Gauge Tube** – Structural steel tube design provides great strength and durability with a stylish look. One piece unitized frame construction is sturdy and does not rely on tabletop for strength.
- **Square Shape Stool Support Post** – Prevents any rotational movement of the stool seat. Lower portion of support post retains round shape, preserving the elegant look of the table.
- **Swivel Casters** - Tables roll quietly on 4" (100mm) swivel casters. Non-marring casters protect the floor.
- **Protective Neoprene Glides** - Non-marring contact with floor keeps table in place and prevents floor damage. Reinforced glides contain metal washers to prevent leg tubes from breaking through bottom.
- **Serial Number** - Permanently marked for easy identification.

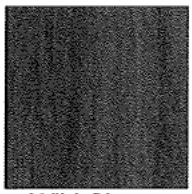
Warranty

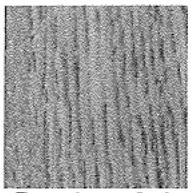
- **Warranty** – Protected by a **15-Year Warranty** on original Sico components, with a **Lifetime Warranty** on welds.

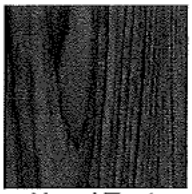
Specifications				
Model No.	**Description**	**Dimensions**	**Top Heights**	**Weight**
TTA31F??02CS	**4' (122cm) Associate**, 4 Stools. 24" (61cm) of table space per seat. Non-Folding Unit.	4'Lx30"W (122cm x 61cm)	27" or 29"	93 lbs / 42kg.
TTF31F??02CS	**8' (244cm) Director**, 8 Stools 24" (61cm) of table space per seat.	8'Lx30"W (244cm x 61cm)	27", 29" or 32"	181 lbs / 82 kg
TTD31A??02CS	**10' (305cm) Cadet**, 12 Stools 20" (51cm) of table space per child.	10'Lx30"W (305cm x 61cm)	24"	237 lbs / 108kg
TTC31F??02CS	**10' (305cm) Senior,** 12 Stools ITEM #15 20" (51cm) of table space per seat.	10'LX30"W (305cm x 61cm)	27", 29" or 32"	237 lbs / 108kg
TTR31F??02CS	**12' (366cm) President**, 12 Stools 24" (61cm) of table space per seat. ITEM #17	12'Lx30"W (366cm x 61cm)	27", 29" or 32"	259 lbs / 118kg
TTN31F??02CS	**12' (366cm) President**, 8 Stools, ADA, No Center Leg. 24" (61cm) of table space per seat.	12'Lx30"W (366cm x 61cm)	29"	209lbs.
TTW31F??02CS	**12' (366cm) President**, 12 Stools, ADA, Removable Center Leg. 24" (61cm) of table space per seat.	12'Lx30"W (366cm x 61cm)	29"	233lbs.
TTH31J??02CS	**12' (366cm) President**, 8 Stools, ADA, No Center Leg. 24" (61cm) of table space per seat.	12'Lx30"W (366cm x 61cm)	32"	213 lbs / 97kg
TTK31J??02CS	**12' (366cm) President**, 12 Stools, ADA, Removable Center Leg. 24" (61cm) of table space per seat.	12'Lx30"W (366cm x 61cm)	32"	239 lbs / 109 kg
TTP31E??02CS	**12' (366cm) Prepster,** 16 Stools 18" (46cm) of table space per seat	12'LX30"W (305cm x 61cm)	25-9/16" or 27-9/16"	267 lbs / 121 kg

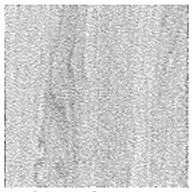
Personalization Options

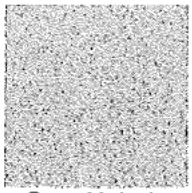
Laminate Options

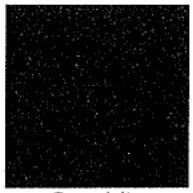

Wild Cherry (49)


Bannister Oak (10)

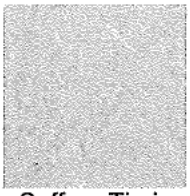

Nepal Teak (74)

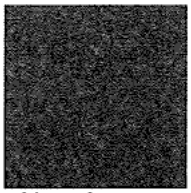

Kensington Maple (77)


Gray Nebula (38)


Graphite Nebula (50)

Windswept (51)

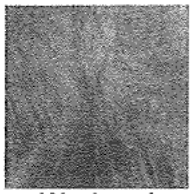

Saffron Tigris (54)


Navy Legacy (53)

Green Tigris (76)

Karratha Brush (70)

Maroochy Brush (71)


Woolamai Brush (72)

Mission Glaze (73)

* Check with a SICO Representative for additional laminate choices available.

Table Top Armor-Edge Options

Black (02)

Gray (03)

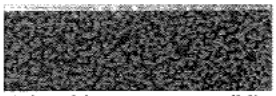
Burgundy (04)

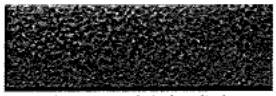
Blue (05)

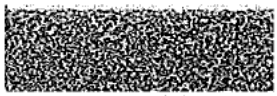
Brown (06)

Table Leg Frame Options

Chrome (C)


Blue Hammertone (H)


Copper Vein (R)


Silver (L)

Black (B)

Stool Options

Black (111)

Blue Ridge (113)

Burgundy (118)

Dark Blue (122)

Grey (120)

Red (116)

Spruce (121)

Tan (119)

SICO® TC-65 Table Dimensions

President Dimensions ITEM #17

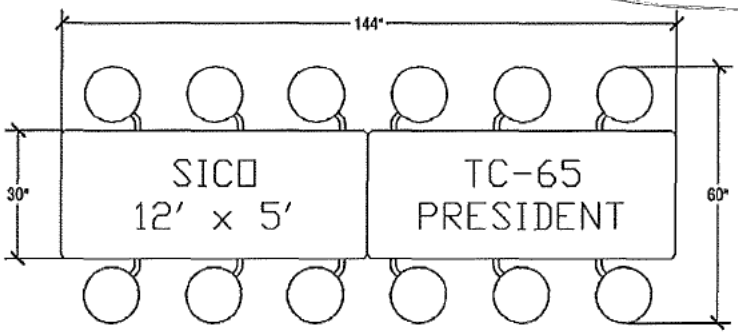
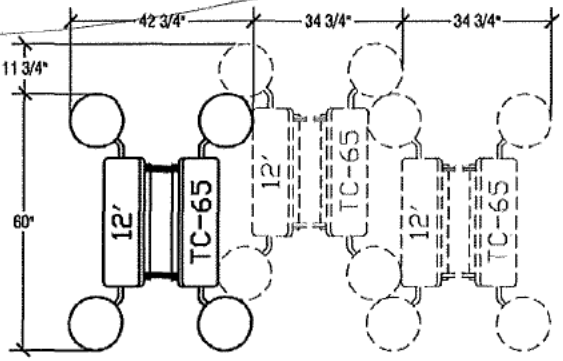


Table Dimensions



Storage Configuration

SICO TC-65 President Table

Top Height: 29" or 27"
Folded Height: 82" h or 80" h
Table Top Size: 30" x 144"

Prepster Dimensions

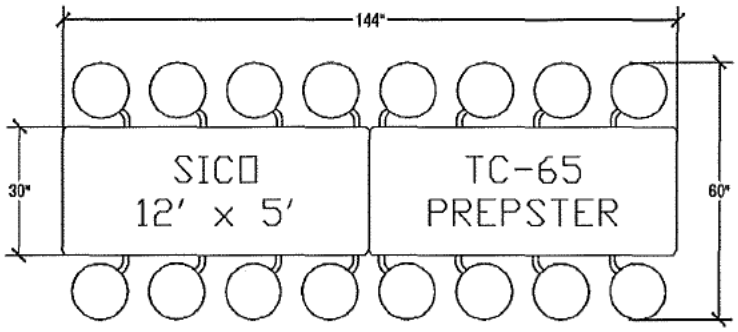
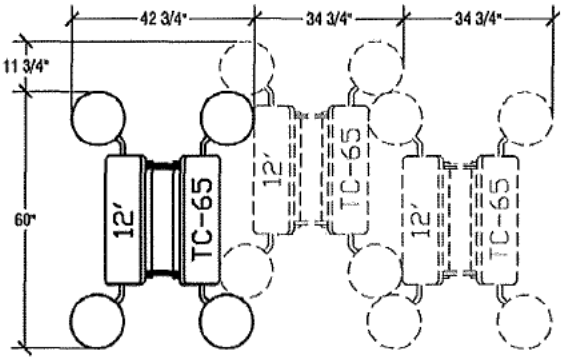


Table Dimensions



Storage Configuration

SICO TC-65 Prepster Table

Top Height: 28" or 26"
Folded Height: 81" h or 79" h
Table Top Size: 30" x 144"

Senior Dimensions ITEM # 15

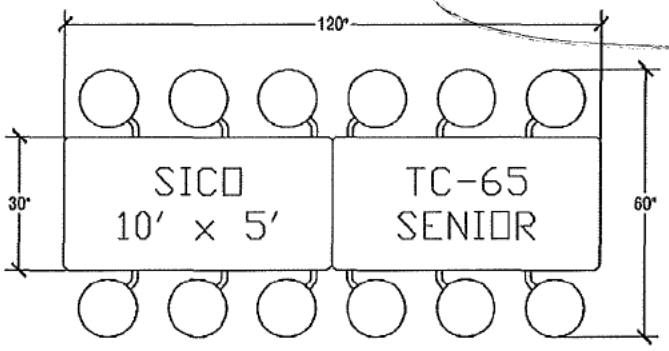
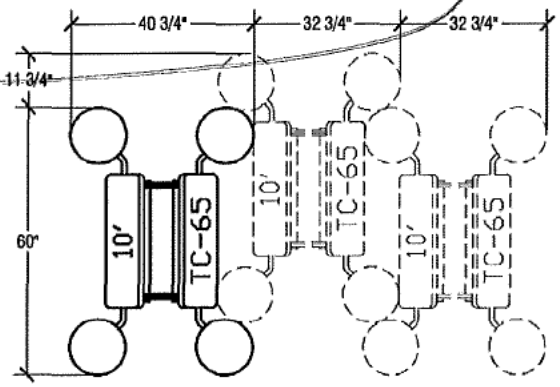


Table Dimensions



Storage Configuration

SICO TC-65 Senior Table

Top Height: 29" or 27"
Folded Height: 72 1/2" h or 70 1/2" h
Table Top Size: 30" x 120"

Cadet Dimensions

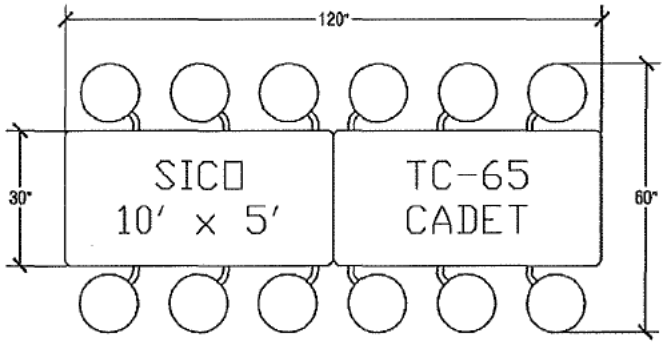
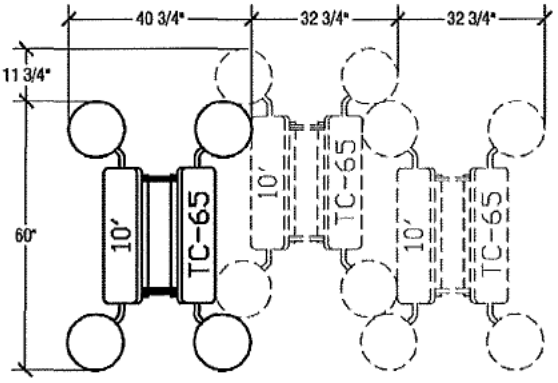


Table Dimensions



Storage Configuration

SICO TC-65 Cadet Table

Top Height: 24"
Folded Height: 68 1/4" h
Table Top Size: 30" x 120"

Director Dimensions

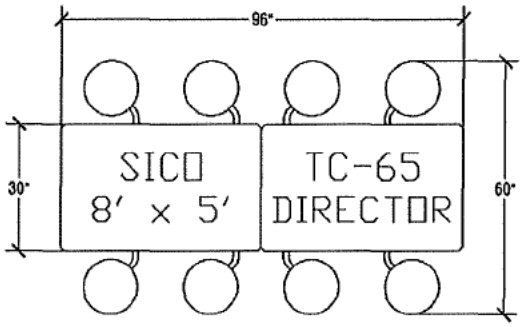
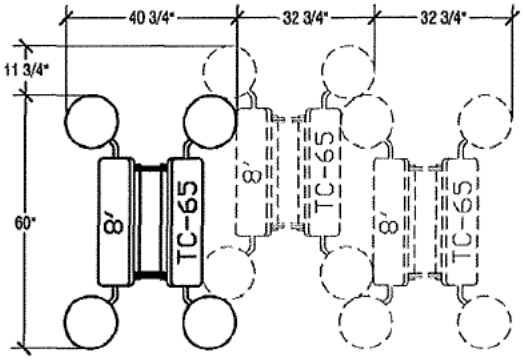


Table Dimensions



Storage Configuration

SICO TC-65 Director Table

Top Height: 29" or 27"
Folded Height: 58" h or 56" h
Table Top Size: 30" x 96"

Associate Dimensions

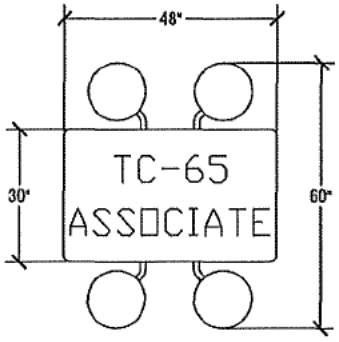
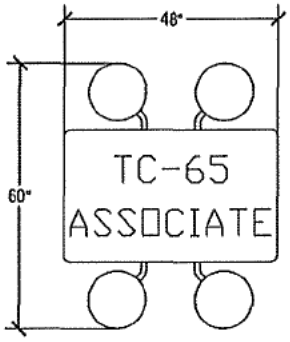


Table Dimensions



Storage Configuration

SICO TC-65 Associate Table

Top Height: 29" or 27"
Folded Height: (Does not fold)
Table Top Size: 30" x 48"

Wheelchair Configuration

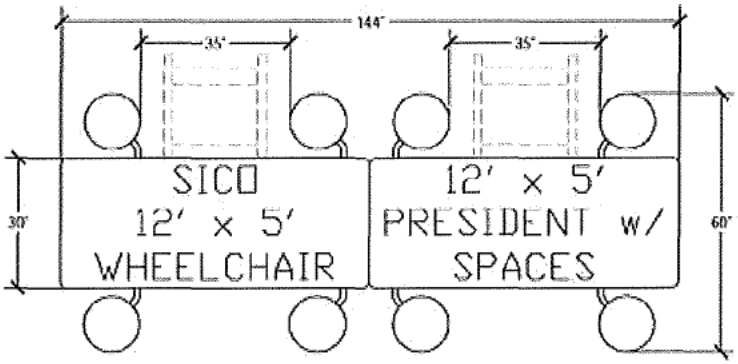
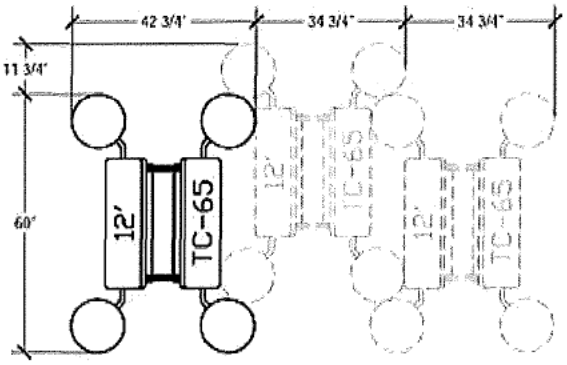


Table Dimensions



Storage Configuration

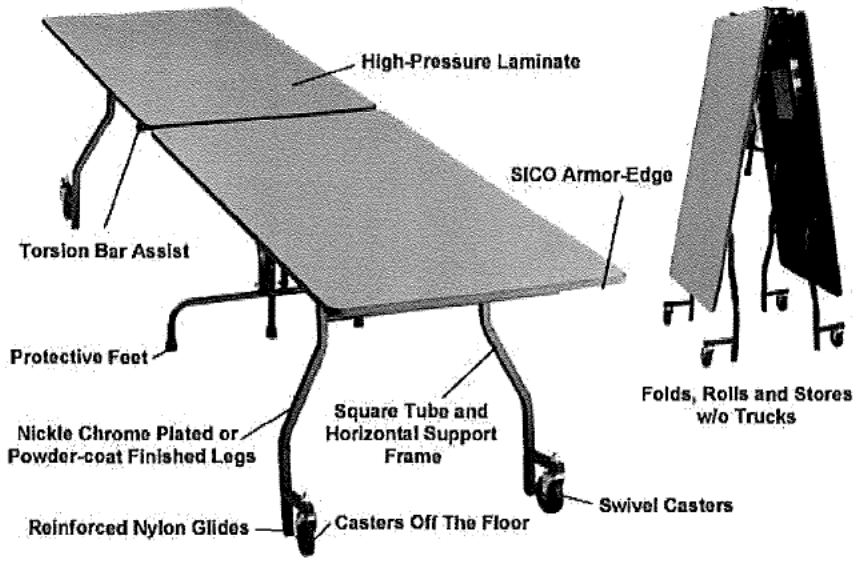
SICO TC-65 President Table

w/ Wheelchair Spaces
Top Height: 32" or 29"
Folded Height: 85" h or 82" h
Table Top Size: 30" x 144"

For More Information Visit: http://www.sicoinc.com/tc65.php
7525 Cahill Road, Minneapolis MN 55439
1.800.533.7426

SICO® LB Table

A mobile folding rectangular folding table.



ITEM #16

Features, Advantages & Benefits

High-pressure Laminate
- Tough .04" (.10cm) thickness high-pressure laminate for added durability and long-term wear.
- Sanitary and easy-to-clean.
- A large variety of striking colors and patterns are available to fit any color scheme.

Solid MDF Core
- Laminate tops are made with extremely durable ¾" MDF core material that is stronger than plywood or particleboard and resists warping.
- MDF core out-performs plywood or particleboard, is light-weight and resists warping.

Rigid Vinyl Backer Sheet
- Applied to the underside of the tabletops for moisture control and easy cleanup (including gum removal), stain resistance and fantastic appearance.
- Far superior to all types of paper backers.

Tamper Proof Expansion Rivets – Fastens tabletop firmly to the frame and will not work loose like ordinary screws.

Aircraft Lock-nuts – Superior construction lock-nuts are used at all pivot points. Nuts are tamper resistant and won't loosen over time for increased safety.

SICO® ARMOR-EDGE®
- The most durable edge available.
- Provides an incredibly tough edge to take hard everyday abuse without damage.
- Hermetically seals the tabletop and bench edges for sanitary purposes.
- Proven track record for long-term durability.

Torsion Bar Assist – Allows one person to easily fold and unfold any size LB table. A more durable and long-lasting system than others. Lifting is effortless.

Center Gravity Lock Bar - ½" (1.3cm) center gravity lock bar prevents anyone from raising center of table by sitting on the table end. Easily released from either side.

Two 7 Gauge Vertical Hinges – Extra heavy self-cleaning hinges won't trap food while providing additional strength, security and durability.

Square Tube and Horizontal Support Frame - One-inch (25mm) 16-gauge steel square tube leg is 63% stronger than one-inch round 16-gauge. Finished for durability, appearance, and ease of cleaning. 14-gauge **square steel center support** gives greater strength while preventing damage to tops at center.

Mobility/Storage - Fast to set-up and quick to take down. Needs no caddy. No lifting. Tables nest together compactly, requiring minimum storage space. One person can easily roll and maneuver tables smoothly into service or storage.

Swivel Casters - Tables roll quietly on 4" (10cm) swivel casters. Table edges never touch the floor. Casters are off the floor in open position, and table rests on its legs. The casters engage only in folded position. Non-marring casters protect the floor.

Protective Feet - Non-marring neoprene feet located under the center of the table keep table in place and prevents floor damage. Reinforced feet contain a metal washer to prevent leg tubes from breaking through bottom.

Free Space Analysis - Analysis drawings which will provide you with the appropriate number of tables and accessories.

Warranty – Protected by a **15-Year Warranty** on original Sico components, with a **Lifetime Warranty** on welds.

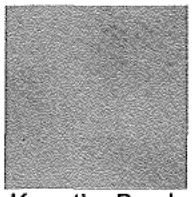
ITEM #16

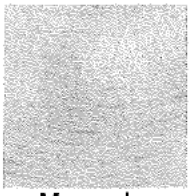
Specifications

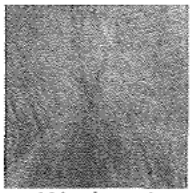
Model No.	Top Dimensions & Seating Capacity:	Top Heights	Storage Dimensions	Weight
TLA41F??02CS	10'Lx30"W (305cm x 76cm) Seats 10	27"(69cm), 29" (74cm), 32" (81cm) ADA	30"Lx29-1/2"W (76cm x 75cm)	150 lbs / 68kg
TLC41F??02CS	10'Lx36"W (305cm x 91cm) Seats 10	27"(69cm), 29" (74cm), 32" (81cm)	36"Lx29-1/2"W (91cm x 75cm)	174 lbs / 79kg
TLB41F??02CS	12'Lx30"W (366cm x 76cm) Seats 12	27"(69cm), 29" (74cm), 32" (81cm)	30"Lx31-1/2"W (76cm x 80cm)	173 lbs / 78.5kg
TLD41F??02CS	12'Lx36"W (366cm x 91cm) Seats 12	27"(69cm), 29" (74cm), 32" (81cm)	36"Lx31-1/2"W (91cm x 80cm)	207 lbs / 94kg

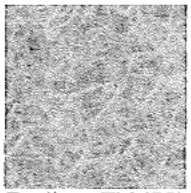
* Model No's with an "F" indicates 29" high. Change the "F" in the model # to a "D" for 27" high. J for 32" high.

Laminate Options

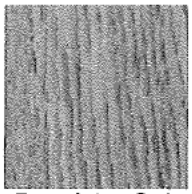

Karratha Brush (70)

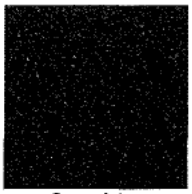

Maroochy Brush (71)


Woolamai Brush (72)


Radium EV (58)

Mission Glaze (73)

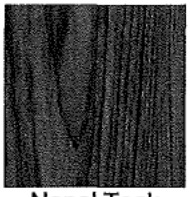

Bannister Oak (10)

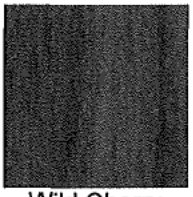

Graphite Nebula (50)

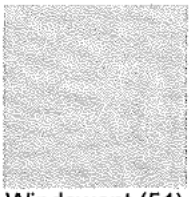
Gray Nebula (38)

Navy Legacy (53)

Saffron Tigris (54)


Nepal Teak (74)


Wild Cherry (49)


Windswept (51)

* Check with a SICO Representative for additional laminate choices available.

Table Top Armor-Edge Options

Gray (03)

Black (02)

Burgundy (04)

Blue (05)

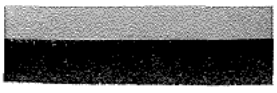
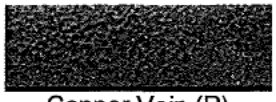

Brown (06)

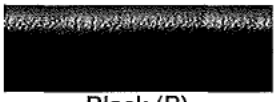
Table Leg Frame Options

Chrome (C)

Blue Hammertone (H)


Copper Vein (R)

Silver (L)


Black (B)

SICO® LB Table Dimensions

12x30" Dimensions

ITEM #16

Top Height: 27", 29" or 32"
Folded Height: 77 ½ " or 79 ½ "

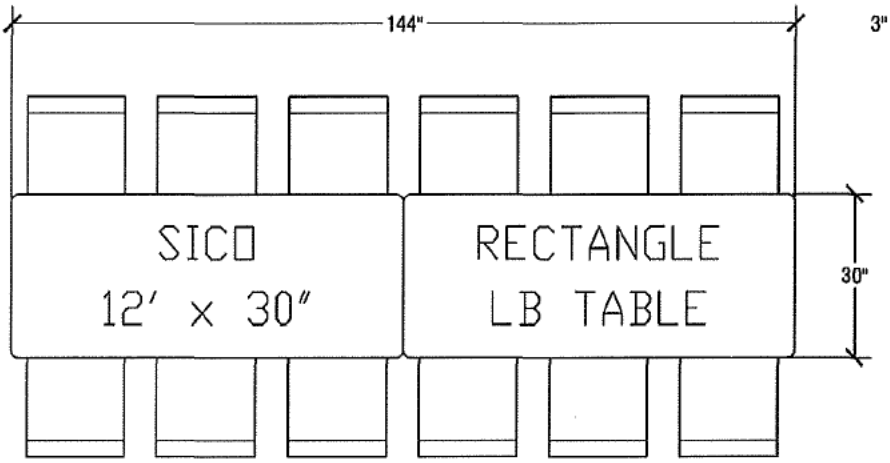
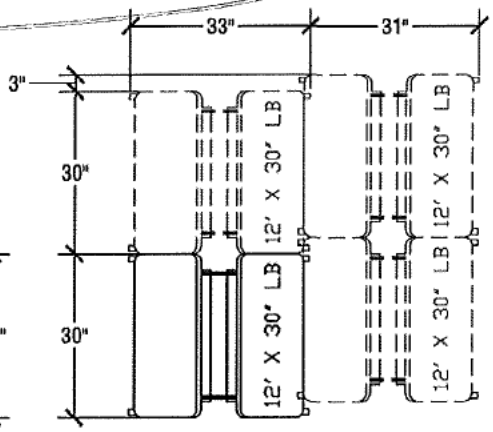


Table Dimensions



Storage Configuration

10'x30" Dimensions

Top Height: 27", 29" or 32"
Folded Height: 68 ½ " or 70 ½ "

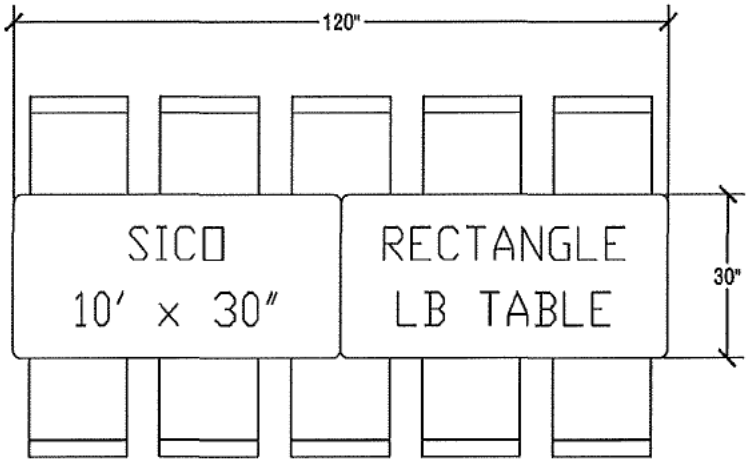
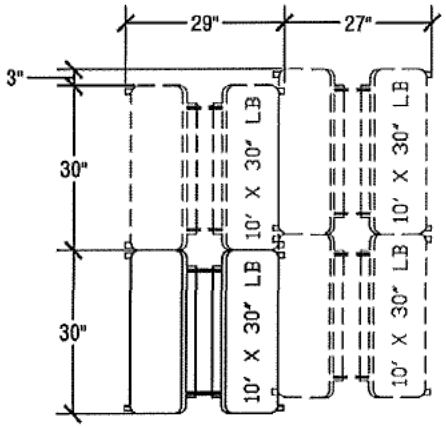


Table Dimensions



Storage Configuration

12'x36" Dimensions

Top Height: 27", 29" or 32"
Folded Height: 77 ½ " or 79 ½ "

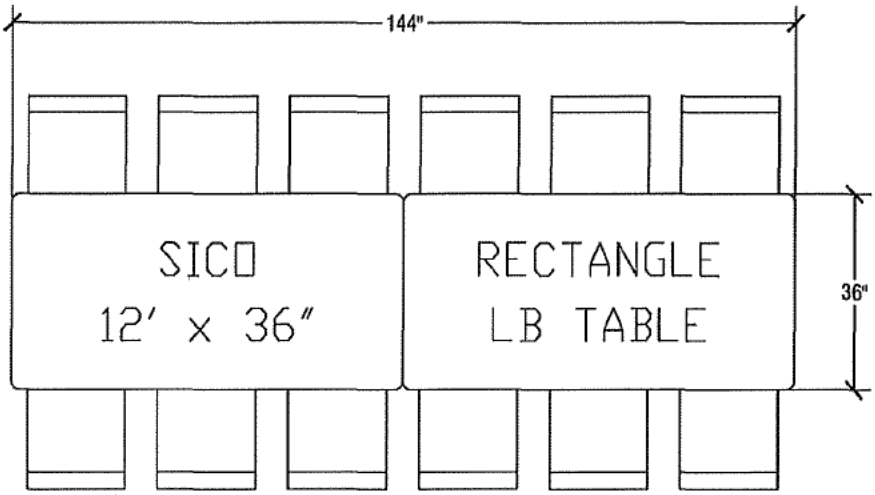
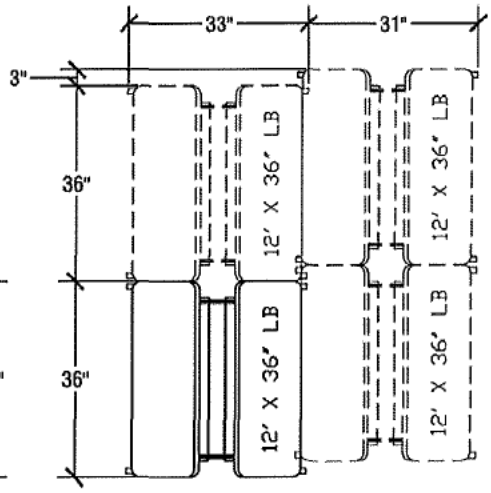


Table Dimensions



Storage Configuration

10'x36" Dimensions

Top Height: 27", 29" or 32"
Folded Height: 68 ½ " or 70 ½ "

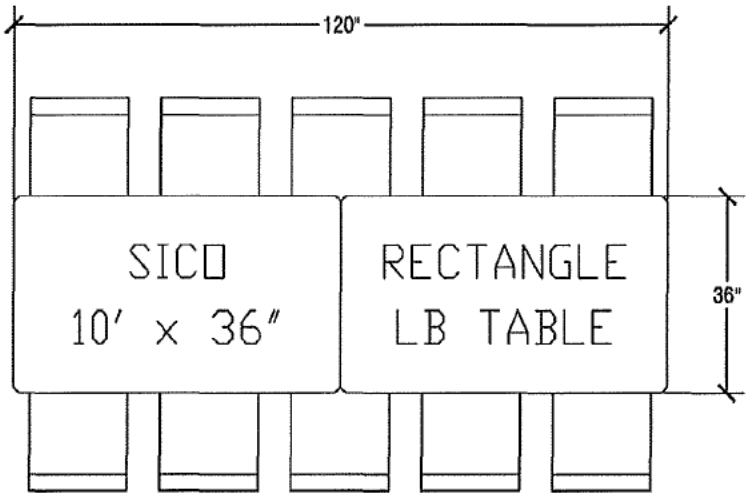
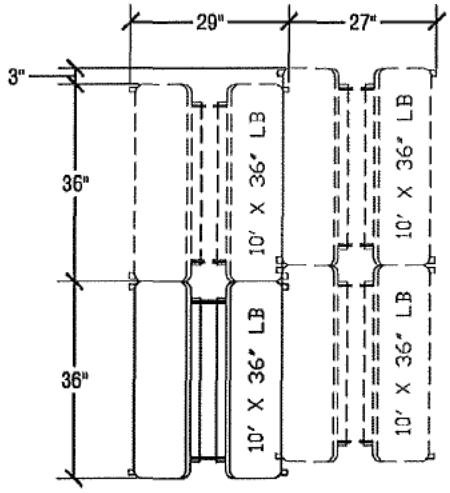


Table Dimensions



Storage Configuration

For More Information Visit: http://www.sicoinc.com/lb.php
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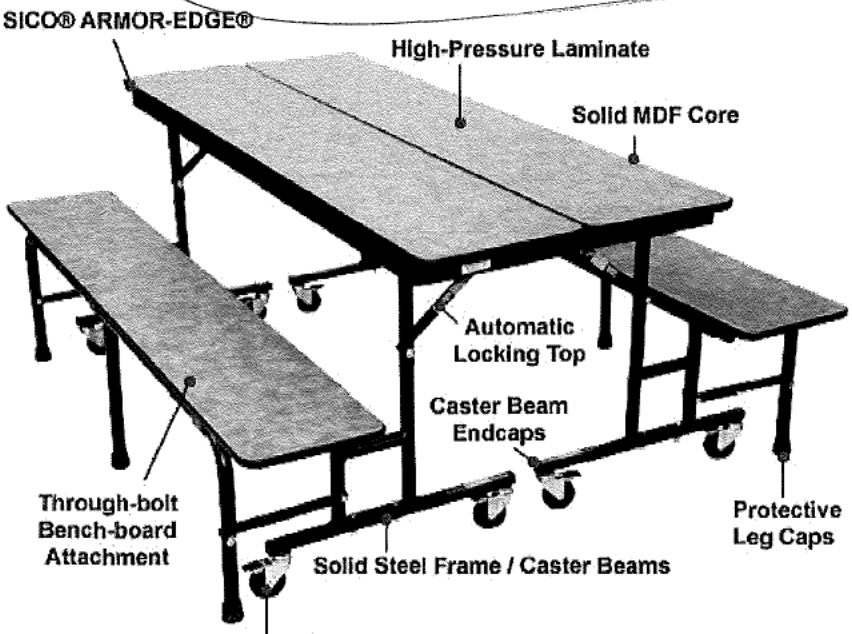
1.800.533.7426

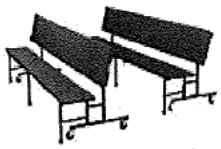
SICO® 2800 ConverTable

Item #1B

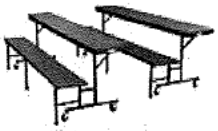
ADA Compliant

Compact storage



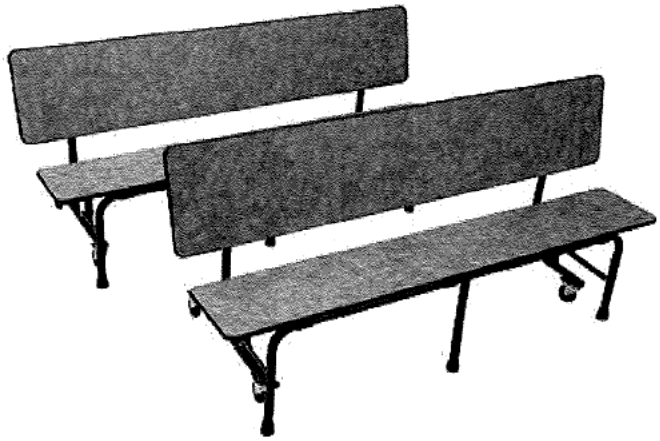


Bench Seating Unit



Testing Station

Cafeteria Table



Three Tables for the Price of One!

1) Use as a single unit (bench and tabletop) for testing and seminar applications.
2) Transform unit into bench seating mode, perfect for auditorium use.
3) Link units together for use as a cafeteria/social-seating table.

Features, Advantages & Benefits

SICO® ARMOR-EDGE®

- The most durable edge available.
- Provides an incredibly tough edge to take hard everyday abuse without damage.
- Hermetically seals the tabletop for sanitary purposes and prevents moisture from entering table top core.
- Proven track record for long-term durability.

High-pressure Laminate

- Tough .04" (.10cm) thickness high-pressure laminate for added durability and long-term wear.
- A large variety of striking colors and patterns are available to fit any cafeteria decor.

Table Top Solid MDF Core

- Laminate tops are made with extremely durable ¾" MDF core material that is stronger than plywood or particleboard, is light-weight, and resists warping.

Rigid Vinyl Backer Sheet

- Applied to the underside of the tabletops for moisture control and easy cleanup (including gum removal), stain resistance and fantastic appearance.
- Far superior to all types of paper backers.

Multiple Use Configurations

- Quickly and easily converts from table to bench with back rest.
- Use as a cafeteria table to increase capacity over table and chairs.
- Ideal for group testing, offering ample work space.

Tamper Proof Expansion Rivets – Fastens tabletop firmly to the frame and will not work loose like ordinary screws.

Aircraft Lock-nuts – Tamper-resistant lock-nuts are used at all pivot points and won't loosen over time.

Automatic Locking Top - Top stays locked when folded out for use.

Simple Operation - Faster and quieter set-up than chairs.

Solid Steel Frame / Caster Beams - 14 gauge, square tubular steel adds superior strength and durability.

3" Swivel Casters with Top Mounted Locks – Multi-directional casters for ease of mobility. Top mounted locks secure units into place. Non-marring soft, black rubber wheels won't damage floors or carpet.

Protective Neoprene Glides - Non-marring contact with floor keeps table in place and prevents floor damage. Reinforced glides contain metal washers to prevent leg tubes from breaking through bottom.

Unit-to-unit connectors - Connects multiple tables together. Latches easily and keeps tables in place.

Compact Storage - Tables fold & nest for compact storage. Each additional unit takes only 8" (20cm) of storage space.

Serial Number - Permanently marked for easy identification.

Warranty – Protected by a **15-Year Warranty** against manufacturer's defects. **Lifetime Warranty** on welds.

Specifications

Model No.	Top Dimensions & Seating Capacity:	Top Heights	Storage Dimensions	Weight
TEA22D??02??02B	6'L x 14"W (183cm x 36cm) Seats 8 children or 6 adults (w/2 tables joined)	27" (69cm)	72"L x 22-1/2"W (183cm x 57cm)	125 lbs / 57kg
TEA22F??02??02B	6'L x 14"W (183cm x 36cm) Seats 8 children or 6 adults (w/2 tables joined)	29" (74cm)	72"L x 22-1/2"W (183cm x 57cm)	125 lbs / 57kg
TEC22D??02??02B	8'L x 14"W, (244cm x 36cm) Seats 12 children or 8-10 adults (w/2 tables joined)	27" (69cm)	96"L x 22-1/2" W (244cm x 57cm)	130 lbs / 59 kg
TEC22F??02??02B	8'L x 14"W, (244cm x 36cm) Seats 12 children or 8-10 adults (w/2 tables joined)	29" (74cm)	96"L x 22-1/2" W (244cm x 57cm)	130 lbs / 59 kg

ITEM #B

SICO®

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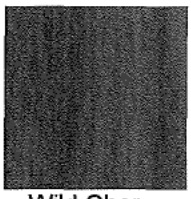
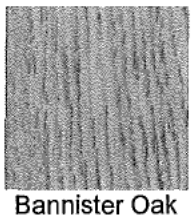
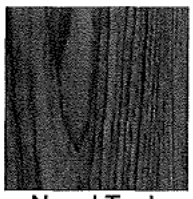
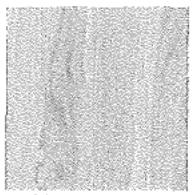
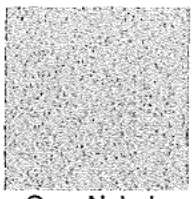
Laminate Options

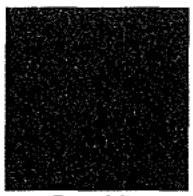

Wild Cherry (49)

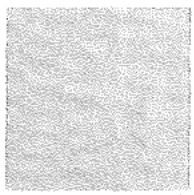

Bannister Oak (10)

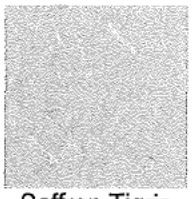

Nepal Teak (74)

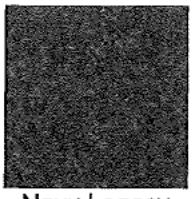

Kensington Maple (77)


Gray Nebula (38)


Graphite Nebula (50)


Windswept (51)

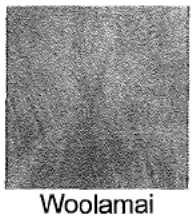

Saffron Tigris (54)


Navy Legacy (53)

Green Tigris (76)

Karratha Brush (70)

Maroochy Brush (71)


Woolamai Brush (72)

Mission Glaze (73)

* Check with a SICO Representative for additional laminate choices available.

Table Top Armor-Edge Options

Black (02)

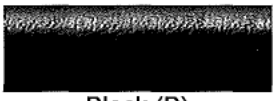
Gray (03)

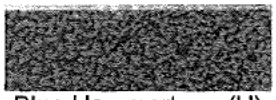
Burgundy (04)

Blue (05)

Brown (06)

Powder-coat Frame Options


Black (B)

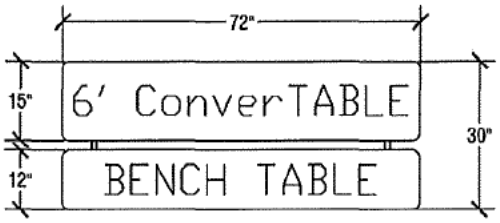

Blue Hammertone (H)

Copper Vein (R)

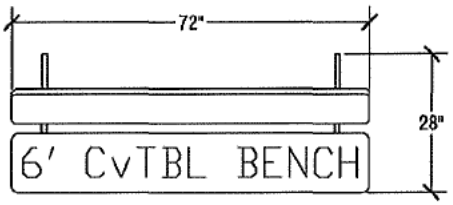
Silver (L)

SICO® 2800 ConverTable Table Dimensions

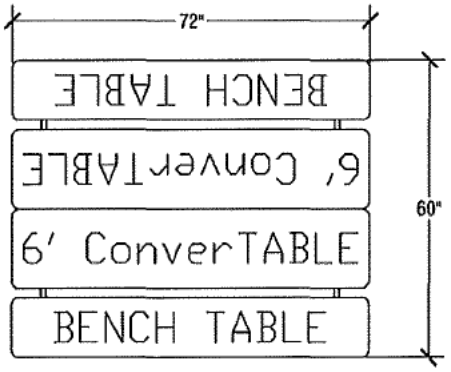
6' Dimensions



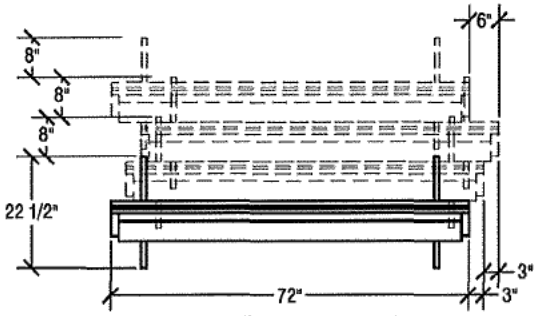
Testing Configuration



Auditorium Configuration



Cafeteria Configuration



Storage Configuration

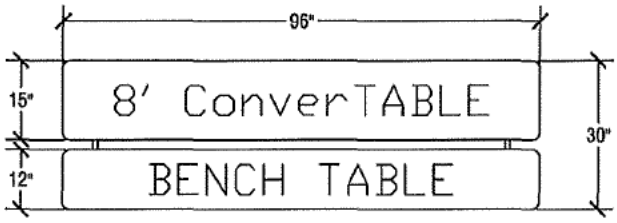
SICO 6' ConverTABLE Table

Top Height: 29" or 27"

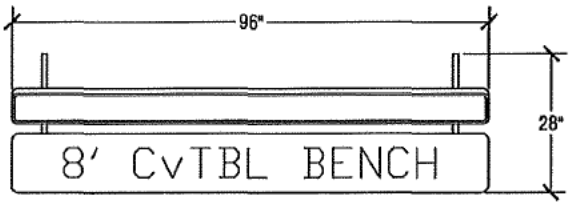
Folded Height: 33 1/2" h or 31 1/2"

Table Top Size: 15" x 72"

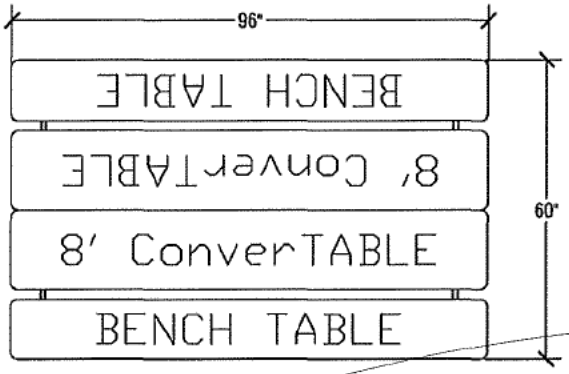
8' Dimensions



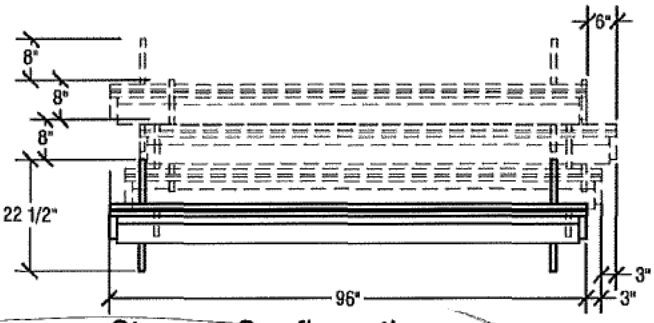
Testing Configuration



Auditorium Configuration



Cafeteria Configuration



Storage Configuration

ITEM #18

SICO 8' ConverTABLE Table

Top Height: 29" or 27"

Folded Height: 33 1/2" h or 31 1/2"

Table Top Size: 15" x 96"

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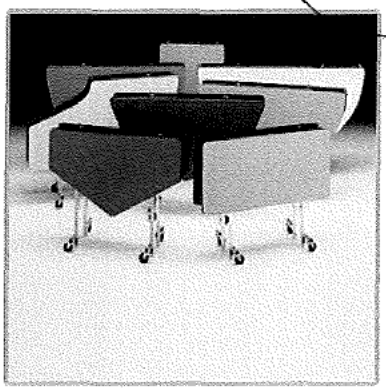
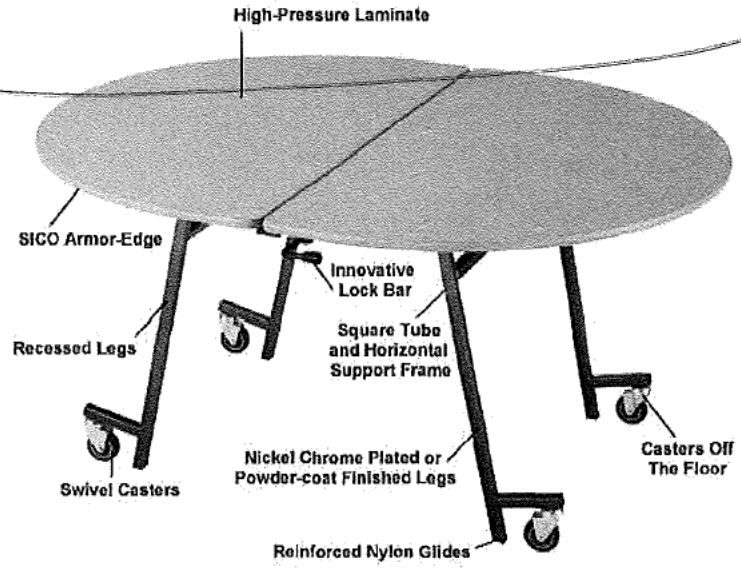
Item # 9, 20, 21

SICO® Pacer Table

Turn rooms quickly with SICO tables, saving time and money.



A Variety of Pacer Table Top Shapes



Features, Advantages & Benefits

High-pressure Laminate
- Tough .04" (.10cm) thickness high-pressure laminate for added durability and long-term wear.
- Sanitary and easy-to-clean.
- A large variety of striking colors and patterns are available to fit any color scheme.

Solid MDF Core
- Laminate tops are made with extremely durable ¾" MDF core material that is stronger than plywood or particleboard and resists warping.
- MDF core out-performs plywood or particleboard, is light-weight and resists warping.

Rigid Vinyl Backer Sheet
- Applied to the underside of the tabletops for moisture control and easy cleanup (including gum removal), stain resistance and fantastic appearance.
- Far superior to all types of paper backers.

Tamper Proof Expansion Rivets – Fastens tabletop firmly to the frame and will not work loose like ordinary screws.

Aircraft Lock-nuts – Superior construction lock-nuts are used at all pivot points. Nuts are tamper resistant and won't loosen over time for increased safety.

SICO® ARMOR-EDGE®
- The most durable edge available.
- Provides an incredibly tough edge to take hard everyday abuse without damage.
- Hermetically seals the tabletop and bench edges for sanitary purposes.
- Allows for easy clean-up, including steam cleaning.
- Proven track record for long-term durability.

Innovative Lock Bar - ½" (1.3cm) center gravity lock bar prevents anyone from raising center of table by sitting on the table end. Releasing the lock allows for a gentle opening from either side of the table.

Two 7 Gauge Vertical Hinges – Extra heavy self-cleaning hinges won't trap food while providing additional strength, security and durability.

Recessed Legs - Located further under the table so knees don't interfere with table legs. Permits comfortable seating in all positions.

Square Tube and Horizontal Support Frame - Legs give extra strength and durability. One-inch (25mm) 16-gauge steel square tube legs are 63% stronger than one-inch round 16-gauge.

Steel Center Support - 14-gauge square steel center support gives greater strength while preventing damage to tops at center.

Nickel Chrome Plated or Powder-coat Finished Legs - Finished for durability, appearance, and ease of cleaning.

Reinforced Nylon Glides - Prevents floor damage.

Swivel Casters – Tables roll quietly on 3" (10cm) casters. One person can easily roll and maneuver tables smoothly into service or storage. No need for table caddies. Non-marring casters protect the floor. Rugged casters keep table in place.

Casters Off The Floor - Table edges never touch the floor. Casters are off the floor in open position, and table rests on its sturdy legs. The casters engage only in the folded position. Won't become rough and snag your linens.

Storage - Tables nest together requiring minimum of storage space. Needs no caddy. No lifting. One person can easily roll this pacer table into service or storage.

Warranty – Protected by a **15-year Warranty** on all parts and **Lifetime Warranty** on welds.

Specifications

Top Dimensions & Seating Capacity	Available Top Heights	Weight	Storage Dimensions single unit L" x W"	Model No.
Hexagon Pacer Tables				
48" (122cm) Seats 6	27"(69cm), 29" (74cm)	95 lbs / 43kg	48"Lx17-1/2"W (122cm x 44cm)	EP475-120N
Round Pacer Tables				
48" (122 cm) Seats 4-6 ITEM# 19	27"(69cm), 29" (74cm)	95 lbs / 43kg	48"Lx17-1/2"W (122cm x 44cm)	EP075-120N
60" (152cm) Seats 8-10 ITEM# 20	27"(69cm), 29" (74cm), 32" (81cm): ADA	115 lbs / 52kg	60"Lx17-1/2"W (152cm x 44cm)	EP075-150N
66" (168cm) Seats 8-10	29" (74cm)	132 lbs / 60kg	66"x17-1/2"W (168cm x 44cm)	EP075-165N
72" (183cm) Seats 10-12	27"(69cm), 29" (74cm), 32" (81cm): ADA	156 lbs / 71kg	24"Lx17-1/2"W (61cm x 44cm)	EP075-180N
Square Pacer Tables				
48" (122cm) Seats 6	27"(69cm), 29" (74cm)	95 lbs / 43kg	48"Lx17-1/2"W (122cm x 44cm)	EP375-120N
Octagon Pacer Tables				
60" (152cm) Seats 8	27"(69cm), 29" (74cm), 32" (81cm): ADA	115 lbs / 52kg	60"Lx17-1/2"W (152cm x 44cm)	EP575-150N
Oval Pacer Tables ITEM #21				
60"x66" (152cm x 168 cm) Seats 8-10	27"(69cm), 29" (74cm)	132 lbs / 60kg	60"Lx17-1/2"W (152cm x 44cm)	EP175-165N
48"x60" (122cm x 152cm) Seats 6 - 8	27"(69cm), 29" (74cm)	128 lbs / 58kg	60"Lx17-1/2"W (152cm x 44cm)	EP175-150N
60"x72" (152cm x 183cm) Seats 8-10	27"(69cm), 29" (74cm), 32" (81cm): ADA	132 lbs / 60kg	60"Lx17-1/2"W (152cm x 44cm)	EP175-180N
Rectangle Pacer Tables				
5'Lx30" (152cm x 76cm) Seats 4	27"(69cm), 29" (74cm)	85 lbs / 39kg	30"Lx17-1/2"W (76cm x 44cm)	EP275-180N
6'Lx24"W (183cm x 61cm) Seats 3	27"(69cm), 29" (74cm)	78 lbs / 35kg	24"Lx17-1/2"W (61cm x 44cm)	EP875-180N
6'Lx30"W (183cm x 76cm) Seats 6	27"(69cm), 29" (74cm)	93 lbs / 42kg	30"Lx17-1/2"W (76cm x 44cm)	EP275-240N
8'Lx24"W (244cm x 61cm) Seats 4	27"(69cm), 29" (74cm)	90 lbs / 41kg	24"Lx17-1/2"W (61cm x 44cm)	EP875-240N
8'Lx30"W (244cm x 76cm) Seats 8	27"(69cm), 29" (74cm), 32" (81cm): ADA	128 lbs / 58kg	30"Lx17-1/2"W (76cm x 44cm)	EP280-240N
Serpentine Pacer Tables				
8'Lx30"W (244cm x 76cm) Seats 8	29" (74cm)	100 lbs / 45kg	30"Lx17-1/2"W (76cm x 44cm)	3974-180N

*** Model Numbering System**
EP#75 model numbers based on 29" height tables. Change **75** to a **70** for 27" height models. Change **75** to a **80** for 32" height models. Model numbers based on chrome finish. Other powder coasted frames available.

SICO®

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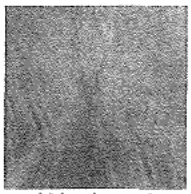
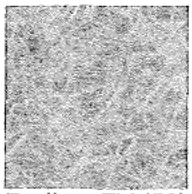
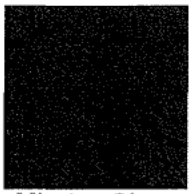
Laminate Options

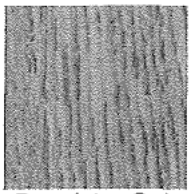
Karratha Brush (70)

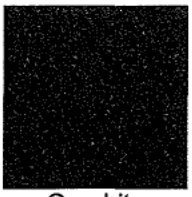
Maroochy Brush (71)

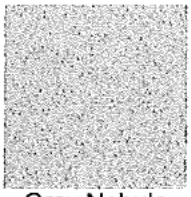

Woolamai Brush (72)

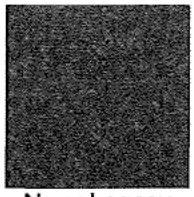

Radium EV (58)


Mission Glaze (73)

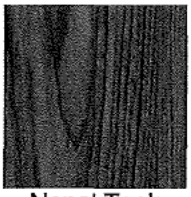

Bannister Oak (10)

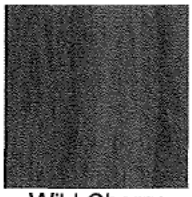

Graphite Nebula (50)


Gray Nebula (38)


Navy Legacy (53)

Saffron Tigris (54)


Nepal Teak (74)


Wild Cherry (49)

Windswept (51)

* Check with a SICO Representative for additional laminate choices available.

Table Top Armor-Edge Options

Gray (03)

Black (02)

Burgundy (04)

Blue (05)

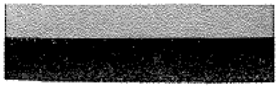
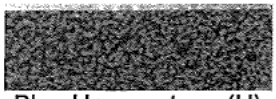

Brown (BN)

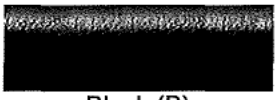
Table Leg Frame Options

Chrome (C)


Blue Hammertone (H)

Copper Vein (R)

Silver (L)


Black (B)

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SICO® Pacer Table Dimensions

Serpentine Top Dimensions

Top Height: 29"
Folded Height: 51 1/2" or 53 1/2"

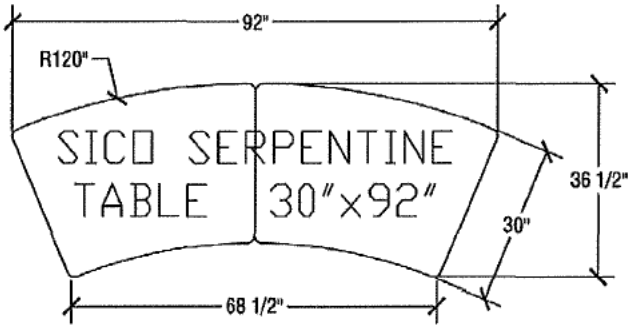
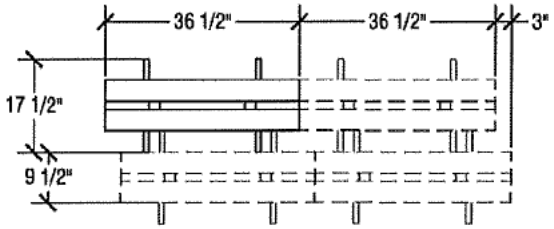


Table Dimensions



Storage Configuration

Oval (60"x72") Top Dimensions

Top Height: 27", 29" or 32"
Folded Height: 44" or 46"

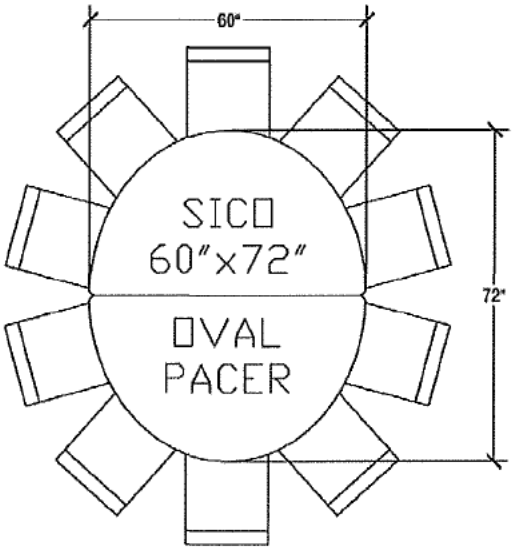
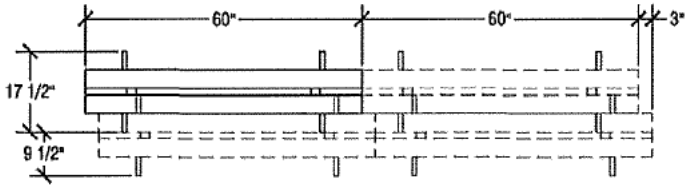


Table Dimensions



Storage Configuration

Oval (60"x66") Top Dimensions

Top Height: ~~27" or 29"~~
Folded Height: 44" or 46"

Item #21

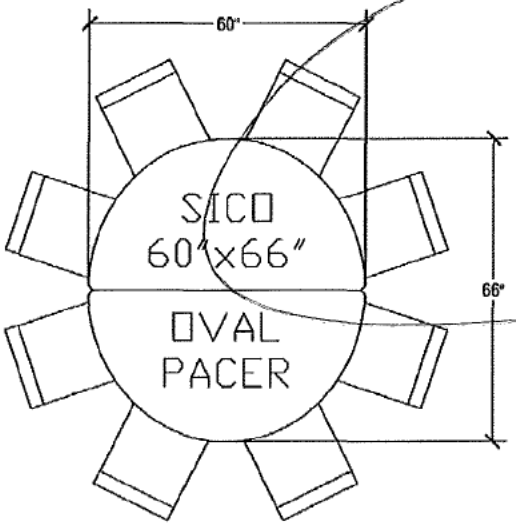
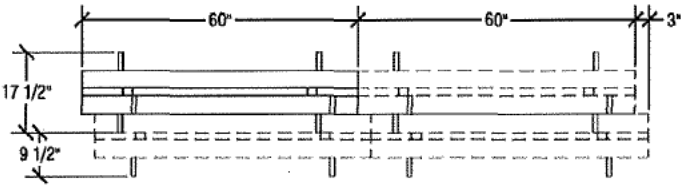


Table Dimensions



Storage Configuration

Oval (48"x60") Top Dimensions

Top Height: 27" or 29"
Folded Height: 41" or 43"

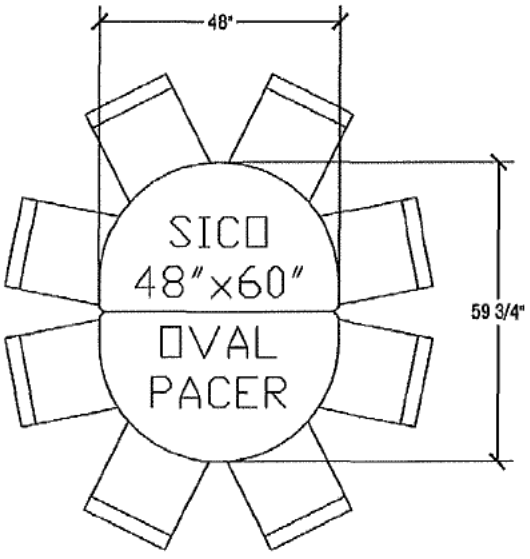
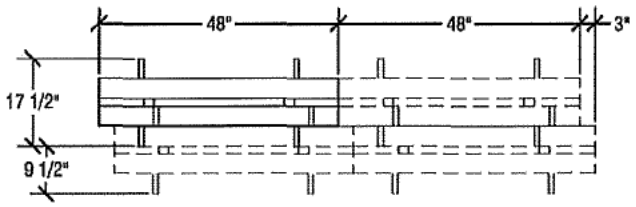


Table Dimensions



Storage Configuration

Round 72" Top Dimensions

Top Height: 27", 29" or 32"
Folded Height: 44" or 46"

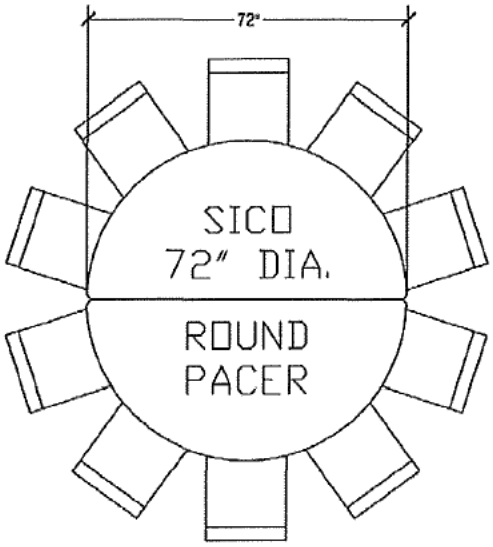
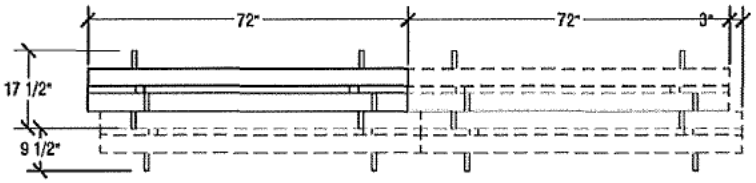


Table Dimensions



Storage Configuration

Round 66" Top Dimensions

Top Height: 29"
Folded Height: 44" or 46"

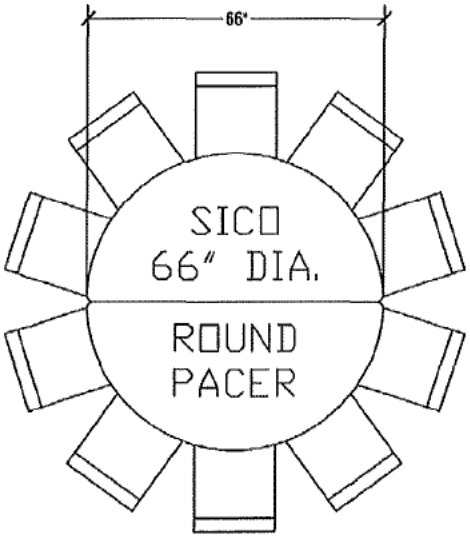
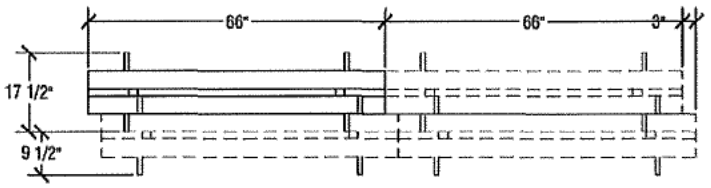


Table Dimensions



Storage Configuration

Round 60" Top Dimensions

Top Height: 27", 29" or 32"
Folded Height: 41" or 43"

Item #20

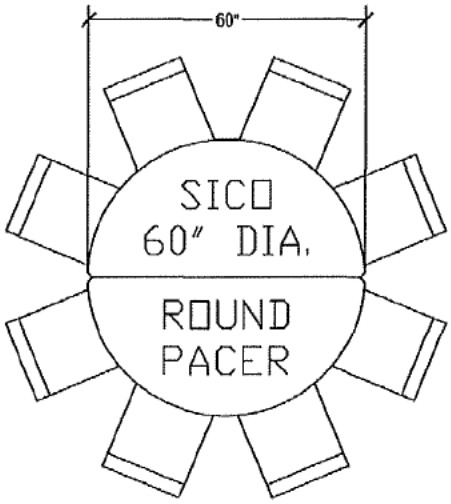
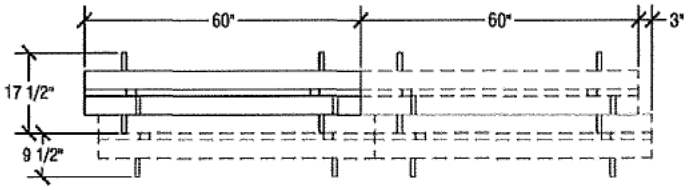


Table Dimensions



Storage Configuration

Round 48" Top Dimensions

Top Height: 27" or 29"
Folded Height: ~~36 1/2" or 38 1/2"~~

Item #9

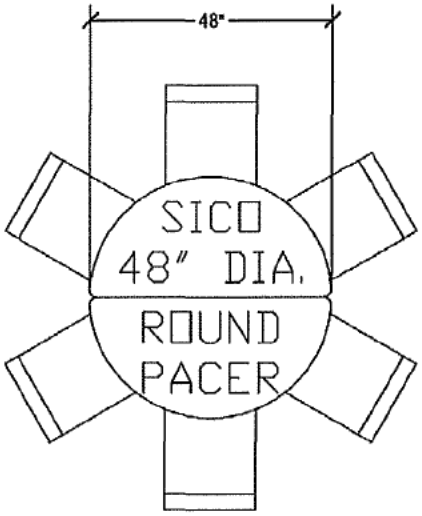
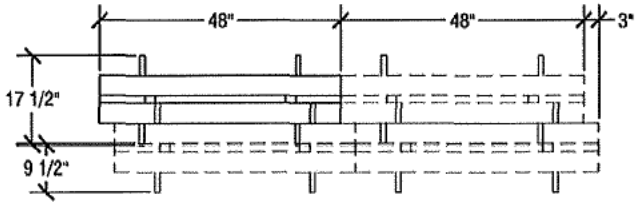


Table Dimensions



Storage Configuration

Octagon Top Dimensions

Top Height: 27", 29" or 32"
Folded Height: 41" or 43"

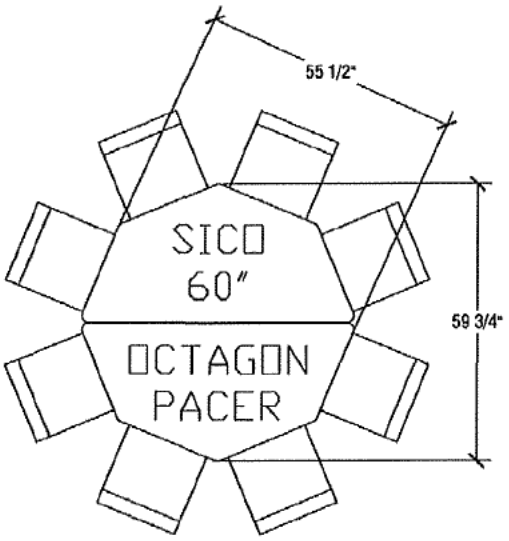
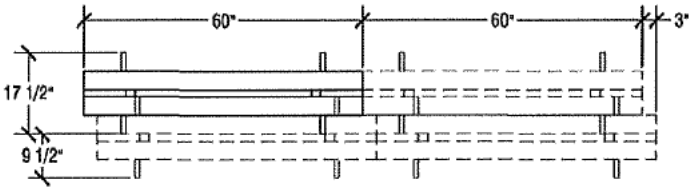


Table Dimensions



Storage Configuration

Hexagon Top Dimensions

Top Height: 27" or 29"
Folded Height: 41" or 43"

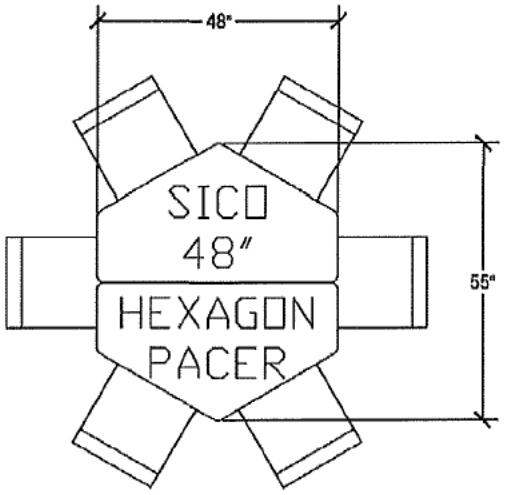
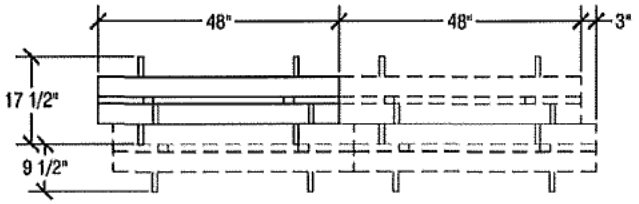


Table Dimensions



Storage Configuration

Square Top Dimensions

Top Height: 27" or 29"
Folded Height: 36 1/2" or 38 1/2"

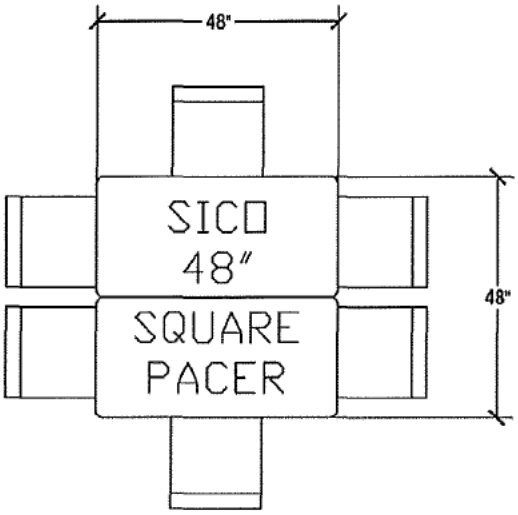
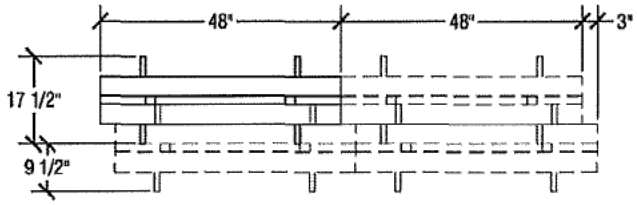


Table Dimensions



Storage Configuration

Rectangle (30"x96") Top Dimensions

Top Height: 27", 29" or 32"
Folded Height: 51 1/2" or 53 1/2"

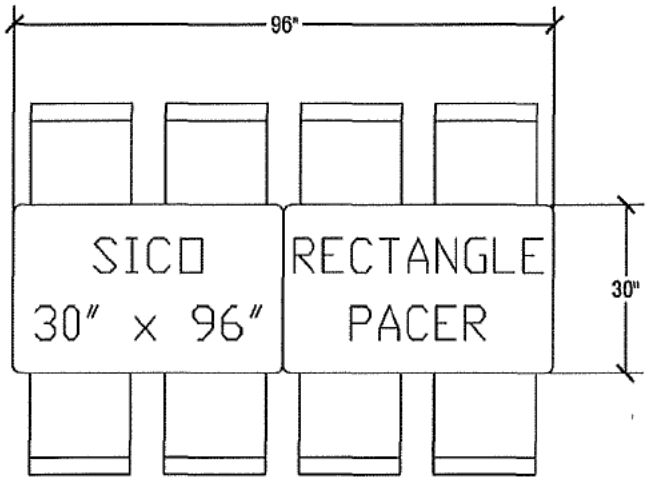
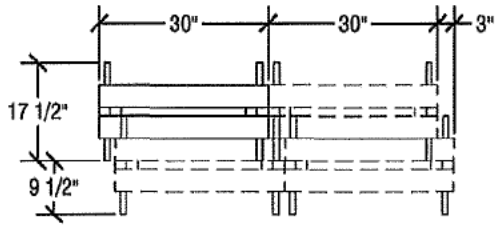


Table Dimensions



Storage Configuration

Rectangle (30"x72") Top Dimensions

Top Height: 27" or 29"
Folded Height: 44" or 46"

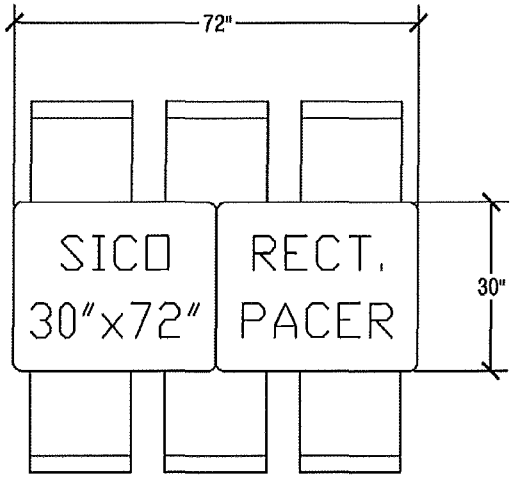
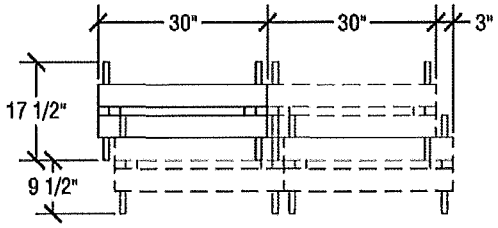


Table Dimensions



Storage Configuration

Rectangle (8'x24") Top Dimensions

Top Height: 27" or 29"
Folded Height: 51 1/2" or 53 1/2"

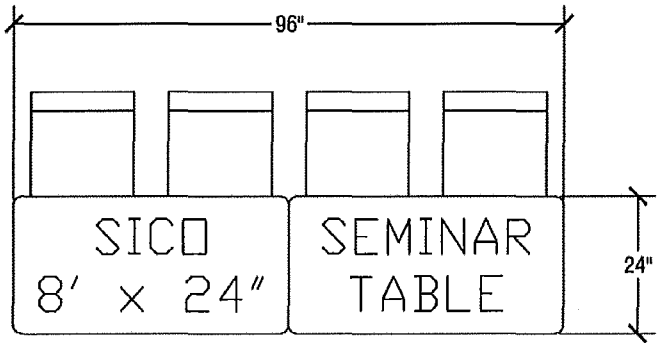
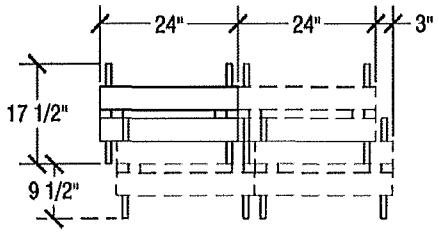


Table Dimensions



Storage Configuration

Rectangle (6'x24") Top Dimensions

Top Height: 27" or 29"
Folded Height: 44" or 46"

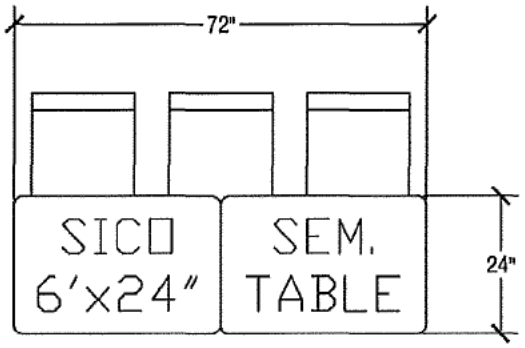
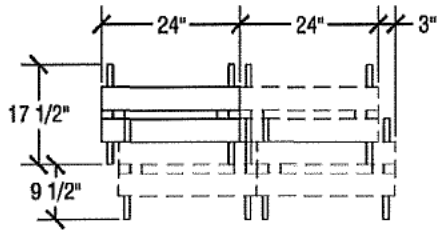


Table Dimensions



Storage Configuration

Audio Central Top Dimensions

Top Height: 27" or 29"
Folded Height: 44" or 46"

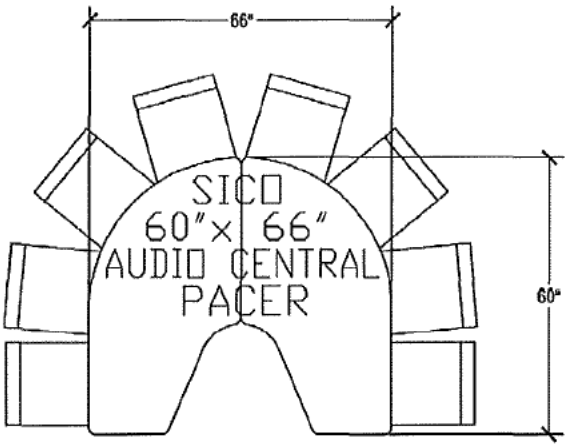
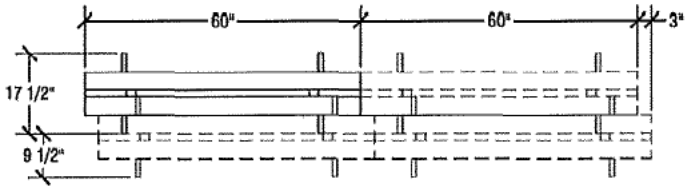


Table Dimensions



Storage Configuration

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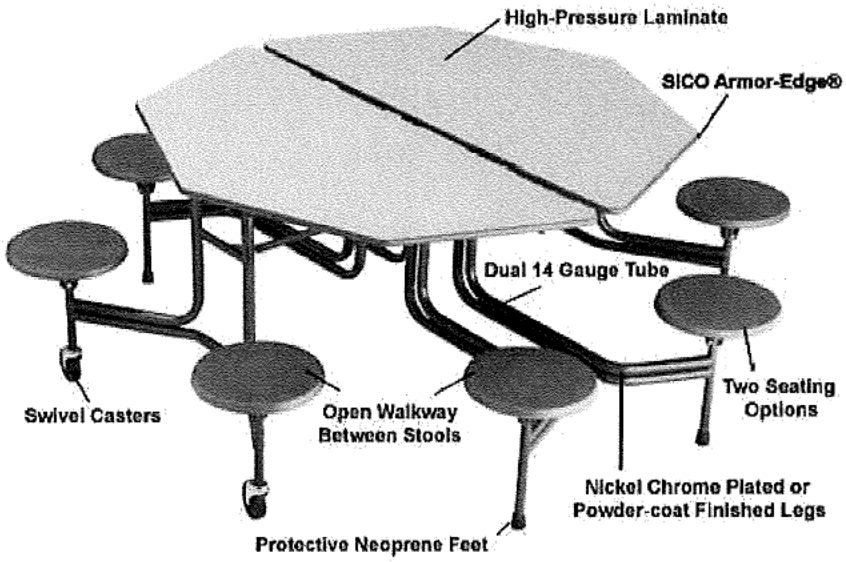
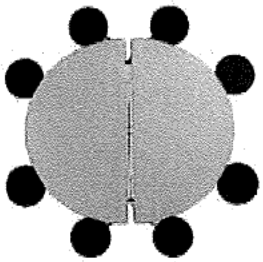
1.800.533.7426

SICO® Graduate Table Item #72

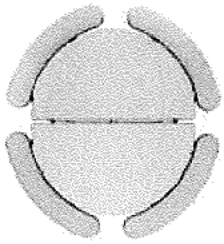
A mobile folding lunchroom table available in oval or octagon shapes with stools or bench seats.

Compact Mobile Storage

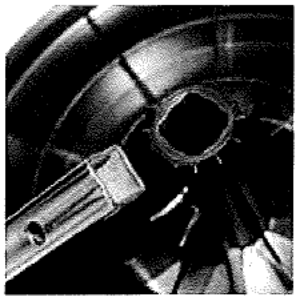




Graduate with Stool Seats

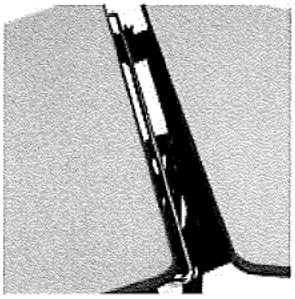


Graduate with Bench Seats

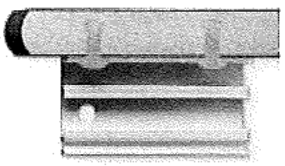


Square Shape Stool Support Post

Torsion Bar Assist



Center Gravity Lock Bar



Solid MDF Core Table Top

Features, Advantages & Benefits

Table Top

- **High-pressure Laminate**
  - Tough .04" (.10cm) thickness high-pressure laminate for added durability and long-term wear.
  - A large variety of striking colors and patterns are available to fit any cafeteria decor.
- **Solid MDF Core Table Top** - Laminate tops are made with extremely durable ¾" MDF core material that is stronger than plywood or particleboard, is light-weight, and resists warping.
- **Tamper Proof Expansion Rivets** fasten tabletop firmly to the frame and will not work loose like ordinary screws.
- **SICO® ARMOR-EDGE® -** The most durable edge available. Proven track record for long-term durability.
  - Provides an incredibly tough edge to take hard everyday abuse without damage.
  - Hermetically seals the tabletop for sanitary purposes and prevents moisture from entering table top core.
- **Rigid Vinyl Backer Sheet** - Far superior to all types of paper backers.
  - Applied to the underside of the tabletops for moisture control and easy cleanup (including gum removal), stain resistance and fantastic appearance.

Seating

- **Seating Capacity** - Increases seating capacity up to 15% - 20% over separate chairs and tables. These space efficient table shapes allow more tables in less space. The Bench Graduate offers 100% usability of seating area.
- **Two Seating Options** – Bench or stool seating options.
  1. **One-piece ABS Plastic Stools** – Have proven to be comfortable and durable through years of everyday use. Minimum of 26" (66cm) open walkway between seats (on center) for the comfort of all age groups. Generous 2" (5cm) spacing from tabletop edge to edge of stool.
  2. **Split Benches** – Generous 3" (5cm) spacing from tabletop to edge of bench for more comfortable seating. Constructed of sturdy MDF core, high-density laminated surface with edge protected by legendary SICO® ARMOR-EDGE®.

Table Frame Support

- **Aircraft Lock-nuts** – Tamper-resistant lock-nuts are used at all pivot points and won't loosen over time.
- **Torsion Bar Assist** – Allows one person to easily fold and unfold table fast and easy. A more durable and long-lasting system than others. Lifting is effortless. Proven in over 50 years of use.
- **Center Gravity Lock Bar** - ½" (1.3cm) center gravity lock bar prevents anyone from raising center of table by sitting on the table end. Easily released from either side.
- **Two 7 Gauge Vertical Hinges** – Extra heavy self-cleaning hinges won't trap food while providing additional strength, security and durability.
- **Dual 14 Gauge Tube** – Structural steel tube design provides great strength and durability with a stylish look. One piece unitized frame construction is sturdy and does not rely on tabletop for strength.
- **Square Shape Stool Support Post** – Prevents any rotational movement of the stool seat. Lower portion of support post retains round shape, preserving the elegant look of the table.
- **Swivel Casters** - Tables roll quietly on 4" (100mm) swivel casters. Non-marring casters protect the floor.
- **Protective Neoprene Glides** - Non-marring contact with floor keeps table in place and prevents floor damage. Reinforced glides contain metal washers to prevent leg tubes from breaking through bottom.
- **Serial Number** - Permanently marked for easy identification.

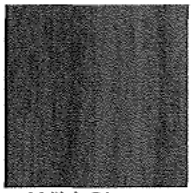
Mobility/Storage - Fast to set-up and quick to take down. Tables easily fold and nest together requiring minimum of storage space. Needs no caddy. No lifting. One person set-up.

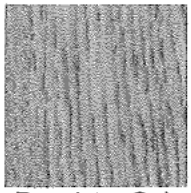
Warranty – Protected by a **15-Year Warranty** on original Sico components, with a **Lifetime Warranty** on welds.

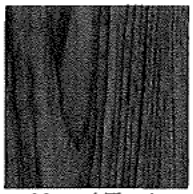
Specifications

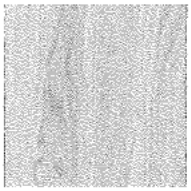
Model No.	Description	Table Heights	Weight
OCTAGON Seat Graduates. (Change 'F' in Model No. to 'D' for 27" high or 'J' for 32" high)			
TTG31F??02CG	60" Octagon with 8 Stools	24" (61cm), 27" (69cm), 29" (74cm)	181 lbs.
TTM31J??02CG	60" Octagon ADA 6 Stools & 2 Open	29" (74cm) or 32" (81cm)	181 lbs.
OVAL Seat or Bench Graduates. (Change 'F' in Model No.to 'D' for 27" high or 'J' for 32" high)			
STTB31F??02CG	54"x60" Oval with 8 Stools ITEM #22	24" (61cm), 27" (69cm), 29" (74cm)	181 lbs.
BTTB31F??02CG	54"x60" Oval with 4 Benches	24" (61cm), 27" (69cm), 29" (74cm)	213 lbs.
TTE31J??02CG	54"x60" Oval ADA with 6 Stools & 2 Open	29" (74cm) or 32" (81cm)	181 lbs.

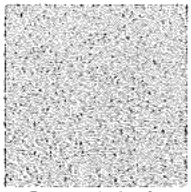
Laminate Options

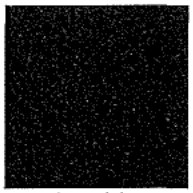

Wild Cherry (49)


Bannister Oak (10)


Nepal Teak (74)


Kensington Maple (77)


Gray Nebula (38)


Graphite Nebula (50)

Windswept (51)

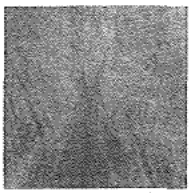
Saffron Tigris (54)

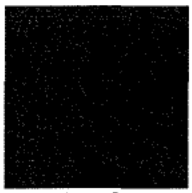
Navy Legacy (53)

Green Tigris (76)

Karratha Brush (70)

Maroochy Brush (71)


Woolamai Brush (72)


Mission Glaze (73)

* Check with a SICO Representative for additional laminate choices available.

Table Top Armor-Edge Options

Black (02)

Gray (03)

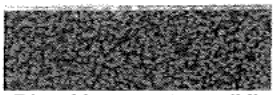
Burgundy (04)

Blue (05)

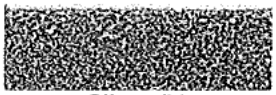
Brown (06)

Table Leg Frame Options

Chrome (C)

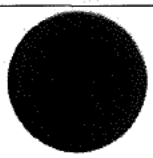

Blue Hammertone (H)

Copper Vein (R)


Silver (L)

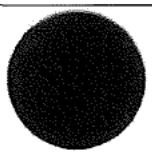
Black (B)

Stool Options


Black (111)

Blue Ridge (113)

Burgundy (118)


Dark Blue (122)

Grey (120)

Red (116)

Spruce (121)

Tan (119)

SICO® Graduate Table Dimensions

Oval with Stools Graduate Dimensions

Item #22

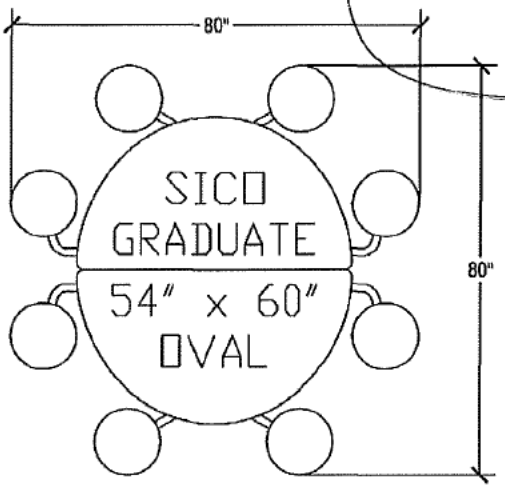
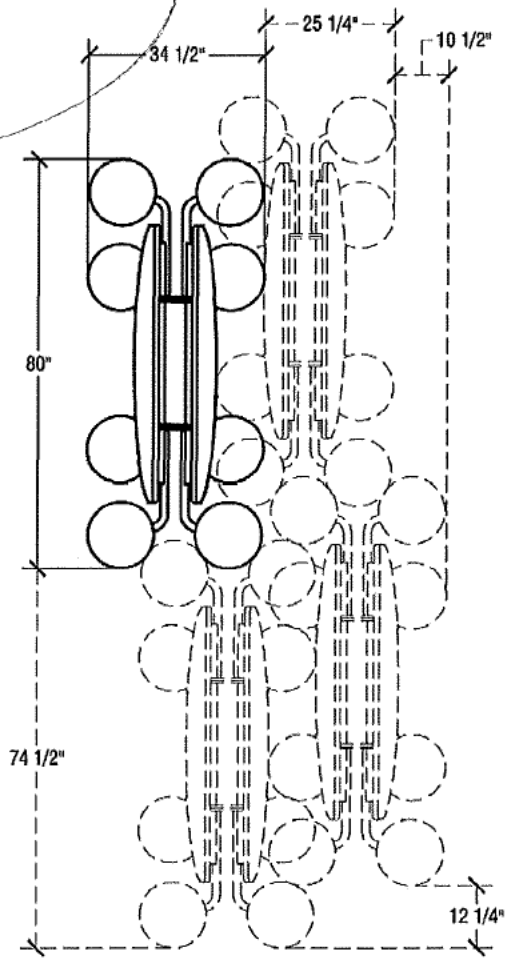


Table Dimensions



Storage Configuration

SICO TC-65 Oval Graduate Table

Top Height: 29" or 27"

Folded Height: 52 3/4" h or 50 3/4" h

Table Top Size: 54" x 60" Oval

Oval with Benches Graduate Dimensions

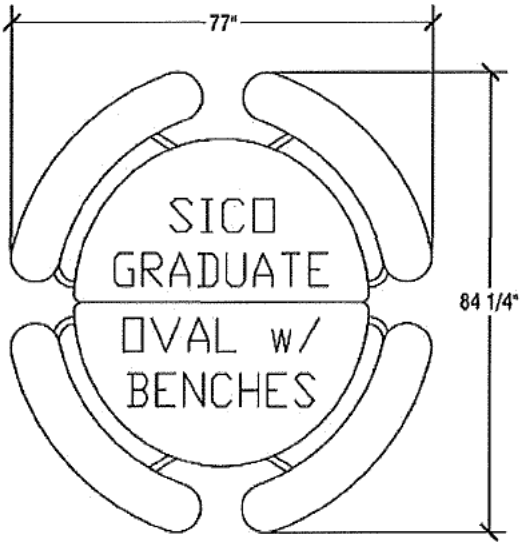
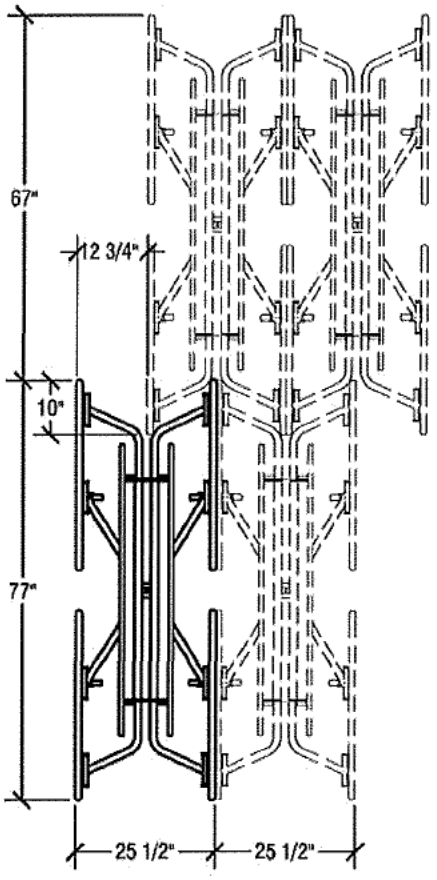


Table Dimensions



Storage Configuration

SICO Graduate w/ Benches Table

Top Height: 29" or 27"

Folded Height: 53 5/8" h

Table Top Size: 54" x 60"

Octagon with Stools Graduate Dimensions

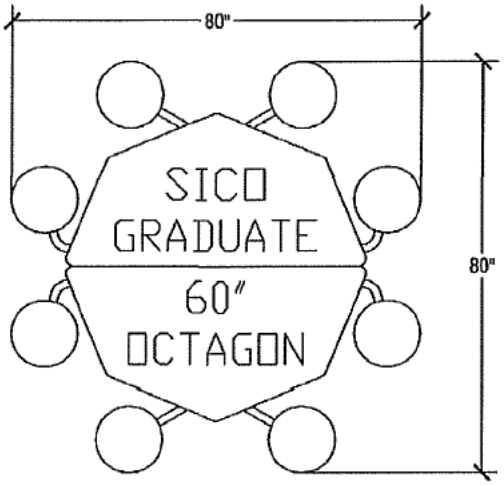
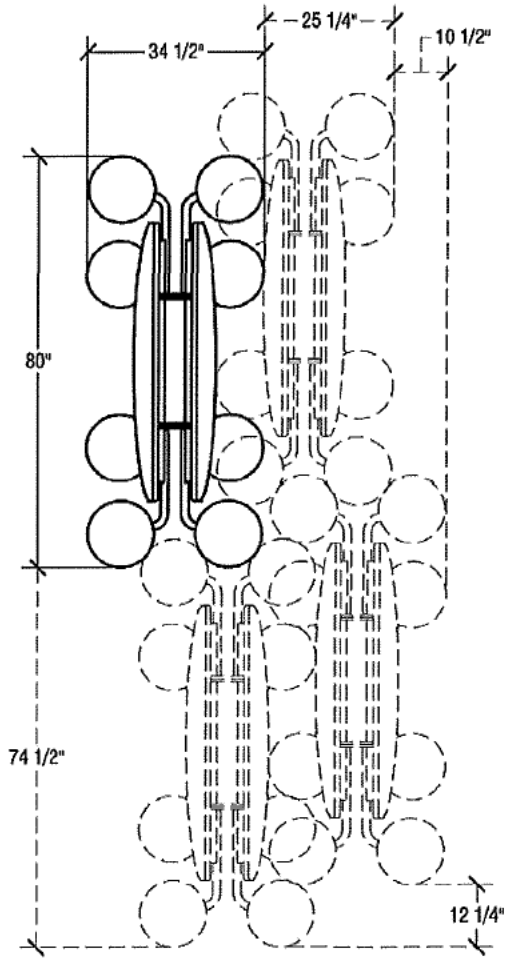


Table Dimensions



Storage Configuration

SICO TC-65 Octagon Graduate Table

Top Height: 29" or 27"

Folded Height: 52 3/4" h or 50 3/4" h

Table Top Size: 60" Octagon

Octagon Graduate Table with Stools & Wheelchair Spaces Dimensions

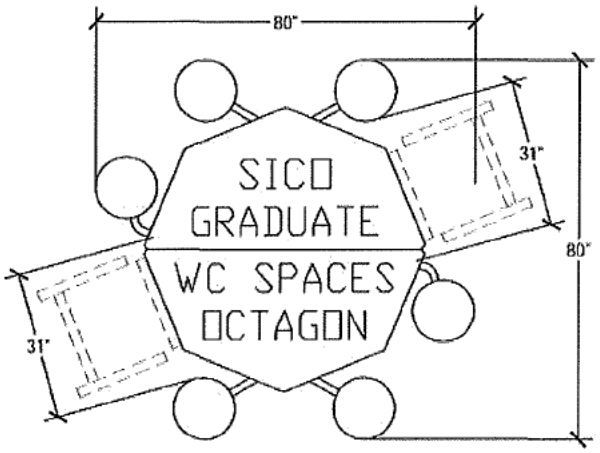
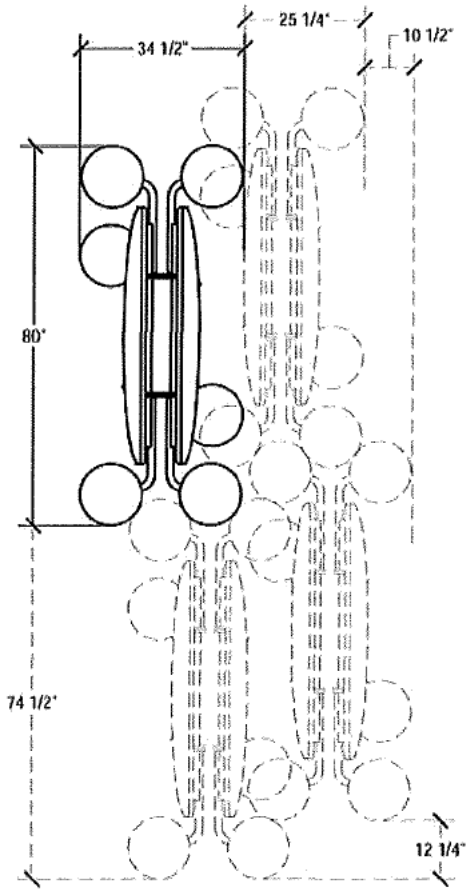


Table Dimensions



Storage Configuration

SICO TC-65 Octagon Graduate Table

w/ Wheelchair Spaces

Top Height: 32" or 29"

Folded Height: 55 3/4" h or 52 3/4" h

Table Top Size: 60" Octagon

Oval Graduate Table with Stools & Wheelchair Spaces Dimensions

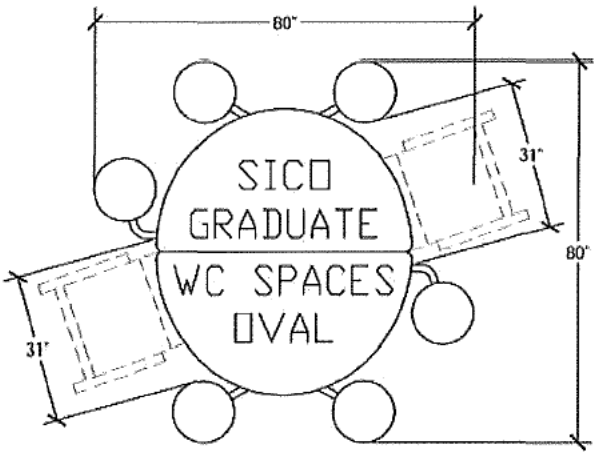
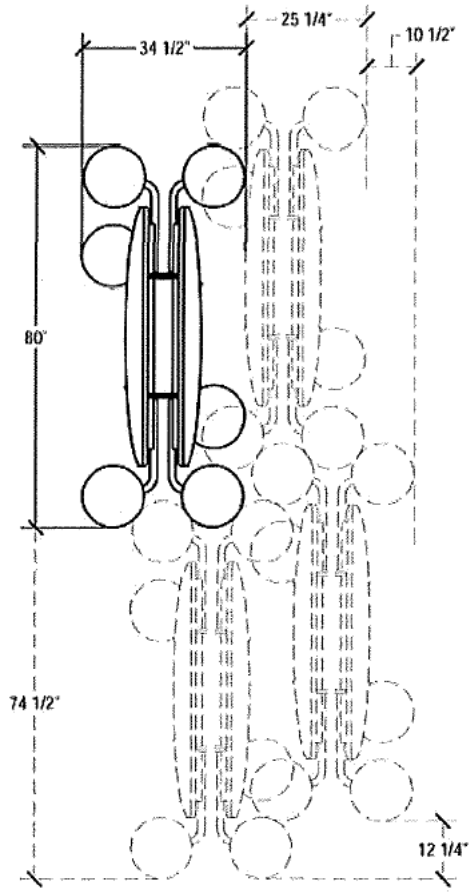


Table Dimensions



Storage Configuration

SICO TC-65 Oval Graduate Table

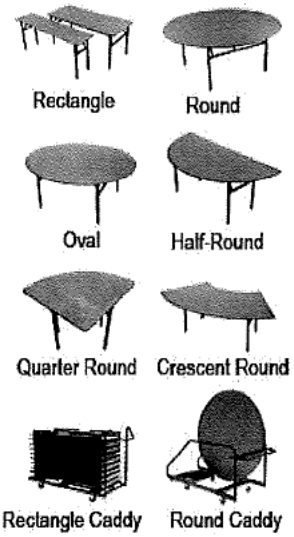
w/ Wheelchair Spaces
Top Height: 32" or 29"
Folded Height: 55 3/4" h or 52 3/4" h
Table Top Size: 54" x 60" Oval

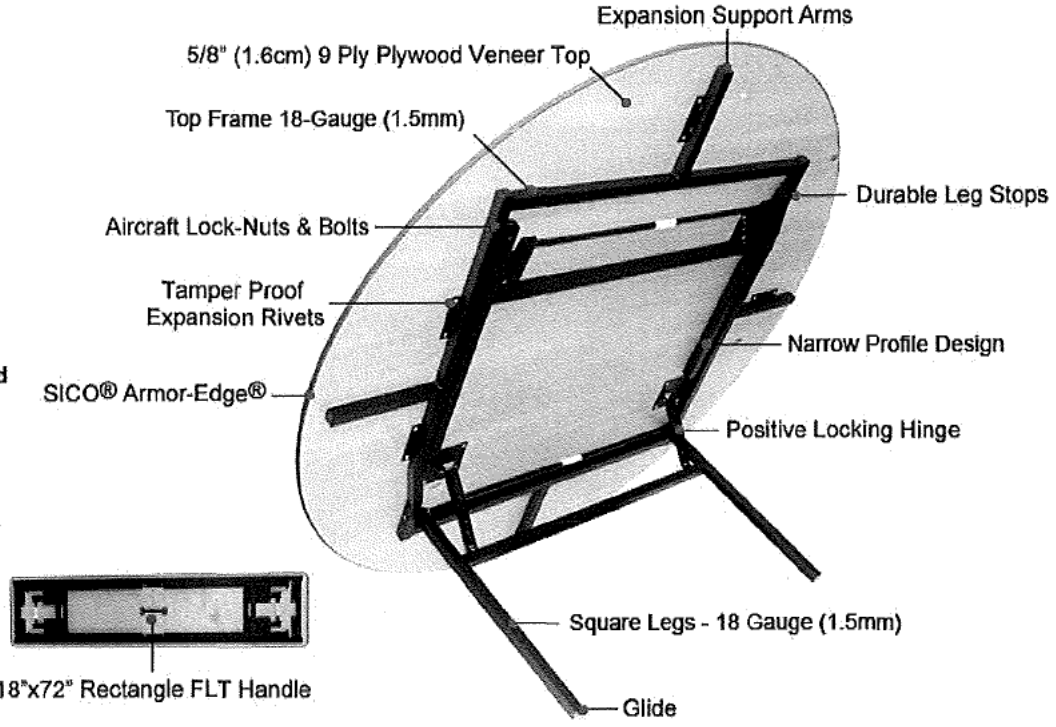
For More Information Visit: http://www.sicoinc.com/graduate.php
7525 Cahill Road, Minneapolis MN 55439
1.800.533.7426

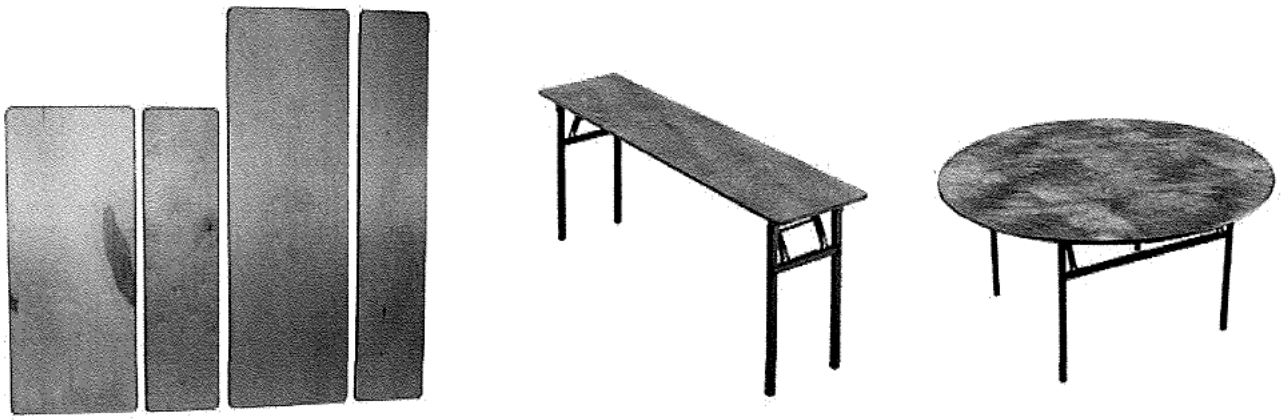
ITEM #25

SICO® FLT Armor-Edge® Narrow Profile Table

A quality folding leg table built to endure the demands of everyday use with an efficient storage design.







A large selection of shapes, sizes and top surface options to choose from.

Features, Advantages & Benefits

SICO® ARMOR-EDGE®

- Extra heavy-duty durable treatment protects table edge from damage and hermetically seals the tabletop.
- Proven track record for long-term durability. Brown finish.

5/8" (1.6cm) 9 Ply Plywood Veneer Top

- Seamless, one-piece 5/8" (1.6cm) 9 ply plywood core with a sealed veneer surface.
- SICO® uses an industrial, pre-catalyzed conversion varnish for a durable surface finish that resists moisture and offers a beautifully enhanced look.
- Light-weight and withstands rough handling for years of use.

High-pressure Laminate Top Option Available

- Tough .04" (.10cm) thickness high-pressure laminate for added durability and long-term wear.
- A large variety of optional colors and patterns are available to fit any decor. 66" & 72" round tables are only available in Clear Maple.

Top Frame - 18ga. (1.5mm)

Square tube unitized frame with extension support arms for additional strength and support for the table top.

- 1-1/4" (3.2cm) / 18ga. (1.5mm) square top frame on rectangle, round and oval shaped tables.
- 1-3/16" (3cm) / 18ga. (1.5mm) square top frame on half-round, quarter-round, and crescent shaped tables.

Square Legs – 18-Gauge (1.5mm)

Black powder coat. Finished for durability, appearance, and ease of cleaning.

- 1-1/4" (3.2cm) / 18ga. (1.5mm) square tube legs on rectangle, round and oval shaped tables.
- 1-3/16" (3cm) / 18ga. (1.5mm) square tube legs on half-round, quarter-round, and crescent shaped tables.

Glide

Heavy-duty nylon non-adjustable glides protect floor surfaces from scratches and marring.

Narrow Profile Design

Legs fold within the frame on round, rectangle and oval tables allowing for more storage on mobile folding leg table caddies. Profile width is just 2.4" (6.1cm) wide when folded.

Positive Locking Hinge

Positive lock ensures engagement in fixed position. Hinge holds leg in place when folded.

Tamper Proof Expansion Rivets

Fastens tabletop firmly to the frame and will not work loose like ordinary screws.

Aircraft Lock-nuts & Bolts

Lock-nuts are used at all pivot points. Nuts are tamper resistant, remain tight and can't work loose.

Durable Leg Stops

Leg stop acts as a bumper to protect the table top finish and the legs when tables are stacked for storage.

18"x72" (46cm x 183cm) Rectangle FLT Handle

A handle is located only on the backside of 18"x72" tables, providing another way to easily carry tables during transport.

Modesty panel option adds privacy when used as linenless tables (for rectangle shape tables only). Available in lengths of both 72" and 96".

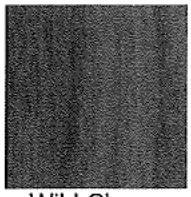
Product Identification

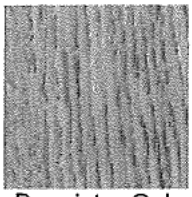
Tables have serial numbers for easy identification.

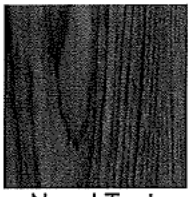
Warranty – Protected by a **3-Year Warranty** against manufacturer's defects. **Lifetime Warranty** on welds.

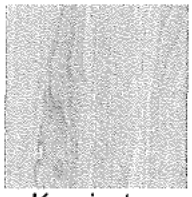
Specifications			
Model No.	**Dimensions**	**Weight**	
Rectangle		**Plywood**	**Laminate**
C7215-183-1???	36" wide x 72" long x 30" high (91cm wide x 183cm long x 76cm high) Item #25	70 lbs. (32kg)	74 lbs. (34kg)
C7212-183-1???	30" wide x 72" long x 30" high (76cm wide x 183cm long x 76cm high)	65 lbs. (30kg)	68 lbs. (31kg)
C7214-183-1???	24" wide x 72" long x 30" high (61cm wide x 183cm long x 76cm high)	55 lbs. (25kg)	58 lbs. (26kg)
C7211-183-1???	18" wide x 72" long x 30" high (46cm wide x 183cm long x 76cm high)	50 lbs. (23kg	52 lbs. (24kg
C7215-244-1???	36" wide x 96" long x 30" high (91cm wide x 244cm long x 244cm high)	84 lbs. (38kg))	89 lbs. (40kg))
C7212-244-1???	30" wide x 96" long x 30" high (76cm wide x 244cm long x 76cm high)	77 lbs. (35kg)	81 lbs. (37kg)
C7214-244-1???	24" wide x 96" long x 30" high (61cm wide x 244cm long x 76cm high)	66 lbs. (30kg)	69 lbs. (32kg)
C7211-244-1???	18" wide x 96" long x 30" high (46cm wide x 244cm long x 76cm high)	58 lbs. (26 kg)	61 lbs. (28kg)
Round		**Plywood**	**Laminate**
C7010-153-1???	60" diameter x 30" high (152cm diameter x 76cm high)	67 lbs. (30kg)	67 lbs. (30kg)
C7010-165-1???	66" diameter x 30" high (168cm diameter x 76cm high)	75 lbs. (34kg)	75 lbs. (34kg)
C7010-183-1???	72" diameter x 30" high (183cm diameter x 76cm high)	88 lbs. (40kg)	88 lbs. (40kg)
Oval		**Plywood**	**Laminate**
C7113-183-1???	60" wide x 72" long x 30"high (152cm wide x 183cm long x 76cm high)	85 lbs. (39kg)	85 lbs. (39kg)
Quarter Round		**Plywood**	**Laminate**
C750-076-1???	30" width x 30" high (76cm width x 76cm high)	25 lbs. (11 kg)	25 lbs. (11 kg)
Half Round		**Plywood**	**Laminate**
C740-183-1???	72" diameter x 30" high (183cm diameter x 76cm high)	55 lbs. (25kg)	55 lbs. (25kg)
Crescent		**Plywood**	**Laminate**
C762-168-1???	30" wide x 66" dia x 30" high (76cm wide x 168cm dia x 76cm high)	55 lbs. (25kg)	55 lbs. (25kg)
C767-183-1???	36" wide x 72" dia x 30" high (91cm wide x 183cm dia x 76cm high)	65 lbs. (29kg)	65 lbs. (29kg)
Round FLT Transport Caddies (Holds up to 8 tables)		**Plywood**	**Laminate**
TAC11A	84" L x 35" W x 41" H (214cm L x 89cm W x 104cm H).	120 lbs. (54kg)	120 lbs. (54kg)
Rectangle FLT Transport Caddies (Hold up to ten 30" (76cm) wide tables and twenty 18" (46cm) wide tables.)		**Plywood**	**Laminate**
TAC11B	85.25" L x 34.5" W x 50" H (216.53cm L x 87.63cm W x 127cm H).	101 lbs. (45kg)	101 lbs. (45kg)
TAC11C	109.25" L x 34.5" W x 50" H (277.5cm L x 87.63cm W x 127cm H)	115 lbs. (52kg)	115 lbs. (52kg)

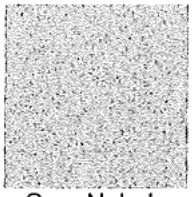
Table Top Surface Options

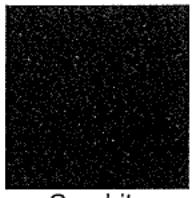

Wild Cherry (49)


Bannister Oak (10)


Nepal Teak (74)

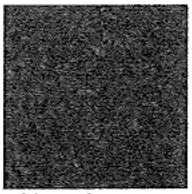

Kensington Maple (77)

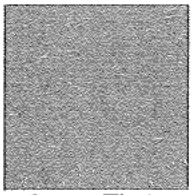

Gray Nebula (38)


Graphite Nebula (50)

Windswept (51)

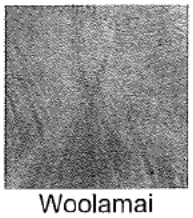
Saffron Tigris (54)


Navy Legacy (53)

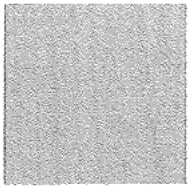

Green Tigris (76)

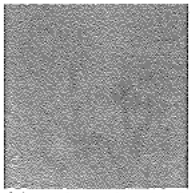
Karratha Brush (70)

Maroochy Brush (71)


Woolamai Brush (72)

Mission Glaze (73)


Clear Maple (75)


Non-Laminated Plywood Top (02)

* Clear Maple laminate used only on 66" & 72" tables. Laminates with matte finish only available.
Check with a SICO Representative for additional laminate choices available.

Table Top Armor-Edge Options

Brown (BN)

Table Leg Frame Options

Black Powder Coat

SICO® FLT Table Dimensions

18" x 72" Rectangle Table Dimensions

Top Height: 30"

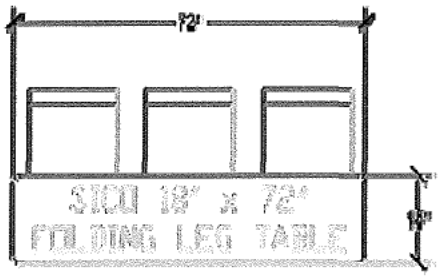
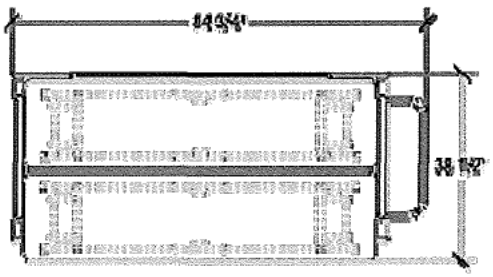


Table Dimensions



Storage: 30 on Caddy (Top View)
Caddy Height 51" Loaded

18" x 96" Rectangle Table Dimensions

Top Height: 30"

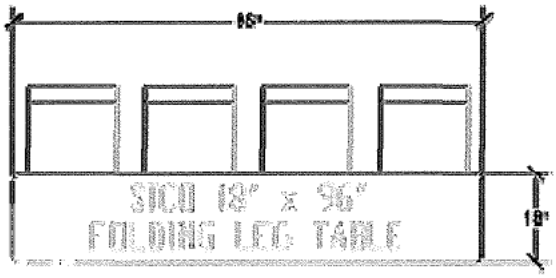


Table Dimensions

Storage: 30 on Caddy (Top View)
Caddy Height 51" Loaded

30" x 72" Rectangle Table Dimensions

Top Height: 30"

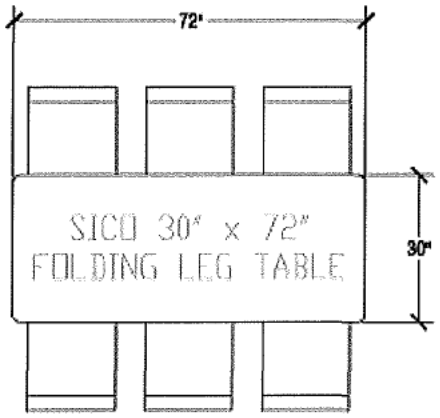
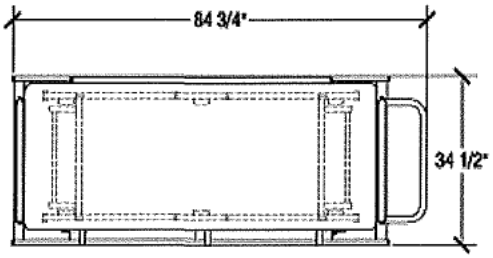


Table Dimensions



Storage: 15 on Caddy (Top View)
Caddy Height 51" Loaded

30" x 96" Rectangle Table Dimensions

Top Height: 30"

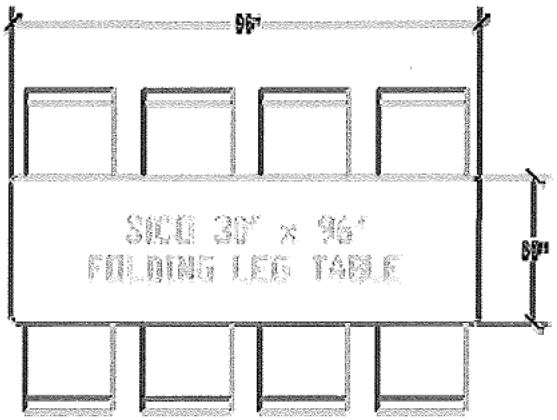
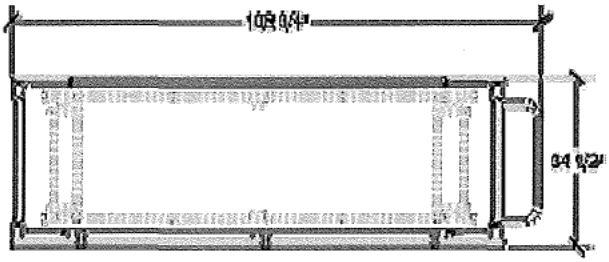


Table Dimensions



Storage: 15 on Caddy (Top View)
Caddy Height 51" Loaded

60” Round Table Dimensions

Top Height: 30”

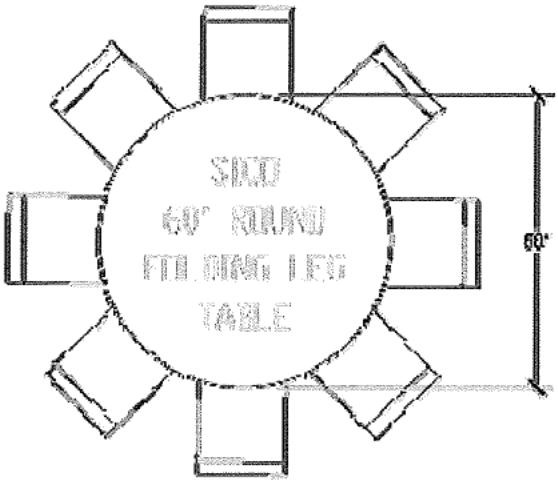
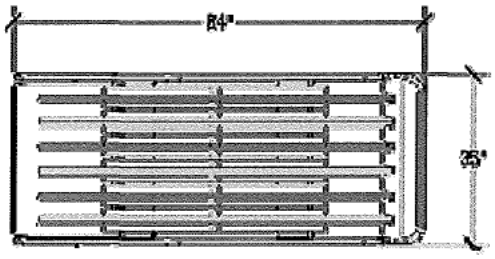


Table Dimensions



Storage: 12 on Caddy (Top View)
Caddy Height 64" Loaded

66” Round Table Dimensions

Top Height: 30”

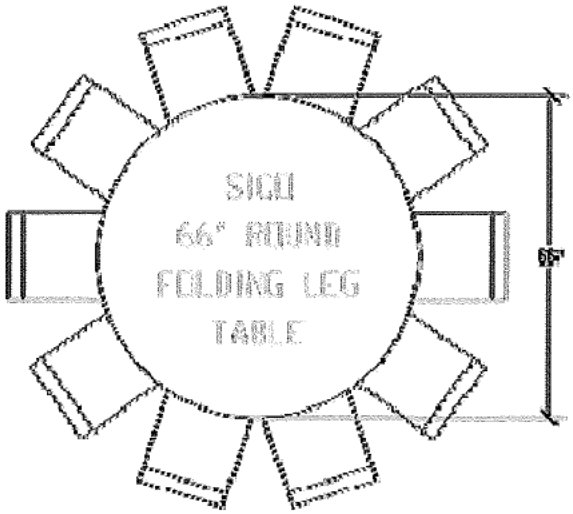
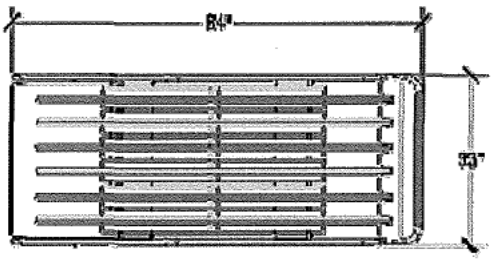


Table Dimensions



Storage: 12 on Caddy (Top View)
Caddy Height 70" Loaded

72" Round Table Dimensions

Top Height: 30"

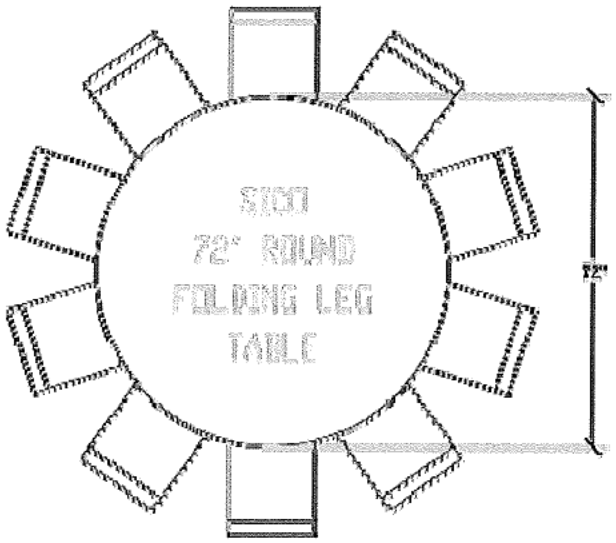
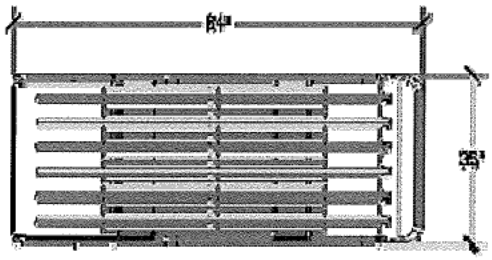


Table Dimensions



Storage: 12 on Caddy (Top View)
Caddy Height 76" Loaded

72" x 36" Half-Round Table Dimensions

Top Height: 30"

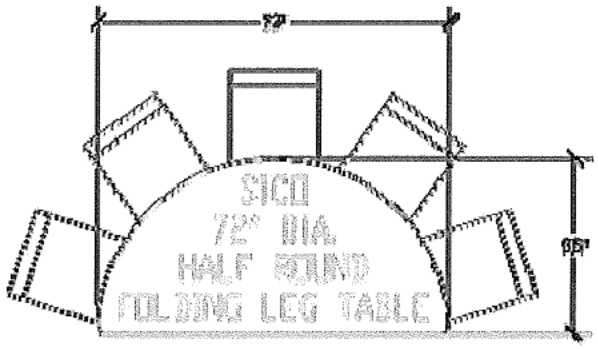
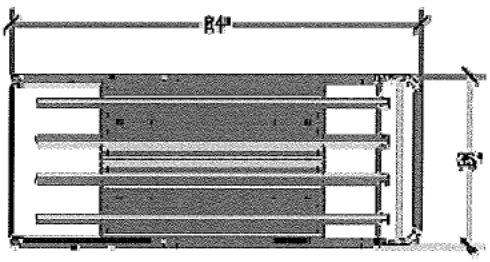


Table Dimensions



Storage: 8 on Caddy (Top View)
Caddy Height 41" Loaded

60” x 72” Oval Table Dimensions

Top Height: 30”

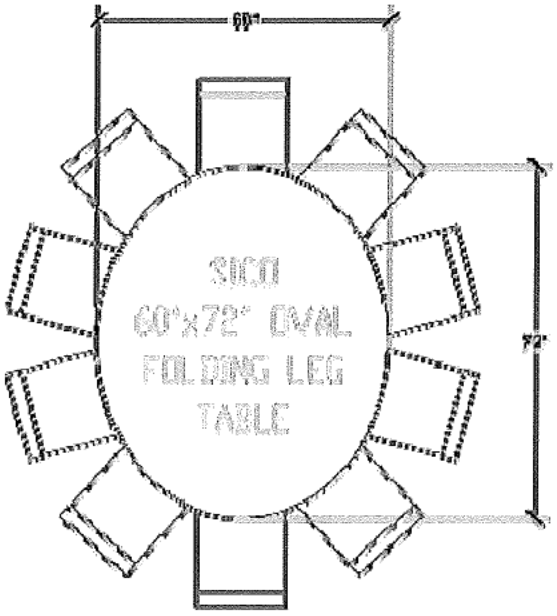
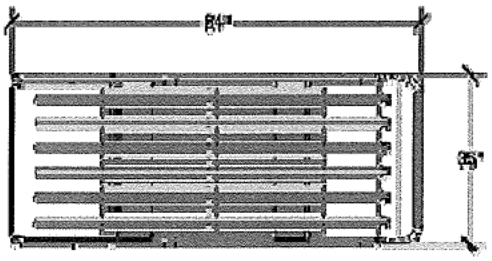


Table Dimensions



Storage: 12 on Caddy (Top View)
Caddy Height 65" Loaded

30” Quarter Round Table Dimensions

Top Height: 30”

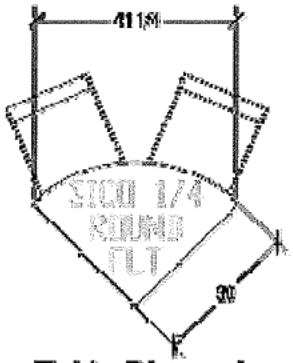
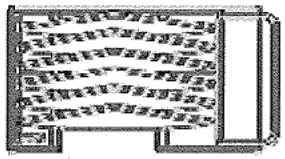


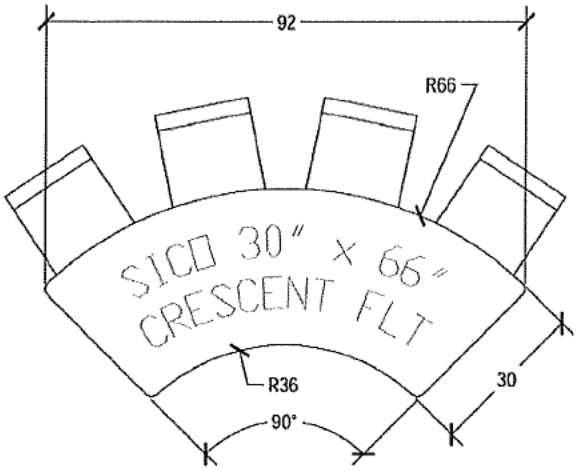
Table Dimensions

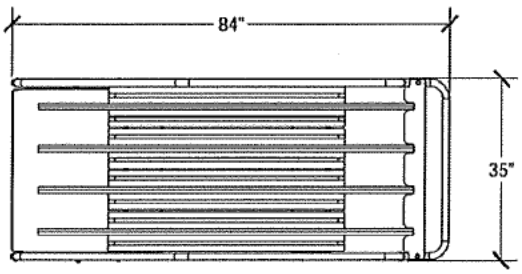


Storage: 6 on Caddy (Top View)
Caddy Height 44" Loaded

30" x 66" Crescent Table Dimensions

Top Height: 30"
(4 tables make a complete circle)

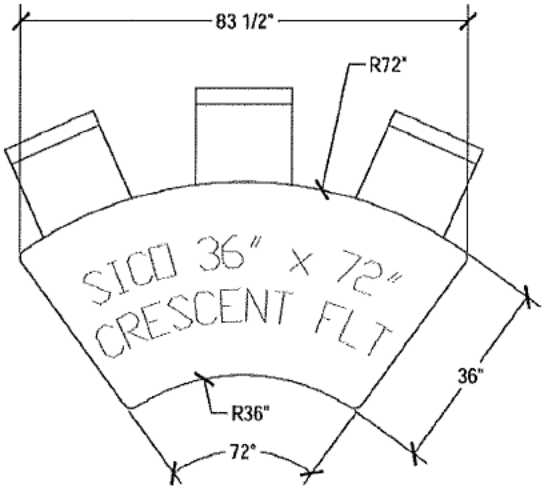


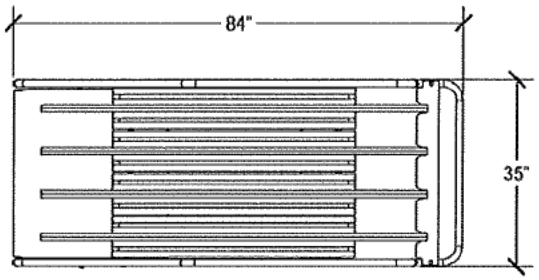


Storage: 8 on Caddy (Top View)
Caddy Height 44" Loaded

36" x 72" Crescent Table Dimensions

Top Height: 30"
(5 tables make a complete circle)





Storage: 8 on Caddy (Top View)
Caddy Height 46" Loaded

For More Information Visit: http://www.sicoinc.com/folding_leg_tables.php
7525 Cahill Road, Minneapolis MN 55439
1.800.533.7426

NORFOLK PUBLIC SCHOOLS
DEPARTMENT OF PURCHASING & SUPPLY
800 E. City Hall Avenue, Room 1205
Norfolk, Virginia 23510-2723

www.nps.k12.va.us/purchases/index.htm

Telephone: (757) 628-3880 Fax: (757) 628-3871

ISSUE DATE: 10/29/2014	REQUEST FOR PROPOSAL #: RFP-15006FL	TITLE: **National IPA Educational Furniture**
DUE DATE/TIME: 12/09/2014, @ 2:00:00 PM local time		BUYER: FRED LEDBETTER, 757-628-3476 email: fledbetter@nps.k12.va.us
OPTIONAL PRE-BID CONFERENCE ON 11/14/2014 AT 10:00:00 AM local time (SEE SPECIAL TERMS & CONDITIONS)		

Sealed proposals subject to terms and conditions of this request will be received by Norfolk Public Schools Purchasing Agent at 800 E. City Hall Avenue, Room 1205, Norfolk, Virginia 23510-2723 on the due date and time specified, [and then publicly opened and read]. Additional proposal submission instructions can be found in the Special Terms and Conditions section in this document and in the NPS Vendors Manual.

Note: Norfolk Public Schools does not discriminate against faith-based organizations in accordance with the *Code of Virginia,* § 2.2-4343.1 or against a bidder/offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

NAME AND ADDRESS OF FIRM:

_____
_____
_____
_____

Telephone Number: ( )
Facsimile Number: ( )
Cell Number: ( )
Email:
VA State Corporation Commission (SCC) No.:
Virginia's Contractor's License:
Contractor Class:

D-U-N-S Number:

In compliance with this Request for Proposal and to all the conditions imposed therein, the undersigned offers and agrees to furnish the Goods/Services at the price(s) indicated in the section C and Attachment 6.

Addenda Acknowledged	
Number:	Dated:
Number:	Dated:
Number:	Dated:
Number:	Dated

Printed Name and Title of Authorized Signatory

Signature (blue or black ink) Date

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A. PURPOSE

Norfolk Public Schools (NPS) is seeking to establish a Master Agreement for Educational Furniture for use by this District and other public agencies, including K-12 and Higher Education which would be made available to Participating Public Agencies through the National Intergovernmental Purchasing Alliance Company (Attachment 5, Exhibits A-F).

B. STATEMENT OF WORK

1. BACKGROUND:

Norfolk Public Schools ("NPS"), as the Principal Procurement Agency, as defined in RFP# 15006FL, has partnered with the National Intergovernmental Purchasing Alliance Company ("National IPA") to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. Norfolk Public Schools is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Attachment 5 contains additional information on National IPA and the cooperative purchasing agreement.

National IPA is the public sector arm of Provista, a multi-industry supply chain improvement company providing group organization and business solutions in various markets nationwide. National IPA partners with a sister company, Novation, to leverage over $53 billion in annual supply spend to command the best prices on products and services. With corporate, pricing and sales commitments from the Supplier, National IPA provides marketing and administrative support for the Supplier that directly promotes the Supplier's products and services to Participating Public Agencies though multiple channels, each designed to promote specific products and services to Public Agencies on a national basis. Public Agencies benefit from pricing based on aggregate spend and the convenience of a contract that has already been advertised and competed. The Supplier benefits from a contract that allows Participating Public Agencies to directly purchase goods and services without the Supplier's need to respond to additional competitive solicitations. As such, the Supplier must be able to accommodate a nationwide demand for services and to fulfill obligations as a nationwide Supplier and respond to the National IPA documents. Norfolk Public Schools, reserves the right to deem submissions that do not include a response to the National IPA documents as non-responsive.

Norfolk Public Schools anticipates spending $2.5 million over the full potential Master Agreement term for Educational Furniture. While no minimum volume is guaranteed to the Supplier, the estimated annual volume of Educational Furniture purchased under the Master Agreement through National IPA is approximately $ 20 million. This projection is based on the current annual volumes

among Norfolk Public Schools, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through National IPA, and volume growth into other Public Agencies through a coordinated marketing approach between the Supplier(s) and National IPA.

2. SCOPE/CATEGORIES OF PRODUCTS AND/OR SERVICES

Although this section reflects the needs and requirements of Norfolk Public Schools, it is expected Participating Public Agencies will have different requirements. The awarded Offeror will have the ability to offer their comprehensive line of Educational Furniture to Participating Public Agencies. Educational Furniture may include products and services associated with, but not limited to:

Category I: Freestanding Education/Classroom/School Furniture-furniture, (including folding and mobile) desks, tables and related school accessories.

Category II: Library Furniture and Shelving -complete catalog selection of library furniture and shelving.

Category III: Technology Educational Furniture-complete catalog selection of technology furniture to support technology learning environments.

Category IV: Science-Lab Educational Furniture-complete catalog selection of science laboratory furniture.

Category V: Cafeteria-complete catalog selection of cafeteria furniture.

Category VI: Early Childhood Furniture-complete catalog selection of early childhood furniture (including pre-school items).

Category VII: Art Instructional Furniture-complete catalog selection of art instructional furniture.

Category VIII: Career & Technical Education (Vocational Arts) Furniture and Equipment- complete catalog selection of career vocational arts furniture and equipment, including, but not limited to: Cosmetology, Nursing, Trades, Crafts, Technicians, Engineering, etc.

Category IX: Audio Visual Furniture-complete catalog selection of audio/visual furniture.

Category X: Fixed Seating (auditorium/lecture)-complete catalog selection of auditorium/lecture hall seating.

Category XI: Residence Hall Furniture-complete catalog selection of Residential Hall furniture.

Category XII: Storage-complete catalog selection of filing systems including vertical and lateral files, bookcases, mobile cabinets, and accessories.

Category XIII: Task seating, seating-office, lounge, conference room, break areas.

Category XIV: Music/Audio Lab Furniture and Accessories – Storage, mobile carts, display units, stands, cases, seating, and other similar items used in Music/Band instruction.

Category XV: Athletic Training/Facility Furniture and Special Events – Benches, equipment storage, mobile carts and similar items.

Category XVI: Display Cases/Shelving - Trophy and awards shelving/storage, custom displays, bulletin boards, banner holders, specialty cases.

Category XVII: Healthcare Furniture-Catalogue selection of furniture used in Nursing Stations, Dispensary/First-Aid areas, Guidance/Social Psychology Offices, and other similar areas.

Category XVIII: Related Support Services (Delivery/Design/Install, etc.) - design and layout, fabric and color design services and other related services requested by the customer.

Specification Descriptions

For Items contained in the Request for Proposal Educational Pricing Book (Attachment 6) that indicate a more detailed description, detailed specifications are provided below. Offerors should pay careful attention to the following descriptions when completing the pricing workbook.

Other participating agencies requirements may differ from those of Norfolk Public Schools. Awarded supplier will need to provide comprehensive solutions to meet the needs of other participating agencies.

ITEM #4: CHAIR-Student, Stacking, One Piece – Sled Base

Chair shall be a one-piece injection molded high-density polypropylene or polyethylene seat shell mounted on a tubular steel sled base. Height to be between 13-1/2" - 14" through 17-1/2" - 18".

Frame: The frame shall be of a sled-base design formed from steel tubing, 16 gauge, ¾" tubing shall be used on 17-½"size chairs. The frame shall be formed to give full support to the seat area by use of a formed cross member running side to side with die-formed steel mounting brackets welded to it. The back area of the shell shall be supported by steel back supports.

Shell: A one-piece contoured plastic seat shall be attached to the frame by means of 4 molded pockets (2 at the front underside of the seat, 2 at the sides of the back area). The die-formed 14 gauge steel mounting brackets shall be inserted into the molded pockets on the underside of the seat shell, and the steel back support tubes shall be inserted into the molded pockets on the side, or the shall can be held in position at the rear bottom corners by means of two 3/16" diameter rivets inserted through the shell and into the frame of the chair. Four plastic bumpers shall be provided to prevent chair-to-chair contact when stacked. The one-piece shell shall be reinforced by means of heavy ribs on the underside of the seat area.

Finish: Specify Available Colors.

ITEM #12: DESK/CHAIR COMBO

Study top with a tubular steel frame, separate molded melamine thermo set plastic seat and back and molded melamine thermo set writing surface.

Frame: Rear leg of 1-1/8", 18 gauge carbon steel swaged tubing running from side to side of the seat, welded to two 13 gauge, die formed seat braces punched to receive four #10 x ½" seat mounting screws. Front leg is of 1-1/8", 16 gauge swaged to 5/8". Top support tube shall be of 1-1/8"; 14-gauge tube shall connect rear leg, top support tube and front leg to eliminate leverage. Back post shall be ¾", 14 gauge tubing welded to both front and rear leg assemblies. 16-gauge tie bar shall connect back post to frame. Back rest attached with four #10 x 1-¼" screws.

Bookrack: #4 solid steel rods projection welded together then welded to frame. Seat and Back: Modified unsaturated thermo set copolymer with structural fiberglass reinforcement. Attached to frame by four #10-32 bolts with T-nuts embedded in the seat and back during the molding process. No through bolts or rivets shall be permitted.

Writing Surface: The solid plastic top shall be thermo set molded under heat and pressure to form a solid homogeneous dense unit, fused together without lamination or use of adhesives. Top: 18" x 24", attached to support with 16 gauge clamps and screws.

Metal Finish: Nickel chrome plating or enamel over iron phosphate coating.

Glides: Shall be 1-¼" diameter, rubber cushioned nickel plated with swivel action, nylon base.

Artco Bell #H457 or approved equal

ITEM #16 - 22: TABLE: MOBILE FOLDING CONVERTIBLE BENCH

Mobile folding table/bench combination units that provide table seating and also constructed so tabletop converts to backrests for auditorium-type seating.

Tops shall have high-pressure plastic laminate top surface, per NEMA specifications, w/.020 black rigid vinyl backing sheet for balance construction. Tabletop edges shall be unbanded and sealed with a sprayed urethane, bonded to ¾" core w/ 5/8" edge radius, 1-1/2" corner radius for durability and top plastic protection, moisture control and sanitation. Tabletop core shall be ¾" 47# medium density fiberboard (MDF). Tops shall be fastened to frame by expansion rivets—no wood screws. Tabletop frame shall be 14 gauge, structural steel with 1-7/8" deep channel (one piece). The entire top frame shall be unitized construction with fully enclosed ends for support and strength. Table shall be operable with or without tops. All pivot points shall be a minimum 3/8" diameter steel bolt with aircraft lock nuts. Leg support system shall be 1" OD x 14 gauge, steel tubing. Caster beams

shall be 1" sq. x 16 gauge steel tubing. Metal parts to be nickel chrome plated on high use/abuse areas; black powder coat enamel on low contact areas. Conversion from tabletop to backrest shall be safe, easy operation without the use of manual locks that can be accidentally release. Benches shall be ¾" 47# P.C.F., medium density fiberboard (MDF) with high pressure plastic laminate top surface and a .020 rigid vinyl backer sheet for balanced construction. Benches shall be unbanded and sealed with a sprayed urethane edge treatment. Through-bolt construction for a secure bench attachment. Bench height shall correlate to table height, i.e., 29" tabletop height shall have 17" benches. Two locking casters shall lock unit in place when in open position. Unit to unit connectors must be available as an option. Glides shall be 1-1/2" non-marking neoprene w/molded-in steel washer insert. In folded position unit shall be completely mobile with base frame mounted on four 3" diameter swivel casters with non-marking sanitized rubber wheels. Units shall be designed for compact storage. TABLE MUST BE UL APPROVED AND BEAR UL LABEL.

SICO #TEC 12F or approved equal

ITEM #23: TABLES, ACTIVITY, 4-LEG DESIGN

Top: solid core of 1-1/8" 45 lb. pcf particle board surfaced with a full 3 core high pressure laminated plastic with a back sheet. The edge banding is black vinyl plastic 5/16" thick oval design, spot nailed to prevent band from pulling away from edges. Leg: adjustable 18 gauge continuous seam welded 1-1/8" tubular chrome plated insert of 18-gauge tubing. Upper portion is permanently welded to a 13 gauge triangular plate 9-¼" X 7" reinforced with a solid "v" shaped brace permanently attached to the leg and receiving plate by welding. Leg is adjustable from 22" – 29"h in one inch increments using a locking adjustment bolt on each leg. Die formed steel quickset receiver plate, factory installed, permits the attachment of leg with one screw. Quick set leg attachments is factory installed, formed of 16-gauge galvanized steel in a triangle within 5/8" cover flange with clearance for leg plate to be driven under flange, held to underside of table top with ¾" sheet metal crews. Stretch bar is 16-gauge 1" x 1" tube. Stretcher is permanently attached to the underside of the top equidistant from the sides and running lengthwise of the tabletop. Stretcher is provided on all tables of 60" length or longer. Black powder coat enamel finish with chrome inserts. Glides are 1-¼" diameter platform style, have a raised-radius inner-dome to ensure glide alignment. The use of a ferrule or collar on the glide is unacceptable. The glide is rubber cushioned, 1-¼" diameter, self-leveling and fully nickel plated. The attachment incorporates an inside gripper ring, which positively secures the glide to the inside of the leg. The glide base is nylon.

ITEM #26: TABLE, COMPUTER, ADJUSTABLE, 24" D X 60"W

Top: Top is constructed with 1" thick, 45# particleboard substrate with minimum vertical grade .030", high-pressure plastic laminate top surface and phenolic backer sheet for balancing. Corners of top shall have a 2" radius. All edges are edge banded with 3mm thick PVC material bonded with hot-melt adhesive. Tops 60" wide shall have two grommets, one located near each rear corner.

Frame: Upper frame shall be fully unitized fabricated from 1-¼", 16-gauge square steel tubing, 1-½", 16 gauge square steel tubing, 1" x 1-½", 16 gauge rectangular steel tubing, and 1", 17-gauge square steel tubing butt-welded to form a solid rectangular suppor4t under the top. Lower frame shall be fabricated from 1-½", 16-gauge square steel tubing and 1-¼", 16-gauge square steel tubing. Lower frame assembly is butt-welded. Adjustable legs are of telescopic type with 1-½", 16-gauge square steel tubing to receive 1-¼", 16-gauge square steel tube leg. Smooth adjustment is achieved with a set of screw-style mechanism. Legs are equipped with plastic-base adjustable levelers to compensate for uneven floors. Frame assembly shall be finished with baked enamel paint.

Wire Management: Wire management trough is fabricated from 16-gauge cold-rolled steel, with edges deburred to create a refined edge. Inside dimensions of trough are 3" deep x 3" high. Trough shall be finished with baked enamel paint.

Assembly Detail: To and wire management trough shall be attached to the frame assembly using #10 x 2" tamper proof screws. Fleetwood 24.6281.61105 or approved equal

ITEM # 35 AUDITORIUM- Fixed Seating

Seating shall be floor mounted, or riser mounted, with common upright support assemblies with upholstered seat and back cushions. The fixed back shall accommodate three pitch positions at 16°, 19°, and 22°. The back cushion is protected by an injection molded polypropylene back shroud. The seat cushion shall be counter-balanced with a gravity lift to insure an automatic return to a full fold position. Springs may be added as an option to provide a 3⁄4 fold to full fold seat operation. Sloped floors will be accommodated. Seating will be manufactured in four seat and back widths to accommodate four nominal seat spacing's of 20" seat centers. View lines will be accommodated as indicated on the seating plans. Seating with right-hand tablet uprights will be manufactured to accommodate 20", "seat center spacings. Structural back shall be a 7-ply, 7⁄16" molded plywood inner structure bonded within 2" urethane foam. Foam density shall be 1.8 lbs. per cubic foot and 36 lbs. I.L.D. The upholstery fabric shall be attached to the foam and board using C-Gex® upholstery methods. An injection-molded polypropylene back shroud wraps around the edge of the inner structure board and the foam. The fixed back assembly with integral shroud is mounted to the uprights by four screws bolted through the structural 14-gauge steel inner back brackets. Three pitch options shall be available, 16°, 19°, and 22°, to be set during installation. Overall back height shall be 33-1⁄2".

ITEM #36 DRAWING TABLE WITH DRAWERS

Drawing desk constructed of solid maple framing and legs utilizing mortise and tenon joint construction with steel plates and lag bolt reinforcement throughout. ¾" Fibersin two-piece tops have an adjustable side measuring 30"x30"d and a mounted pencil stop. Comes standard with a CPU holder, monitor arm, keyboard tray, mouse pad and cable manager. Includes a six-drawer storage box. Each drawer is lockable and measures 7-1/2"W x 2-3/4 "H x 16"d. Overall size: 42"W x 30"d x 39-3/4 "H. Shain L1W-H66920 or approved equal.

ITEM #66-70 LIBRARY SHELVING (Various Options provided for suggested guidelines)

End/Intermediate Panels:

All end and intermediate panels are 1" nine -ply poplar or birch core plywood with premium grade "A" oak or maple veneer on both faces. All exposed edges are banded with 1/8" solid red oak or maple with edges and corners radiused 1/8". Panels are bored to permit shelf adjustment on 32MM increments, (approximately 1¼"). Intermediate panels are machined on both faces. End panels are through-bored for attachment to the steel structural frames.-Glides/levelers is available upon request.

Steel structural frames:

Structural frames use 1" square steel tubing bent and welded to form a continuous rectangular frame with radiused corners and bored to accept 1/4"-20 connector bolt hardware for attachment to the end and intermediate panels.

Top:

The top panel is 1" thick engineered wood with select oak or maple veneer face. Front edge is banded with 1/8" solid red oak or maple. Top is attached with locking cam fasteners. Laminate tops are also available. Tops are standard on units 48”H and lower and may be specified as an option on taller units.

Toe Plates:

A 1"D x 2-1/2"H toe sits below and slightly behind the front of the bottom shelf. Toes are constructed of hardwood plywood and attached to the side panels with steel brackets and screws. Toes are included with each bookcase - one toe per single faced unit and two per double-faced unit.

Standard Adjustable Steel Shelves:

18 ga. steel shelves have a 1-1/4" deep downward front return bend and a 1-1/4" tall turned up lip in the rear. Angled slots in the turned down sides allow the shelves to mount on 5mm adjustable shelf pins. Bookcases 60" tall or taller use two fixed shelves per run. Fixed shelves are identical to adjustable shelves and are secured with 6mm euro-screws that use the same 5mm line holes as the adjustable shelf pins. Actual shelf depth is 1" less than nominal cabinet depth for single faced units or 1" less than half the nominal depth of a double-faced unit.

Sliding Book Support:

Sliding book support shall be formed of an injection molded engineering plastic slider block with an attached chrome plated 3/16” steel wire form 6”high and 7” or 9”deep. The slider block snaps onto rear rail of flat shelves and is easily moved when force is applied near the rail but is self-locking against book backs.

Tapered Bookcase Option:

Tapered end and intermediate panels are 1" nine -ply poplar or birch core plywood with premium grade "A" oak or maple veneer on both faces. All exposed edges are banded with 1/8" solid red oak or maple with edges and corners radiuses 1/8". Panels are bored on an angle matching the taper of the end panels to permit shelf adjustment on 32MM increments, (approximately 1¼"). Intermediate panels are machined on both faces. End panels are through-bored for attachment to the steel structural frames. Other changes include a deeper toe frame and full height 31 Series steel frame with gussets welded into each corner. Extended 31 Series steel frame also is attached to the underside of the top for additional rigidity.

Mobile Option:

Toe plate is replaced with a full toe frame on each side of a double faced unit. A steel chassis is fit to the inside of the toe assembly. Casters are bolted to the chassis with 1/4”-20 bolts and nylon insert lock nuts and the entire assembly is attached to the end panel with 5/16”-18 machine bolts. The steel chassis provides formed flanges under the toe and end panels for extra support. The casters are 3" diameter, non-locking.

Steel Picture Book Shelves:

Slotted shelves are constructed of 18 ga. steel shelves have a 1-1/4" deep downward front return bend and a hem in the rear. Shelves are slotted to receive a steel divider, approximately every 2-1/2”. Three dividers come standard per shelf. Angled slots in the turned down sides allow the shelves to mount on 5mm adjustable shelf pins. Actual shelf depth is 1" less than nominal cabinet depth for single faced units or 1" less than half the nominal depth of a double-faced unit.

Steel Picture Book & Media Dividers:

Dividers are constructed of 18 gauge steel laser cut to receive slotted Picture Book or Media shelves.

Periodical Shelves:

Periodical shelves consist of display shelf and standard adjustable shelf for storing back issues. Display shelf is 18 ga. steel shelves have a 1" deep downward front return bend and a 3/4" tall turned up lip in the rear. Side tabs are slotted to allow display shelf to stay in up position when slid back. Shelf is mounted to bookcase with 5mm pins.

Angled Media Steel Shelves:

Unit is angled to display all types of media. Shelves are available for 10” or 12” deep shelving units. Shelves are constructed of 18 gauge steel and have a 1-1/4” deep downward front return bend. Shelves are slotted every 2-1/2" to receive steel dividers. Shelves are installed in bookcase in the same fashion as the adjustable shelves. Multi Media Shelves hold up to 150 CD’s, 50 DVD’s or 35 VHS. Shelves are 34-15/16” long x 5” deep x 10” high. Bookmark 31 Series or approved equal

Additional Specifications

a. The evaluation of furniture listed in the Educational Pricing Book (Attachment 6 – Excel file) will be part of the scoring. If requested, samples will be provided within five (5) business days of request, at no cost to NPS. All furniture is to be tagged as a sample for RFP# 15006FL including the item number corresponding to the number in the pricing book. Samples will be returned at the offeror's expense with no liability to be incurred by NPS for any loss or damage during pickup and transportation.

b. Brochures, catalogs, etc., showing and describing each item proposal shall be included with each identified item (see Pricing Book), circled and numbered with appropriate corresponding number. (Proposals may not be considered if this information is not provided)

c. Deviation sheets shall be attached to contractor's copy of Solicitation as requested.

d. Warranty information sheets shall be included for all categories/items being offered. Non-warranty repair pricing shall also be included.

e. Offeror's shall provide their product return policies and any applicable restocking fees. Restocking fees shall not be assessed to defective items.

f. Offeror's delivery and set-up may require some rearranging of existing furniture which shall be included in the delivered and installed offered price.

g. Installation to be completed by certified manufacturer installers and shall include all uncrating, assembly, installation, set-up if required, and ready for use with all packing materials and debris removed from the premises.

h. Additional services shall be pre-priced (hourly rates) to include design, expedited delivery and installation services on an as-needed basis.

C. PRICING

Pricing is to be in the form of a discount off of an identified list by tiers with three levels of service, delivered tailgate, inside delivery and delivered and installed. Suppliers should provide specifics on what is provided on each service level. The tiers in the workbook are suggested only, suppliers may propose alternative tiers and this must be clearly identified for Categories I through XVII. For Category XVIII suppliers are to include any related services and their proposed discount structure/pricing. On the Specification for Evaluation Worksheet suppliers are to quote actual pricing based on the discount structure proposed for all tiers for Category I through XVII for evaluation purposes only. The Educational Pricing Workbook (Attachment 6 – Excel file) shall be utilized to submit all pricing and will be submitted electronically (two copies) on the requested CD (or flash drive) copy of the proposal.

D. EVALUATION AND AWARD CRITERIA

Award shall be made to the responsive and responsible Offeror whose proposal is determined to be the most advantageous "Best Value" to Norfolk Public Schools taking into consideration the evaluation factors set forth in the Request for Proposal. The award of a contract shall be the sole discretion of Norfolk Public School, with an award anticipated in early 2015. The award shall be based on the evaluation of all information as Norfolk Public Schools may request. Norfolk Public Schools reserves the right to accept or reject any or all proposals in whole or in part and to waive any informality in the RFP. Further, Norfolk Public Schools reserves the right to enter into a contract deemed to be in its best interest.

Evaluation of facility proposals shall be based upon the following criteria, when determining the "Best Value" proposal:

1. Experience, resources and qualifications of the Company and key personnel
2. Support methodology and approach
3. National Program Response including Attachment 5, Exhibits A and B
4. Past prior performance
5. Pricing

E. PROPOSAL PREPARATION AND SUBMISSION INSTRUCTIONS

1. GENERAL

a) RFP Response: In order to be considered for selection, offerors must submit a complete response to this RFP. One (1) original and five (5) copies and two (2) electronic copies (CD or Flash/Storage Drive) of each proposal must be submitted to the Norfolk Public Schools. If there are any discrepancies between the paper copy and the electronic copy, the electronic copy takes precedence. No other distribution of the proposal shall be made by the offeror.

b) Proposals shall be signed by an authorized representative of the offeror, sealed, and received at the office of the **Senior Director of Purchases & Supply, Norfolk Public Schools, 800 East City Hall Avenue, Room 1205, Norfolk, VA 23510-2723** prior to the date and time due. All information requested should be submitted. Failure to submit all information requested may result in the NPS requiring prompt submission of missing information and/or giving lowered evaluation of the proposal. Proposals which are substantially incomplete of lack key information may be rejected by the NPS. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation. The offeror's name, proposal number, and the opening date and time must be shown clearly on the face of the envelope or package containing your proposal.

    a. Proposals must be received by the Department of Purchases & Supply prior to the date and hour specified in the request for proposal. Proposal or receipt deadlines scheduled during a period of suspended NPS operations will be rescheduled for processing at the appropriate times on the next business day.

b. A sample mailing template has been supplied with this solicitation (Attachment # 4). Offerors should ensure this information is provided on the mailing envelope, even if using an express mail or private courier service (e.g., FEDEX, DHL, and UPS). Proposals may be hand delivered to the address specified on the cover sheet. It is solely the responsibility of the offerors to ensure that proposals reach the office of the designated address by the specified date and time as shown on the solicitation.

c. Proposals received after the date and hour designated are automatically disqualified and will not be considered. The official time used in the receipt of responses is that time on the automatic time stamp machine located in the Department of Purchases & Supply.

c) Proposals should be prepared simply and economical, providing a straight forward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.

d) Proposals should be organized in the order in which the requirements are presented in subparagraph 2.b, below and titled **Specific Proposal Instructions**. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designate as additional material.

e) Each copy of the proposal should be bound or contained in a single volume.

f) Ownership of all data, materials, and documentation, originated and prepared for NPS pursuant to the RFP shall belong exclusively to NPS and be subject to inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protections of § 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other material is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why the protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that that constitute trade secret or proprietary information. **The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary is not acceptable and will result in rejection of the proposal.** NOTE: If trade secrets or proprietary information is identified, one (1) redacted version of the proposal must be provided in both electronic and hard copy.

g) Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to NPS. This provides an opportunity for the offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. The NPS will schedule the time and location of these presentations. Oral presentations are an option of NPS and may or may not be conducted.

h) Proposals offered by telephone, telegraph, e-mail or facsimile will not be accepted. Proposals delivered in person must be given to the Purchases & Supply Department receptionist and the individual delivering the proposal must sign the log to verify delivery of the proposal. After the

award is announced, proposals can be made available for inspection by offerors in accordance with the Code of Virginia §2.2- 4342-D.

2. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that Norfolk Public Schools may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

a) Return the signed RFP cover sheet and exhibit forms and initial all addenda acknowledgements, if any, as required.
b) Proposal contents to include the following information (in order):
    a. **Completed and signed RFP Cover letter**
    b. **Executive Summary** of proposal.
    c. **Experience, resources and qualifications of the Company and key personnel**
        i. Company Information:
            1. Indicate status as an authorized distributor or manufacturer
            2. Describe capability to meet the minimum requirements of the national cooperative purchasing program through National IPA detailed herein.
    d. **Support methodology and approach**
        i. Describe how your company proposes to distribute the products/services to NPS and nationwide to Participating Public Agencies
        ii. Identify all other companies that will be involved in processing, handling, or shipping of the products/services to the end user
        iii. Discuss balance of line products and services offered to provide comprehensive educational furniture.
        iv. Provide a description of the Services that can be provided by your firm.
        v. Provide ordering methods- online ordering, order tracking, search options, order history
        vi. Describe the ability to provide the full range of furniture and services to meet the demands of the Norfolk Public Schools and all Participating Public Agencies that opt to utilize the resulting Master Agreement through National IPA.

    e. National Program Response
        i. Provide a response to the national program.
            1. Include a detailed response to Attachment 5, Exhibit A, National IPA Response for National Cooperative contract. Responses should highlight experience, demonstrate a strong national presence, describe how offeror will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and reported to National IPA.
            2. The successful offeror will be required to sign Attachment 5, Exhibit B, National IPA Administration Agreement. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to the National IPA Administration Agreement.

ii. Highlight experience and strong national presence in the educational furniture industry.

iii. Describe the current distribution model capable of delivering products nationwide, including the number, size and location of your company's distribution facilities, warehouses and retail network, where applicable. Describe your coverage of the United States.

f. Past prior performance

i. List at least five (5) major education clients, client contact information, and description of products/services provided. Include estimated spend for the last three (3) years.

g. Pricing

i. Provide price proposal on the Educational Pricing Book, Attachment 6.

ii. Furniture prices shall be FOB destination.

iii. Maximum shipping times must be provided per line item.

iv. State any return and restocking policy, and any fees, if applicable, associated with returns.

v. State warranty provisions (see Special Terms & Conditions, Section G, Item 23, Warranty)

vi. Provide details of and propose additional discounts for volume orders, special manufacturer's offers, minimum order quantity, free goods program, total annual spend, etc.

vii. Provide available payment terms

viii. Can P-cards be used for payment? Are there any convenience fees?

F. CONTRACT TYPE AND ADMINISTRATION

1. **Administration:** The contract will be administered by the Senior Director of Purchases & Supply or designee. The National Program will be administered by National IPA on behalf of NPS.
2. **Contract Term**: The contract term will be for one (1) year starting from the date of award. At the option of Norfolk Public Schools, the contract may be renewed for up to four (4) additional one-year terms.
3. **Contract Waiver:** Any waiver of any provision of this contract shall be in writing and shall be signed by the duly authorized agent of the Contractor or Norfolk Public Schools Senior Director of Purchases & Supply. The waiver by either party of any term or condition of this contract shall not be deemed to constitute a continuing waiver thereof nor a waiver of any further or additional right that such party may hold under this contract.
4. **Contract Modification(s):** After the award, any and all modifications to this contract shall be mutually agreed to by the Norfolk Public Schools and the Contractor, **in writing**, and authorized by NPS's Senior Director of Purchases and Supply or their designee.
5. **Cancellation of Contract:** Norfolk Public Schools reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the Contractor. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
6. **Disputes and Claims:** The NPS Senior Director of Purchases & Supply shall review and decide disputes and claims arising during the performance of the contract, in writing, within thirty days of receipt of the dispute or claim. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file

such claim shall have been given at the time of the occurrence of beginning of the work upon which the claim is based. The Contractor may not institute legal action prior to receipt of the Senior Director of Purchases and Supply's decision on the claim, unless that office fails to render such decision within thirty (30) days. The decision of the Senior Director of Purchases and Supply shall be final and conclusive unless the Contractor, within six months of the date of the final decision on the claim, institutes legal action as provided in the *Code of Virginia*, § 2.2-4364.

7. **Notices:** All notices, requests, demands, and elections under this contract, other than routine operational communications, shall be in writing and shall deemed to have been duly given on the date when hand-delivered, or on the date of the confirmed facsimile transmission, or on the date received when delivered by courier that has a reliable system for tracking delivery, or six (6) business days after the date of mailing when mailed by United States mail, registered or certified mail, return receipt requested, postage prepaid. All notices shall be addressed to the following individuals:

To Norfolk Public Schools.	Senior Director of Purchases & Supply.
To the Contractor:	Account Executive as identified by the Contractor.

All notices under this contract shall be submitted, by certified mail, registered courier service or return-receipt requested, to the Contract Administrator or Account Executive, respectively. Either party may from time to time change the individual(s) who will receive notices and/or its address for notification purposes by giving the other party written notice as provided above.

8. **Breach of Contract:** Contractor shall be deemed in breach of this contract if the Contractor:
    a. Fails to comply with any terms of this contract;
    b. Fails to cure such noncompliance within ten (10) calendar days from the date of Norfolk Public Schools' written notice or such other time frame specified by NPS's Contract Administrator in the notice;
    c. Fails to submit a written response to the notification of noncompliance from NPS within ten (10) calendar days after the date of NPS's notice or such other time frame specified by NPS's Contract Administrator in the notice.

The Contractor shall not be in breach of this contract as long as its default was due to causes beyond the reasonable control of and occurred without any fault or negligence on the part of both the Contractor and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, fires, floods, epidemics, strikes, freight embargoes, and unusually severe catastrophic weather such as hurricanes and floods.

9. **Termination with Cause/Default/Cancellation:**

    a. In the event, the Contractor shall for any reason or through any cause be in default of the terms of this Contract; Norfolk Public Schools may give written notice of such default addressed to the Contractor's Account Executive.
    b. Unless the time is otherwise noted or extended by NPS in the notice, Contractor shall have ten (10) calendar days from the date of such notice in which to cure the default. Upon failure of the Contractor to cure the default, NPS may immediately cancel and terminate this Contract as of the date of the default notice.

c. No waiver or contest of any breach or default shall be effective unless expressly made in writing and signed by the waiving or contesting party's duly-authorized representative and duly delivered to the other party either by acknowledged certified mail, return-receipt requested or registered courier service.

10. **Compliance with All Laws:** The Contractor shall comply with all U.S. federal, state and local statutes, ordinances, and regulations now in effect or hereafter adopted, in the performance of this contract. The Offeror/Contractor represents that it possesses all necessary licenses and permits required to conduct its business and will acquire any additional licenses and permits necessary for performance of this contract prior to the initiation of work. If the Offeror/Contractor is a corporation, the Offeror/Contractor further expressly represents that it is a corporation of good standing in the Commonwealth of Virginia and will remain in good standing throughout the term of the contract and any extensions. Any costs associated with violations of the law, including, but not limited to, remediation, fines, administrative or civil penalties or charges, and third party claims imposed on NPS by any regulatory agency or by any third party as a result of the noncompliance with Federal, state or local laws and regulations by the Contractor or by its subcontractors, consultants, sub-consultants, or any other persons, corporations or legal entities retained by the Contractor for this contract, shall be paid by the Contractor.
11. **Venue:** This Agreement is made in and shall be governed by the laws of the Commonwealth of Virginia. Any and all suits for any claims or for any and every breach or dispute arising out of this contract shall be maintained in the Circuit Court of the City of Norfolk, Virginia, or the United States District Court for the Eastern District of Virginia, Norfolk Division, in the City of Norfolk, Virginia, United States of America.
12. **Severability:** If any provision of this contract is found by any court of competent jurisdiction to be invalid or unenforceable, the invalidity of such provision shall not affect the other provisions of this contract and all other provisions of this contract shall remain in full force and effect.

F. GENERAL TERMS & CONDITIONS

1. ANNOUNCEMENT OF AWARD

Upon the award or the announcement of the decision to award a contract as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA VBO (www.eva.virginia.gov) for a minimum of 10 days.

2. ANTI-DISCRIMINATION

By submitting their bids or proposals, contractors certify to Norfolk Public Schools that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the Virginia Public Procurement Act (VPPA). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by Norfolk Public Schools. (Code of Virginia, § 2.2-4343.1E).

In every contract over $10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:

a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.

c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.

2. The contractor will include the provisions of 1. above in every subcontract or purchase order over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

3. ANTITRUST

By entering into a contract, the contractor conveys, sells, assigns, and transfers to Norfolk Public Schools all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by Norfolk Public Schools under said contract.

4. APPLICABLE LAWS AND COURTS

This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. Norfolk Public Schools and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366 and NPS Vendors Manual). The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

5. ASSIGNMENT OF CONTRACT

A contract shall not be assignable by the contractor in whole or in part without the written consent of Norfolk Public Schools.

6. AVAILABILITY OF FUNDS

It is understood and agreed between the parties herein that the Norfolk Public Schools shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

7. BID PRICE CURRENCY

Unless stated otherwise in the solicitation, bidders/offerors shall state bid/offer prices in US dollars.

8. CHANGES TO THE CONTRACT

Changes can be made to the contract in any of the following ways:

1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.

2. Norfolk Public Schools may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give Norfolk Public Schools a credit for any savings. Said compensation shall be determined by one of the following methods:

a. By mutual agreement between the parties in writing; or

b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to Norfolk Public School's right to audit the contractor's records and/or to determine the correct number of units independently; or

c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present Norfolk Public Schools with all vouchers and records of expenses incurred and savings realized. Norfolk Public Schools shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to Norfolk Public Schools within thirty (30) days from the date of receipt of the written order from Norfolk Public Schools. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of Norfolk Public Schools Vendors Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by Norfolk Public Schools or with the performance of the contract generally.

9. CLARIFICATION OF TERMS

If any prospective bidder/offeror has questions about the specifications or other solicitation documents, the prospective bidder/offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

10. CONTRACTOR EMPLOYEE BACKGROUND CERTIFICATION

By signing this contract/agreement, and as a condition of award, the Contractor certifies compliance with Code of Virginia § 22.1-296.1 regarding the provision of services that require the contractor or his employees to have direct contact with students on school property during regular school hours or during school-sponsored activities.

In particular, the Contractor certifies that all persons who will provide such services under this contract/agreement have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.

This requirement does not apply to a contractor or his employees providing services to a school division in an emergency or exceptional situation, such as when student health or safety is endangered or when repairs are needed on an urgent basis to ensure that school facilities are safe and habitable, when it is reasonably anticipated that the contractor or his employees will have no direct contact with students.

Note: In accordance with Virginia Code § 22.1-296.1, any person making a materially false statement regarding such offense shall be guilty of a Class 1 misdemeanor and, upon the conviction, the fact of such conviction shall be grounds for the revocation of the contract to provide such services and, when relevant, the revocation to provide such services.

11. DEBARMENT STATUS

By submitting their bids/proposals, bidders/offerors certify that they are not currently debarred or otherwise declared ineligible by any public agency from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation. In addition, bidders/offerors further certify that no principal, officer, or director of the applicant firm has been employed by or associated with any firm which is currently debarred or otherwise declared ineligible by any public agency from bidding/offering on contracts for the type of goods and/or services covered by this solicitation.

12. DEFAULT

In case of failure to deliver goods or services in accordance with the contract terms and conditions, Norfolk Public Schools, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which Norfolk Public Schools may have.

13. DISPUTES AND CLAIMS

The Senior Director of Purchases and Supply shall review and decide disputes and claims arising during the performance of the contract, in writing, within thirty days of receipt of the dispute or claim. Contractual claims, whether for money or other relief, shall be submitted in writing no later than sixty days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence of beginning of the work upon which the claim is based. The Contractor may not institute legal action prior to receipt of the Senior Director of Purchases and Supply's decision on the claim, unless that office fails to render such decision within thirty (30) days. The decision of the Senior Director of Purchases and Supply shall be final and conclusive unless the Contractor, within six months of the date of the final decision on the claim, institutes legal action as provided in the Code of Virginia, § 2.2-4364.

14. DRUG-FREE WORKPLACE

During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the

foregoing clauses in every subcontract or purchase order of over $10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

15. ETHICS IN PUBLIC CONTRACTING

By submitting their bids/proposals, bidders/offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other bidder/offeror, supplier, manufacturer or subcontractor in connection with their bid/proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

16. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION

The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to NPS are encouraged to participate in the eVA Internet e-procurement solution through the eVA Vendor Registration Service. All bidders or offerors should register in eVA; failure to register may result in the bid/proposal being rejected. eVA registration and transaction fee information can be found on the eVA website, Billing Portal, at: http://www.eva.virginia.gov

17. IMMIGRATION REFORM AND CONTROL ACT OF 1986

By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.

18. INSURANCE FOR CONSTRUCTION, SERVICE CONTRACTS AND GOODS CONTRACTS WITH INSTALLATION

By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The bidder or offeror further certifies that the contractor and any subcontractors will maintain this insurance coverage during the entire term of the contract and that all insurance coverage will be

provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIREMENTS:

1. Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify Norfolk Public Schools of increases in the number of employees that change their workers' compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.

2. Employer's Liability - $100,000.

3. Commercial General Liability - $1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. Norfolk Public Schools must be named as an additional insured and so endorsed on the policy and stated on the Certificate of Insurance. For Capital and non-Capital Construction contracts, the City of Norfolk and the project architect/engineer also should be named as additional insured. Contracts with movers or truck transporters should also require motor carrier's liability.

4. Automobile Liability - $1,000,000 per occurrence. (Only required if motor vehicles are used in the contract.)

Failure to maintain these coverages or to continue to include Norfolk Public Schools as an additional insured may constitute a breach of contract which may result in the suspension or termination of the contract.

VARIOUS PROFESSIONAL LIABILITY/ERRORS AND OMISSIONS coverages are also required for the following services:

PROFESSION	SERVICE LIMITS
Accounting	$1,000,000 per occurrence, $3,000,000 aggregate
Architecture	$2,000,000 per occurrence, $6,000,000 aggregate
Asbestos Design, Inspection or Abatement Contractors	$1,000,000 per occurrence, $3,000,000 aggregate
Health Care Practitioner (to include Dentists, Licensed Dental Hygienists, Optometrists, Registered or Licensed Practical Nurses, Pharmacists, Physicians, Podiatrists, Chiropractors, Physical Therapists, Physical Therapist Assistants, Clinical Psychologists ,Clinical Social Workers, Professional Counselors, Hospitals, or Health Maintenance Organizations.) (Limits increase each July 1 through fiscal year 2013, as follows: July 1, 2013 - $2,100,000. This complies with §8.01-581.15 of the Code of Virginia.	$1,925,000 per occurrence, $3,000,000 aggregate
Insurance/Risk Management	$1,000,000 per occurrence, $3,000,000 aggregate
Landscape/Architecture	$1,000,000 per occurrence, $1,000,000 aggregate
Legal	$1,000,000 per occurrence, $5,000,000 aggregate

Professional Engineer	$2,000,000 per occurrence, $6,000,000 aggregate
Surveying	$1,000,000 per occurrence, $1,000,000 aggregate

All Certificates of Insurance shall provide for thirty (30) days' written notice to Certificate Holder prior to cancellation or material change of any insurance referred to in the certificate.

19. MANDATORY USE OF NORFOLK PUBLIC SCHOOLS FORM AND TERMS AND CONDITIONS FOR BIDS

Failure to submit a bid on the official Norfolk Public Schools form provided for that purpose shall be a cause for rejection of the bid. Modification of or additions to any portion of the Invitation for Bids may be cause for rejection of the bid; however, NPS reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a bid as nonresponsive. As a precondition to its acceptance, NPS may, in its sole discretion, request that the bidder withdraw or modify nonresponsive portions of a bid which do not affect quality, quantity, price, or delivery. No modification of or addition to the provisions of the contract shall be effective unless reduced to writing and signed by the parties.

20. INDEMNIFICATION

Seller covenants and agrees to, and does hereby, indemnify and hold harmless and defend Buyer and National IPA and Norfolk Public Schools, and their officers, agents, and employees from and against any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Seller/any services of any kind or nature furnished by the Seller, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the Seller on the materials, goods or equipment delivered.

21. NONDISCRIMINATION OF CONTRACTORS

A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless Norfolk Public Schools has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, Norfolk Public Schools shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

22. PRECEDENCE OF TERMS

The following General Terms and Conditions VENDORS MANUAL, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF

1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF NORFOLK PUBLIC SCHOOLS FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

23. QUALIFICATIONS OF BIDDERS OR OFFERORS

Norfolk Public Schools may make such reasonable investigations as deemed proper and necessary to determine the ability of the bidder/offeror to perform the services/furnish the goods and the bidder/offeror shall furnish to Norfolk Public Schools all such information and data for this purpose as may be requested. Norfolk Public Schools reserves the right to inspect bidder's/offeror's physical facilities prior to award to satisfy questions regarding the bidder's/offeror's capabilities. Norfolk Public Schools further reserves the right to reject any bid/proposal) if the evidence submitted by, or investigations of, such bidder/offeror fails to satisfy Norfolk Public Schools that such bidder/offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

24. TAX EXEMPT STATUS

Sales of goods to Norfolk Public Schools are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. Excise tax exemption registration number is 54-73-0076K.

25. TESTING AND INSPECTION

Norfolk Public Schools reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

26. TRANSPORTATION AND PACKAGING

By submitting their bids/proposals, all bidders/offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

27. USE OF BRAND NAMES

Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict bidders/offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The bidder/offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient

descriptive literature, catalog cuts and technical detail to enable Norfolk Public Schools to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the bidder/offeror clearly indicates in its bid/proposal that the product offered is an equivalent product, such bid/proposal will be considered to offer the brand name product referenced in the solicitation.

28. VENDORS MANUAL

This solicitation is subject to the provisions of the Norfolk Public Schools Vendors Manual and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is normally available for review at the purchasing office and is accessible on the NPS Purchases and Supply Website on the Internet at "http://departments.nps.k12.va.us/business/purchasing/".

G. SPECIAL TERMS & CONDITIONS

1. ADDITIONAL USERS

Norfolk Public Schools, as the Principal Procurement Agency, as defined in RFP#15006FL, has partnered with the National Intergovernmental Purchasing Alliance Company ("National IPA") to make the resultant contract (also known as the "Master Agreement" in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. Norfolk Public Schools is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program.

2. AUDIT

The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Norfolk Public Schools, whichever is sooner. The Norfolk Public Schools, its authorized agents, National IPA and cooperative members of National IPA, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

3. AWARD TO MULTIPLE OFFERORS

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the

offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, NPS shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. NPS reserves the right to make multiple awards as a result of this solicitation. NPS may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (Code of Virginia, § 2.2-4359D). Should NPS determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

4. BEST AND FINAL OFFER

At the conclusion of negotiations, the offeror(s) may be asked to submit in writing, a Best And Final Offer (BAFO). After the BAFO is submitted, no further negotiations shall be conducted with the offeror(s). The offeror's proposal will be rescored to combine and include the information contained in the BAFO. The decision to award will be based on the final evaluation including the BAFO.

5. CANCELLATION OF CONTRACT

Norfolk Public Schools reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

6. CONTRACTOR'S TITLE TO MATERIALS

No materials or supplies for the work shall be purchased by the contractor or by any subcontractor subject to any chattel mortgage or under a conditional sales or other agreement by which an interest is retained by the seller. The contractor warrants that he has clear title to all materials and supplies for which he invoices for payment.

7. DELIVERY NOTIFICATION

For large orders, NPS shall be notified at least 48 hours (2 business days) prior to delivery of any items so that personnel may be available to allow access to the building and verify items received. Notification shall be made to the contact on the (purchase) order.

8. EXTRA CHARGES NOT ALLOWED

The bid price shall be for complete installation ready for the Norfolk Public Schools' use, and shall include all applicable freight and installation charges; extra charges will not be allowed.

9. FEDERAL GRANT FUNDING

If this payment is to be charged against federal funds, the Contractor certifies that s/he is not currently employed by the Federal government and the amount charged does not exceed his/her normal charge for the type of service. It is understood and agreed between the parties herein that the Norfolk Public Schools shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

10. FINAL INSPECTION

At the conclusion of any assembly or installation work, the contractor shall demonstrate to the authorized owner's representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.

11. IDENTIFICATION OF BID/PROPOSAL ENVELOPE

If a special envelope is not furnished, or if return in the special envelope is not possible, the signed bid/proposal should be returned in a separate envelope or package, sealed and identified as directed in the solicitation.

If a bid/proposal not contained in the special envelope is mailed, the bidder or offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the bid or proposal to be disqualified. Bids/proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other bids/proposals should be placed in the envelope. Attachment 4 displays an acceptable envelope template.

12. INSPECTION OF JOB SITE

My signature on this solicitation constitutes certification that I have inspected the job site and am aware of the conditions under which the work must be accomplished. Claims, as a result of failure to inspect the job site, will not be considered by the Norfolk Public Schools.

13. INSTALLATION

All items must be assembled and set in place, ready for use. All crating and other debris must be removed from the premises.

14. MAINTENANCE MANUALS

The contractor shall provide with each piece of equipment/furniture an operations and maintenance manual with diagrams, parts list, and a copy of all warranties.

15. MOST FAVORED CUSTOMER COMPETITIVE PRICING

Contractor warrants and agrees that each of the charges, economic or Product terms or warranties granted pursuant to this Contract are comparable to or better than the equivalent charge, economic or Product term or warranty being offered to any similarly situated commercial or other government customer of Contractor. If Contractor enters into any arrangements with another customer of Contractor to provide Product under more favorable charges, economic or Product terms or warranties, Contractor shall immediately notify NPS of such change and this Contract shall be deemed amended to incorporate the most favorable charges, economic or Product terms or warranties.

16. OPTIONAL PREBID/PREPROPOSAL CONFERENCE

An optional preproposal conference will be held at 10 AM ET, November 14, 2014 in Room 1205 of the Norfolk Public School's Administration Building located at 800 E City Hall AVE, Norfolk, VA 23510. A valid photo ID will be required for admittance. The purpose of this conference is to allow potential offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation.

While attendance at this conference will not be a prerequisite to submitting a bid/proposal, bidders/offerors who intend to submit a bid/proposal are encouraged to attend. Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

It is the Bidder’s responsibility to acknowledge receipt of these Addendums on the Bid Cover Sheet (page 1).

17. PRODUCT AVAILABILITY/SUBSTITUTION

Substitution of a product, brand or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contract Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.

18. QUANTITIES

Quantities set forth in this solicitation are estimates only, and the contractor shall supply at bid prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.

19. RENEWAL OF CONTRACT

This contract may be renewed by NPS for up to four (4) successive one year periods, under the terms of the current contract.

20. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS

The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Norfolk Public Schools during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.

21. STATE CORPORATION COMMISSION IDENTIFICATION NUMBER

Pursuant to Code of Virginia, §2.2-4311.2 subsection B, a bidder or offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its bid or proposal the identification number issued to it by the State Corporation Commission (SCC). Any bidder or offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid or proposal a statement describing why the bidder or offeror is not required to be so authorized. Indicate the above information on the SCC Form provided. Contractor agrees that the process by which compliance with Titles 13.1 and 50 is checked during the solicitation stage (including without limitation the SCC Form provided) is streamlined and not definitive, and NPS's use and acceptance of such form, or its acceptance of Contractor's statement describing why the bidder or offeror was not legally required to be authorized to transact business in the Commonwealth, shall not be conclusive of the issue and shall not be relied upon by the Contractor as demonstrating compliance.

22. SUBCONTRACTS

No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.

23. WARRANTY

All materials and equipment shall be fully guaranteed against defects in material and workmanship for a period of [Vendor must provide warranty information for all offered items, however, no warranty period shall be for less than one (1) year] following date of delivery. Should any defect be noted by the owner, the Purchasing Office will notify the contractor of such defect or non-conformance. Notification will state either (1) that the contractor shall replace or correct, or (2) the owner does not require replacement or correction, but an equitable adjustment to the contract price will be negotiated. If the contractor is required to correct or replace, it shall be at no cost to the Norfolk Public Schools and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the contractor fails or refuses to replace or correct the deficiency, the office issuing the purchase order may have the materials corrected or replaced with similar items and charge the contractor the costs occasioned thereby or obtain an equitable adjustment in the contract price.

24. WORK ESTIMATES (TIME AND MATERIAL CONTRACTS)

Under this time and material contract, the contractor shall furnish the Norfolk Public Schools with a non-binding written estimate of the total costs to complete the work required. The estimate must include the labor category(ies), the contractor's hourly rates specified in the contract, and the total material cost. Material costs shall be billed at contractor's actual invoice costs (contractor shall furnish copies of all invoices for materials) or discount off the list price, whichever is specified in the contract. If the Norfolk Public Schools determines that the estimated price is not fair and reasonable, the Norfolk Public Schools has the right to ask the contractor to reevaluate the estimate. If the revised estimate is determined to be not fair and reasonable, the Norfolk Public Schools reserves the right to obtain additional quotes from other vendors. A work order will be issued to the contractor, as the authority to proceed with the work, which will incorporate the contractor's estimate and the terms and conditions of the contract. The contractor and his/her personnel shall log in with the designated contract administrator each day before and after work to confirm labor hours.

25. WORK SITE DAMAGES

Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Norfolk Public Schools' satisfaction at the contractor's expense.

H. ORDERING

Electronic ordering is preferred with the use of purchase cards and purchase orders.

I. DELIVERIES, PERFORMANCE, INSPECTION, AND ACCEPTANCE

Deliveries shall be to district locations, during normal business hours, or as specified on the specific order.

J. METHOD OF PAYMENT

1. To Prime Contractor:

a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the NPS contract number and/or purchase order number.

b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.

c. All goods or services provided under this contract or purchase orders, that are to be paid for with public funds, shall be billed by the contractor at the contract price.

d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.

e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, NPS shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve NPS of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363).

2. To Subcontractors:
a. A contractor awarded a contract under this solicitation is hereby obligated:

(1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from NPS for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or

(2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.

b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from NPS, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U.S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of NPS.

3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.

4. NPS reserves the right to purchase goods and services using the NPS Purchasing Card.

K. ATTACHMENTS

ATT 1: State Corporation Commission Form

(RFP)

Virginia State Corporation Commission ("SCC") registration information: **The undersigned Offeror:**

☐ is a corporation or other business entity with the following SCC identification number: _____ **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned Offeror's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

****NOTE** >>** Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals (NPS reserves the right to determine in its sole discretion whether to allow such waiver): ☐

Signature: _____ Date: _____

Name: _____
Print

Title: _____

Name of Firm: _____

ATT 2: Anti-Collusion Statement

In the preparation and submission of this proposal on behalf of _____(name of offeror), we did not either directly or indirectly enter into any combination or arrangement with any person, firm or corporation, or enter into any agreement, participate in any collusion, or otherwise take any action in the restraint of free competition in violation of the Sherman Anti-Trust Act, 15 USCS Sections 1 et seq., or the Conspiracy to Rig Bids to Government Statutes, Virginia Code Sections 59.1-69.6 through 59.1.69.9. The undersigned vendor hereby certifies that this agreement, or any claims resulting there from, is not the result of, or affected by, any act of collusion with, or any act of, another person or persons, firm or corporation engaged in the same line of business or commerce; and, that no person acting for, or employed by, the City of Norfolk has an interest in, or is concerned with, this proposal; and, that no person or persons, firm or corporation, other than the undersigned, have or are interested in this bid.

"...or otherwise take any action in the restraint of free competition in violation of the Sherman Antitrust Act, 15 USCS Sections 1 et seq.; the Virginia Antitrust Act, Virginia Code Sections 59.1-9.1 through 59.1-9.19; or the Conspiracy to Rig Bids to Government Statutes, Virginia Code Sections 59.1-69.6 through 59.1-69.9."

BY: _____(SIGNATURE)

_____PRINT NAME

_____COMPANY

_____BUSINESS ADDRESS

_____CITY, STATE, ZIP

_____DATE

ATT 3: Debarment Statement

I certify that the applicant firm is not currently debarred or otherwise declared ineligible by any public agency from bidding for furnishing materials, supplies or services. I further certify that no principal, officer or director of the applicant firm has been employed by or associated with any firm which is currently debarred or otherwise declared ineligible by any public agency from bidding for furnishing materials, supplies or services.

I certify that the applicant firm has never been debarred, or otherwise declared ineligible by any public agency from bidding or furnishing materials, supplies or services. I further certify that no principal, officer or director of the applicant firm has ever been employed by or associated with any firm which has ever been debarred or otherwise declared ineligible by any public agency from bidding for furnishing materials, supplies or services.

BY: _____(SIGNATURE)

_____PRINT NAME

_____COMPANY

_____BUSINESS ADDRESS

_____CITY, STATE, ZIP

_____DATE

ATT 4: Envelope Template

IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

OFFEROR NAME _____

_____

_____

_____

SOLICITATION #: RFP-15006FL

SOLICITATION NAME: National IPA Educational Furniture

DUE DATE AND TIME: 12/09/2014 @ 2:00:00 PM

SENIOR DIRECTOR OF PURCHASES AND SUPPLY

NORFOLK PUBLIC SCHOOLS ADMINISTRATION BUILDING

800 EAST CITY HALL AVENUE, ROOM 1205

NORFOLK, VIRGINIA 23510-2723

ATT 5: National IPA Requirements

Requirements for National Cooperative Contract
To be Administered by
National Intergovernmental Purchasing Alliance Company

The following documents are used in evaluating and administering national cooperative contracts and are included for Supplier's review and response.

National IPA Exhibit A – NATIONAL IPA RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

National IPA Exhibit B – NATIONAL IPA ADMINISTRATION AGREEMENT, EXAMPLE

National IPA Exhibit C – NATIONAL IPA MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT, EXAMPLE

National IPA Exhibit D – NATIONAL IPA PRINCIPAL PROCUREMENT AGENCY CERTIFICATE, EXAMPLE

National IPA Exhibit E – NATIONAL IPA CONTRACT SALES REPORTING TEMPLATE

National IPA Exhibit F – NATIONAL IPA ADVERTISING COMPLIANCE REQUIREMENT

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT A- RESPONSE FOR NATIONAL COOPERATIVE CONTRACT

1.0 Scope of National Cooperative Contract

1.1 Requirement

Norfolk Public Schools (hereinafter defined and referred to as "Principal Procurement Agency"), on behalf of itself and the National Intergovernmental Purchasing Alliance Company ("National IPA"), is requesting proposals for Educational Furniture. The intent of this Request for Proposal is that any contract between Principal Procurement Agency and Supplier resulting from this Request for Proposal (hereinafter defined and referred to as the "Master Agreement") be made available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), through National IPA's cooperative purchasing program. The Principal Procurement Agency has executed a Principal Procurement Agency Certificate with National IPA (an example of which is included as Exhibit D) and has agreed to pursue the Master Agreement. Use of the Master Agreement by any Public Agency, including the Principal Procurement Agency, will be preceded by their registration with National IPA as a Participating Public Agency in National IPA's cooperative purchasing program. Registration with National IPA as a Participating Public Agency is accomplished by Public Agencies entering into a Master Intergovernmental Cooperative Purchasing Agreement, an example of which is attached as Exhibit C. The terms and pricing established in the resulting Master Agreement between the Supplier and the Principal Procurement Agency will be the same as that available to Participating Public Agencies through National IPA.

All transactions, purchase orders, etc., will occur directly between the Supplier and each Participating Public Agency individually, and neither National IPA, any Principal Procurement Agency nor any Participating Public Agency, including their respective agents, directors, employees or representatives, shall be liable to Supplier for any acts, liabilities, damages, etc., incurred by any other Participating Public Agency.

This Exhibit A defines the expectations for qualifying Suppliers based on National IPA's requirements to market the resulting Master Agreement nationally to Public Agencies. Each section in this Exhibit A refers to the capabilities, requirements, obligations, and prohibitions of competing Suppliers on a national level in order to serve Participating Public Agencies through National IPA.

These requirements are incorporated into and are considered an integral part of this RFP. National IPA reserves the right to determine whether or not to make the Master Agreement awarded by the Principal Procurement Agency available to Participating Public Agencies.

1.2 Marketing and Administrative Support

During the term of the Master Agreement National IPA intends to provide marketing and administrative support for Supplier pursuant to this section 1.2 that directly promotes the Supplier's products and services to Participating Public Agencies through multiple channels, each designed to promote specific products and services to Public Agencies on a national basis.

The National IPA marketing team will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

A. Marketing collateral (print, email, presentations)
B. Website support
C. Trade shows/conferences/meetings
D. Advertising

The National IPA sales teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies and prospective Public Agencies through:

A. Individual sales calls
B. Joint sales calls
C. Communications/customer service
D. Training sessions for Public Agency teams
E. Training sessions for Supplier teams

The National IPA contracting teams will work in conjunction with Supplier to promote the Master Agreement to both existing Participating Public Agencies prospective Public Agencies through:

A. Serving as the subject matter expert for questions regarding joint powers authority and state statutes and regulations for cooperative purchasing
B. Training sessions for Public Agency teams
C. Training sessions for Supplier teams
D. Regular business reviews to monitor program success
E. General contract administration

Suppliers are required to pay an administrative fee of 2% of the greater of the Contract Sales under the Master Agreement and guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the National IPA Administration Agreement (refer to Exhibit B).

Capitalized terms not otherwise defined herein shall have the meanings given to them in the Master Agreement or in the National Intergovernmental Purchasing Alliance Company Administration Agreement between Supplier and National IPA (the "National IPA Administration Agreement")

1.3 Estimated Volume

The dollar volume purchased under the Master Agreement is estimated to be approximately 20 million annually. While no minimum volume is guaranteed to Supplier, the estimated annual volume is projected based on the current annual volumes among the

Principal Procurement Agency, other Participating Public Agencies that are anticipated to utilize the resulting Master Agreement to be made available to them through National IPA, and volume growth into other Public Agencies through a coordinated marketing approach between Supplier and National IPA.

1.4 Award Basis

The basis of any contract award resulting from this RFP made by Principal Procurement Agency will be the basis of award on a national level through National IPA. If multiple suppliers are awarded by Principal Procurement Agency under the Master Agreement, those same suppliers will be required to extend the Master Agreement to Participating Public Agencies through National IPA. Utilization of the Master Agreement by Participating Public Agencies will be at the discretion of the individual Participating Public Agency. Certain terms of the Master Agreement specifically applicable to the Principal Procurement Agency are subject to modification for each Participating Public Agency as Supplier, such Participating Public Agency and National IPA shall agree.

1.5 Objectives of Cooperative Program

This RFP is intended to achieve the following objectives regarding availability through National IPA's cooperative program:

A. Provide a comprehensive competitively solicited and awarded national agreement offering the Products covered by this solicitation to Participating Public Agencies;
B. Establish the Master Agreement as the Supplier's primary go to market strategy to Public Agencies nationwide;
C. Achieve cost savings for Supplier and Public Agencies through a single solicitation process that will reduce the Supplier's need to respond to multiple solicitations;
D. Combine the aggregate purchasing volumes of Participating Public Agencies to achieve cost effective pricing.

2.0 REPRESENTATIONS AND COVENANTS

As a condition to Supplier entering into the Master Agreement, which would be available to all Public Agencies, Supplier must make certain representations, warranties and covenants to both the Principal Procurement Agency and National IPA designed to ensure the success of the Master Agreement for all Participating Public Agencies as well as the Supplier.

2.1 Corporate Commitment

Supplier commits that (1) the Master Agreement has received all necessary corporate authorizations and support of the Supplier's executive management, (2) the Master Agreement is Supplier's primary "go to market" strategy for Public Agencies, (3) the Master Agreement will be promoted to all Public Agencies, including any existing customers, and Supplier will transition existing customers, upon their request, to the Master Agreement, and (4) that the Supplier has read and agrees to the terms and conditions of the Administration Agreement with National IPA and will execute such agreement concurrent with and as a condition of its execution of the Master Agreement with the Principal Procurement Agency. Supplier will identify an executive corporate sponsor and a separate national account manager within the RFP response that will be responsible for the overall management of the Master Agreement.

2.2 Pricing Commitment

Supplier commits that the Master Agreement pricing is its lowest available (net to buyer) to Public Agencies nationwide and further commits that if a Participating Public Agency is eligible for lower pricing through a national, state, regional or local or cooperative contract, that the Supplier will match such lower pricing to that Participating Public Agency under the Master Agreement.

2.3 Sales Commitment

Supplier commits to aggressively market the Master Agreement as its go to market strategy in this defined sector and that its sales force will be trained, engaged and committed to offering the Master Agreement to Public Agencies through National IPA nationwide. Supplier commits that all Master Agreement sales will be accurately and timely reported to National IPA in accordance with the National IPA Administration Agreement. Supplier also commits that its sales force will be compensated, including sales incentives, for sales to Public Agencies under the Master Agreement in a consistent or better manner compared to sales to Public Agencies if the Supplier were not awarded the Master Agreement.

3.0 SUPPLIER QUALIFICATIONS

Supplier must supply the following information in order for the Principal Procurement Agency to determine Supplier's qualifications to extend the resulting Master Agreement to Participating Public Agencies through National IPA.

3.1 Company

A. Brief history and description of your company.
B. Total number and location of sales persons employed by your company.
C. Number and location of support centers (if applicable).
D. Annual sales for the three previous fiscal years.
E. Submit your FEIN and Dunn & Bradstreet report.

3.2 Distribution, Logistics

A. Describe how your company proposes to distribute the products/service nationwide.
B. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.
C. Provide the number, size and location of your company's distribution facilities, warehouses and retail network as applicable.
D. State any return and restocking policy and fees, if applicable, associated with returns.

3.3 Marketing and Sales

A. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to immediately implement the Master Agreement as your company's primary go to market strategy for Public Agencies to your teams nationwide, to include, but not limited to:
    a. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days
    b. Training and education of your national sales force with participation from the executive leadership of your company, along with the National IPA team within first 90 days
B. Provide a detailed ninety-day plan beginning from award date of the Master Agreement describing the strategy to market the Master Agreement to current

Participating Public Agencies, existing Pubic Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:

a. Creation and distribution of a co-branded press release to trade publications within first 10 days
b. Announcement, contract details and contact information published on the company website within first 30 days
c. Design, publication and distribution of co-branded marketing materials within first 90 days
d. Commitment to attendance and participation with National IPA at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement
e. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by National IPA for partner suppliers. Booth space will be purchased and staffed by your company. In addition, you commit to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by National IPA.
f. Design and publication of national and regional advertising in trade publications throughout the term of the Master Agreement
g. Ongoing marketing and promotion of the Master Agreement throughout its term (case studies, collateral pieces, presentations, etc.)
h. Dedicated National IPA internet web-based homepage with:
    - National IPA standard logo;
    - Copy of original Request for Proposal;
    - Copy of contract and amendments between Principal Procurement Agency and Supplier;
    - Summary of Products and pricing;
    - Marketing Materials
    - Electronic link to National IPA's online registration page;
    - A dedicated toll free number and email address for National IPA

C. Describe how your company will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through National IPA. Include a list of current cooperative contracts (regional and national) your company holds and describe how the Master Agreement will be positioned among the other cooperative agreements.
D. Acknowledge that your company agrees to provide its company/corporate logo(s) to National IPA and agrees to provide permission for reproduction of such logo in marketing communications and promotions.
E. Supplier is responsible for proactive direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by National IPA. All sales materials are to use the National IPA logo. At a minimum, the Supplier's sales initiatives should communicate:
    i. Master Agreement was competitively solicited by a Principal Procurement Agency
    ii. Best government pricing
    iii. No cost to participate
    iv. Non-exclusive contract

F. Supplier is responsible for the training of its national sales force on the Master Agreement. At a minimum, sales training should include:
   i. Key features of Master Agreement
   ii. Working knowledge of the solicitation process
   iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through National IPA

G. Provide contact information for the person(s), who will be responsible for:
   a. Marketing
   b. Sales
   c. Sales Support
   d. Financial Reporting
   e. Contracts

H. Describe in detail how your company's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

I. Explain in detail how the sales teams will work with the National IPA team to implement, grow and service the national program.

J. Explain in detail how your organization will manage the overall national program throughout the term of the Master Agreement, including ongoing coordination of marketing and sales efforts, timely new Participating Public Agency account set-up, etc.

K. State the amount of your company's Public Agency sales for the previous fiscal year. Provide a list of your top 10 Public Agency customers, the total purchases for each for the previous fiscal year along with a key contact for each.

L. Describe your company's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

M. Provide the Contract Sales (as defined in Section 10 of the National Intergovernmental Purchasing Alliance Company Administration Agreement) that your company will guarantee each year under the Master Agreement for the initial three years of the Master Agreement.

   $_____.00 in year one
   $_____.00 in year two
   $_____.00 in year three

N. Even though it is anticipated that many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation that is for Products covered under the Master Agreement.
   i. Respond with Master Agreement pricing (Contract Sales reported to National IPA).
   ii. If competitive conditions require pricing lower than the standard Master Agreement pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to National IPA under the Master Agreement.
   iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement.

iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail your strategies under these options when responding to a solicitation.

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT B- NATIONAL IPA ADMINISTRATION AGREEMENT, EXAMPLE

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY ADMINISTRATION AGREEMENT

This ADMINISTRATION AGREEMENT (the "Agreement") is made this ___ day of _____ 20___, between National Intergovernmental Purchasing Alliance Company ("National IPA"), and _____ (herein "Supplier").

RECITALS

WHEREAS, the _____ (herein "Principal Procurement Agency") has entered into a Master Agreement dated _____, Agreement No_____, by and between the Principal Procurement Agency and Supplier, (as may be amended from time to time in accordance with the terms thereof, the "Master Agreement"), as attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, for the purchase of _____ (herein "Product");

WHEREAS, said Master Agreement provides that any or all public agencies, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("Public Agencies"), that enter into (either via registration on the National IPA website or execution of a Master Intergovernmental Cooperative Purchasing Agreement, attached hereto as Exhibit B) (hereinafter referred to as a "Participating Public Agency") may purchase Product at prices stated in the Master Agreement;

WHEREAS, Participating Public Agencies may access the Master Agreement which is offered through National IPA to Public Agencies;

WHEREAS, National IPA serves as the contract administrator of the Master Agreement on behalf of Principal Procurement Agency;

WHEREAS, Principal Procurement Agency desires National IPA to proceed with administration of the Master Agreement; and

WHEREAS, National IPA and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies and to set forth certain terms and conditions governing the relationship between National IPA and Supplier.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, National IPA and Supplier hereby agree as follows:

DEFINITIONS

1. Capitalized terms used in this Agreement and not otherwise defined herein shall have the meanings given to them in the Master Agreement.

TERMS AND CONDITIONS

2. The Master Agreement and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement. Supplier acknowledges and agrees that the covenants and agreements of Supplier set forth in the solicitation and Supplier's response thereto resulting in the Master Agreement are incorporated herein and are an integral part hereof.

3. National IPA shall be afforded all of the rights, privileges and indemnifications afforded to Principal Procurement Agency by or from Supplier under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to National IPA, its agents, employees, directors, and representatives under this Agreement including, but not limited to, the Supplier's obligation to provide appropriate insurance.

4. National IPA shall perform all of its duties, responsibilities and obligations as contract administrator of the Master Agreement on behalf of Principal Procurement Agency as set forth herein, and Supplier hereby acknowledges and agrees that all duties, responsibilities and obligations will be undertaken by National IPA solely in its capacity as the contract administrator under the Master Agreement.

5. With respect to any purchases by Principal Procurement Agency or any Participating Public Agency pursuant to the Master Agreement, National IPA: (i) shall not be construed as a dealer, re-marketer, representative, partner or agent of any type of the Supplier, Principal Procurement Agency or any Participating Public Agency; (ii) shall not be obligated, liable or responsible for any order for Product made by Principal Procurement Agency or any Participating Public Agency or any employee thereof under the Master Agreement or for any payment required to be made with respect to such order for Product; and (iii) shall not be obligated, liable or responsible for any failure by Principal Procurement Agency or any Participating Public Agency to comply with procedures or requirements of applicable law or the Master Agreement or to obtain the due authorization and approval necessary to purchase under the Master Agreement. National IPA makes no representation or guaranty with respect to any minimum purchases by Principal Procurement Agency or any Participating Public Agency or any employee thereof under this Agreement or the Master Agreement.

TERM OF AGREEMENT

6. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of paragraphs 3, 4 and 5 hereof and the indemnifications afforded by the Supplier to National IPA herein and in the Master Agreement, to the extent such provision survive the term of the Master Agreement, shall survive the term of this Agreement.

NATIONAL PROMOTION

7. National IPA and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier's failure to maintain its covenants and commitments contained in this Agreement or any action of the Supplier which gives rise to a right by Principal Procurement Agency to terminate the Master Agreement shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of this Agreement at National IPA's sole discretion. Notwithstanding anything contained herein to the contrary, this Agreement shall terminate on the date of the termination or expiration of the Master Agreement.

8. Supplier shall require each Public Agency to register its participation in the National IPA program by either registering on the National IPA website, www.nationalipa.org, or executing a Master Intergovernmental Cooperative Purchasing Agreement prior to processing the Participating Public Agency's first sales order.

9. Upon request, Supplier shall make available to interested Public Agencies a copy of the Master Agreement and such price lists or quotes as may be necessary for such Public Agencies to evaluate potential purchases. In addition, Supplier shall provide such marketing and administrative support as set forth in the solicitation resulting in the Master Agreement, including assisting in development of marketing materials as reasonably requested by Principal Procurement Agency and National IPA. Supplier and National IPA shall provide each respective party with its logo ("Logo") and the standard terms of use for its general use in marketing the Master Agreement. Both parties shall obtain written approval from the other party prior to use of such party's Logo. Notwithstanding, the parties understand and agree that except as provided herein neither party shall have any right, title or interest in the other party's Logo. Upon termination of this Agreement, each party shall immediately cease use of the other party's Logo.

MONTHLY REPORTING & FEES

10. Supplier shall pay National IPA an administrative fee in the amount of 2% of the total purchase amount paid to Supplier, less refunds, credits on returns, rebates and discounts, for the sale of products and/or services to Principal Procurement Agency and Participating Public Agencies pursuant to the Master Agreement (as amended from time to time and including any renewal thereof) ("Contract Sales"). Supplier shall provide National IPA with an electronic accounting report, in Microsoft Excel, in the format prescribed by National IPA, on a monthly basis summarizing all Contract Sales for the applicable month. A sample of the Contract Sales reporting format is provided as Exhibit E, attached hereto and incorporated herein by reference.

11. Reports of Contract Sales for Principal Procurement Agency and Participating Public Agencies in each calendar month shall be provided by Supplier to National IPA by the 10th day of the following month. Such reports shall be accompanied by an administrative fee payment in the amount indicated on the report as being due. Administrative fee payments are to be paid by the Supplier to National IPA via Automated Clearing House (ACH) to the National IPA designated financial institution identified in Exhibit D. Failure to provide a monthly report or payment of the administrative fees within the time and manner specified herein shall constitute a material breach of this Agreement and if not cured within thirty (30) days of written notice to Supplier shall be deemed a cause for termination of the Master Agreement, at Principal Procurement Agency's sole discretion, and/or this Agreement, at National IPA's sole discretion. All administrative fees not paid when due shall bear interest at a rate equal to the lesser of 1 1/2% per month or the maximum rate permitted by law until paid in full.

12. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. National IPA, or its designee, in National IPA's sole discretion, reserves the right to compare Participating Public Agency records with monthly reports submitted by Supplier for a period of four (4) years from the date National IPA receives such monthly report. National IPA may engage a third party to conduct an independent audit of Supplier's monthly reports. In the event of such an audit, Supplier shall provide all materials reasonably requested relating to such audit by National IPA at the location designated by National IPA. In the event an underreporting of Contract Sales and a resulting underpayment of administrative fees is revealed, National IPA will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to National IPA's reasonable satisfaction, including payment of any administrative fees due and owing, together with interest

thereon in accordance with Section 11, and reimbursement of National IPA's costs and expenses related to such audit.

GENERAL PROVISIONS

13. This Agreement, the Master Agreement and the exhibits referenced herein supersede any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereto and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained or incorporated herein shall be valid or binding. In the event of any conflict between the provisions of this Agreement and the Master Agreement, as between National IPA and Supplier, the provisions of this Agreement shall prevail.

14. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which it may be entitled.

15. This Agreement and National IPA's rights and obligations hereunder may be assigned at National IPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform National IPA's obligations hereunder. Supplier may not assign its obligations hereunder without the prior written consent of National IPA.

16. All written communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery on receipt to the addresses as set forth below:

A. National Intergovernmental Purchasing Alliance Company

National IPA
Attn: President
725 Cool Springs Blvd-Suite 100
Franklin, TN 37067

B. Supplier

17. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever, and this Agreement will be construed by limiting or invalidating such provision to the minimum extent necessary to make such provision valid, legal and enforceable.

18. This Agreement may not be amended, changed, modified, or altered without the prior written consent of the parties hereto, and no provision of this Agreement may be discharged or waived, except by a writing signed by the parties. A waiver of any particular provision will not be deemed a waiver of any other provision, nor will a waiver given on one occasion be deemed to apply to any other occasion.

19. This Agreement shall inure to the benefit of and shall be binding upon National IPA, the Supplier and any respective successor and assign thereto; subject, however, to the limitations contained herein.

20. This Agreement will be construed under and governed by the laws of the state of Delaware, excluding its conflicts of law provisions.

Authorized Signature, Supplier	NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY
_____	_____
Signature	Signature
_____	Ward H. Brown
Name	Name
_____	Chief Operating Officer
Title	Title
_____	_____
Date	Date

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT C- NATIONAL IPA MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT, EXAMPLE

MASTER INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENT

This Master Intergovernmental Cooperative Purchasing Agreement (the "Agreement") is entered into by and between those certain government agencies that execute a Principal Procurement Agency Certificate with National Intergovernmental Purchasing Alliance Company ("National IPA") ("Principal Procurement Agencies") to be appended and made a part hereof and such other public agencies who register to participate in the National IPA program by either registering on the National IPA website, www.nationalipa.org, or executing a Master Intergovernmental Cooperative Purchasing Agreement with National IPA ("Participating Public Agencies") to be appended and made a part hereof.

RECITALS

WHEREAS, after a competitive solicitation and selection process by Principal Procurement Agencies, a number of suppliers (each a "Supplier") have entered into Master Supplier Agreements to provide a variety of goods, products and services (herein "Products") to the applicable Principal Procurement Agency and the Participating Public Agencies;

WHEREAS, Master Supplier Agreements are made available by Principal Procurement Agencies through National IPA and provide that Participating Public Agencies may purchase Products on the same terms, conditions and pricing as the Principal Procurement Agency, subject to any applicable federal and/or local purchasing ordinances and the laws of the State of purchase;

NOW, THEREFORE, in consideration of the mutual promises contained in this Agreement, and of the mutual benefits to result, the parties agree as follows:

1. That each party will facilitate the cooperative procurement of Products.

2. That the procurement of Products by Participating Public Agencies subject to this Agreement shall be conducted in accordance with and subject to the relevant federal, state and local statutes, ordinances, rules and regulations that govern Participating Public Agency's procurement practices.

3. That the cooperative use of solicitations obtained by the parties to this Agreement shall be in accordance with the terms and conditions of the Master Supplier Agreement, except as modification of those terms and conditions is otherwise allowed or required by applicable federal, state or local law.

4. That the Principal Procurement Agencies will make available, upon reasonable request and subject to convenience, information which may assist in improving the procurement of Products by the Participating Public Agencies.

5. That the Participating Public Agencies that procure Products through any Master Supplier Agreement (each a, "Procuring Party") will make timely payments to the Supplier for Products received in accordance with the terms and conditions of the Master Supplier Agreement. Payment for Products and inspections and acceptance of Products ordered by

the Procuring Party shall be the exclusive obligation of such Procuring Party. Disputes between Procuring Party and any Supplier shall be resolved in accordance with the law and venue rules of the State of purchase.

6. The Procuring Party shall not use this agreement as a method for obtaining additional concessions or reduced prices for similar products or services.

7. The procuring party shall be responsible for the ordering of Products under this agreement. A non-procuring party shall not be liable in any fashion for any violation by a procuring party, and the procuring party shall hold non-procuring party harmless from any liability that may arise from action or inaction of the procuring party.

8. This agreement shall remain in effect until termination by a party giving 30 days written notice to the other party. The provisions of paragraphs 5, 6 and 7 hereof shall survive any such termination.

9. This agreement shall take effect after execution of the Principal Procurement Agency Certificate or Participating Public Agency Registration, as applicable.

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT D- NATIONAL IPA PROCUREMENT AGENCY CERTIFICATE, EXAMPLE

PRINCIPAL PROCUREMENT AGENCY CERTIFICATE

In its capacity as Principal Procurement Agency for National IPA, NAME OF PPA agrees to pursue Master Agreements for Products as specified in the attached exhibits to this Principal Procurement Agency Certificate.

I hereby acknowledge, in my capacity as _____ of and on behalf of NAME OF PPA ("Principal Procurement Agency"), that I have read and hereby agree to the general terms and conditions set forth in the attached Master Intergovernmental Cooperative Purchasing Agreement regulating the use of the Master Agreements and purchase of Products that from time to time are made available by Principal Procurement Agencies to Participating Public Agencies nationwide through National Intergovernmental Purchasing Alliance Company ("National IPA") pursuant to the terms of the Administrative Agreement by and between National IPA and the applicable supplier.

I understand that the purchase of one or more Products under the provisions of the Master Intergovernmental Cooperative Purchasing Agreement is at the sole and complete discretion of the Participating Public Agency.

Authorized Signature, Principal Procurement Agency

_____
Signature

_____
Name

_____
Title

_____
Date

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT E- NATIONAL IPA CONTRACT SALES REPORTING TEMPLATE

National IPA Contract Sales Monthly Report

Supplier Name:

Contract Sales Report Month:

Participating Agency Name	City	State	Zip Code	Participating Agency # {Assigned by National IPA and provided to Supplier}	Contract Sales for Month ($)	Admin Fee %	Admin Fee $

Report Totals

Cumulative Contract Sales

NATIONAL INTERGOVERNMENTAL PURCHASING ALLIANCE COMPANY EXHIBITS
EXHIBIT F- NATIONAL IPA ADVERTISING COMPLIANCE REQUIREMENT

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with National IPA and access the Master Agreement contract award made pursuant to this solicitation, and are hereby given notice of the foregoing request for proposals for purposes of complying with the procedural requirements of said statutes:

Nationwide:

State of Alabama*	State of Hawaii	State of Massachusetts	State of New Mexico	State of South Dakota
State of Alaska	State of Idaho	State of Michigan	State of New York	State of Tennessee
State of Arizona	State of Illinois	State of Minnesota	State of North Carolina	State of Texas
State of Arkansas	State of Indiana	State of Mississippi	State of North Dakota	State of Utah
State of California	State of Iowa	State of Missouri	State of Ohio	State of Vermont
State of Colorado	State of Kansas	State of Montana	State of Oklahoma*	State of Virginia
State of Connecticut	State of Kentucky	State of Nebraska	State of Oregon	State of Washington
State of Delaware	State of Louisiana	State of Nevada	State of Pennsylvania	State of West Virginia
State of Florida	State of Maine	State of New Hampshire	State of Rhode Island	State of Wisconsin
State of Georgia	State of Maryland	State of New Jersey	State of South Carolina	State of Wyoming
District of Columbia				

Lists of political subdivisions and local governments in the above referenced states / districts may be found at http://www.usa.gov/Agencies/State_and_Territories.shtml and http://www.usa.gov/Agencies/Local.shtml

*Some public agencies and political subdivisions of these states may be restricted by state statutes that limit competition among cooperative purchasing organizations by only allowing use of purchasing cooperatives sponsored by certain National Associations.

Certain Public Agencies and Political Subdivisions:

Cities, Towns, Villages and Boroughs including but not limited to:

BAKER CITY GOLF COURSE, OR
CITY OF ADAIR VILLAGE, OR
CITY OF ASHLAND, OR
CITY OF AUMSVILLE, OR
CITY OF AURORA, OR
CITY OF BAKER, OR
CITY OF BATON ROUGE, LA
CITY OF BEAVERTON, OR
CITY OF BEND, OR
CITY OF BOARDMAN, OR
CITY OF BOSSIER CITY, LA
CITY OF BURNS, OR
CITY OF CANBY, OR
CITY OF CANYONVILLE, OR
CITY OF CLATSKANIE, OR
CITY OF COBURG, OR
CITY OF CONDON, OR
CITY OF COQUILLE, OR
CITY OF CORVALLI, OR
CITY OF CORVALLIS PARKS AND RECREATION DEPARTMENT, OR
CITY OF COTTAGE GROVE, OR
CITY OF EUGENE, OR
CITY OF FOREST GROVE, OR
CITY OF GRANTS PASS, OR
CITY OF GRESHAM, OR
CITY OF HILLSBORO, OR
CITY OF INDEPENDENCE, OR
CITY AND COUNTY OF HONOLULU, HI
CITY OF KENNER, LA
CITY OF LA GRANDE, OR
CITY OF LAFAYETTE, LA
CITY OF LAKE CHARLES, OR
CITY OF LEBANON, OR
CITY OF MCMINNVILLE, OR
CITY OF MEDFORD, OR
CITY OF METAIRIE, LA
CITY OF MILL CITY, OR
CITY OF MILWAUKIE, OR
CITY OF MONROE, LA
CITY OF MOSIER, OR
CITY OF NEW ORLEANS, LA
CITY OF NORTH PLAINS, OR
CITY OF OREGON CITY, OR
CITY OF PILOT ROCK, OR
CITY OF PORTLAND, OR
CITY OF POWERS, OR
CITY OF PRINEVILLE, OR
CITY OF RIDDLE, OR
CITY OF ROSEBURG, OR
CITY OF REDMOND, OR
CITY OF SALEM, OR
CITY OF SANDY, OR
CITY OF SCAPPOOSE, OR
CITY OF SHADY COVE, OR
CITY OF SHERWOOD, OR
CITY OF SHREVEPORT, LA
CITY OF SPRINGFIELD, OR
CITY OF ST. HELENS, OR
CITY OF ST. PAUL, OR
CITY OF SULPHUR, LA
CITY OF TIGARD, OR
CITY OF TROUTDALE, OR
CITY OF TUALATIN, OR
CITY OF WALKER, LA
CITY OF WARRENTON, OR
CITY OF WILSONVILLE, OR
CITY OF WINSTON, OR
CITY OF WOODBURN, OR
LEAGUE OF OREGON CITES
THE CITY OF HAPPY VALLEY OREGON

Counties and Parishes including but not limited to:

ASCENSION PARISH, LA
ASCENSION PARISH, LA, CLEAR OF COURT
ASSOCIATION OF OREGON COUNTIES
BAKER COUNTY, OR
BENTON COUNTY, OR
BOARD OF WATER SUPPLY, OR
CADDO PARISH, LA
CALCASIEU PARISH, LA
CALCASIEU PARISH SHERIFF'S OFFICE, LA
CITY AND COUNTY OF HONOLULU, HI
CLACKAMAS COUNTY, OR
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR
CLATSOP COUNTY, OR
COLUMBIA COUNTY, OR
COOS COUNTY, OR
COOS COUNTY HIGHWAY DEPARTMENT, OR
COUNTY OF HAWAII, OR

CROOK COUNTY, OR
CROOK COUNTY ROAD DEPARTMENT, OR
CURRY COUNTY, OR
DESCHUTES COUNTY, OR
DOUGLAS COUNTY, OR
EAST BATON ROUGE PARISH, LA
GILLIAM COUNTY, OR
GRANT COUNTY, OR
HARNEY COUNTY, OR
HARNEY COUNTY SHERIFFS OFFICE, OR
HAWAII COUNTY, HI
HOOD RIVER COUNTY, OR
JACKSON COUNTY, OR
JEFFERSON COUNTY, OR
JEFFERSON PARISH, LA
JOSEPHINE COUNTY GOVERNMENT, OR
LAFAYETTE CONSOLIDATED GOVERNMENT, LA
LAFAYETTE PARISH, LA
LAFAYETTE PARISH CONVENTION & VISITORS COMMISSION
LAFOURCHE PARISH, LA
LAFOURCHE PARISH HEALTH UNIT – DHH-OPH REGION 3
KAUAI COUNTY, HI
KLAMATH COUNTY, OR
LAKE COUNTY, OR
LANE COUNTY, OR
LINCOLN COUNTY, OR
LINN COUNTY, OR
LIVINGSTON PARISH, LA
MALHEUR COUNTY, OR
MAUI COUNTY, HI
MARION COUNTY, SALEM, OR
MORROW COUNTY, OR
MULTNOMAH COUNTY, OR
MULTNOMAH COUNTY BUSINESS AND COMMUNITY SERVICES, OR
MULTNOMAH COUNTY SHERIFFS OFFICE, OR
MULTNOMAH LAW LIBRARY, OR
ORLEANS PARISH, LA
PLAQUEMINES PARISH, LA
POLK COUNTY, OR
RAPIDES PARISH, LA
SAINT CHARLES PARISH, LA
SAINT CHARLES PARISH PUBLIC SCHOOLS, LA
SAINT LANDRY PARISH, LA
SAINT TAMMANY PARISH, LA
SHERMAN COUNTY, OR
TERREBONNE PARISH, LA
TILLAMOOK COUNTY, OR
TILLAMOOK COUNTY SHERIFF'S OFFICE, OR
TILLAMOOK COUNTY GENERAL HOSPITAL, OR
UMATILLA COUNTY, OR
UNION COUNTY, OR
WALLOWA COUNTY, OR
WASCO COUNTY, OR
WASHINGTON COUNTY, OR
WEST BATON ROUGE PARISH, LA
WHEELER COUNTY, OR
YAMHILL COUNTY, OR

Other Agencies including Associations, Boards, Districts, Commissions, Councils, Public Corporations, Public Development Authorities, Reservations and Utilities including but not limited to:

BATON ROUGE WATER COMPANY
BEND METRO PARK AND RECREATION DISTRICT
BIENVILLE PARISH FIRE PROTECTION DISTRICT 6, LA
BOARDMAN PARK AND RECREATION DISTRICT
CENTRAL CITY ECONOMIC OPPORTUNITY CORP, LA
CENTRAL OREGON INTERGOVERNMENTAL COUNCIL
CLACKAMAS RIVER WATER
CLATSKANIE PEOPLE'S UTILITY DISTRICT
CLEAN WATER SERVICES
CONFEDERATED TRIBES OF THE UMATILLA INDIAN RESERVATION
COOS FOREST PROTECTIVE ASSOCIATION
CHEHALEM PARK AND RECREATION DISTRICT
DAVID CROCKETT STEAM FIRE COMPANY #1, LA
EUGENE WATER AND ELECTRIC BOARD
HOODLAND FIRE DISTRICT #74
HOUSING AUTHORITY OF PORTLAND
ILLINOIS VALLEY FIRE DISTRICT
LAFAYETTE AIRPORT COMMISSION, LA
LOUISIANA PUBLIC SERVICE COMMISSION, LA
LOUISIANA WATER WORKS
MEDFORD WATER COMMISSION
MELHEUR COUNTY JAIL, OR
METRO REGIONAL GOVERNMENT
METRO REGIONAL PARKS
METROPOLITAN EXPOSITION RECREATION COMMISSION
METROPOLITAN SERVICE DISTRICT (METRO)
MULTNOMAH EDUCATION SERVICE DISTRICT
PORTLAND DEVELOPMENT COMMISSION, OR

OREGON COAST COMMUNITY ACTION
OREGON HOUSING AND COMMUNITY SERVICES
OREGON LEGISLATIVE ADMINISTRATION
SAINT LANDRY PARISH TOURIST COMMISSION
SAINT TAMMANY FIRE DISTRICT 4, LA
SALEM MASS TRANSIT DISTRICT
SEWERAGE AND WATER BOARD OF NEW ORLEANS, LA
SOUTHEASTERN LOUISIANAN UNIVERSITY
TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON
TUALATIN HILLS PARK & RECREATION DISTRICT
TUALATIN VALLEY FIRE & RESCUE
WILLAMALANE PARK AND RECREATION DISTRICT
WILLAMETTE HUMANE SOCIETY

K-12 including but not limited to:

ACADIA PARISH SCHOOL BOARD
BEAVERTON SCHOOL DISTRICT
BEND-LA PINE SCHOOL DISTRICT
BOSSIER PARISH SCHOOL BOARD
BROOKING HARBOR SCHOOL DISTRICT NO.17-C
CADDO PARISH SCHOOL DISTRICT
CALCASIEU PARISH SCHOOL DISTRICT
CANBY SCHOOL DISTRICT
CANYONVILLE CHRISTIAN ACADEMY
CASCADES ACADEMY OF CENTRAL OREGON
CENTENNIAL SCHOOL DISTRICT
CENTRAL CATHOLIC HIGH SCHOOL
CENTRAL POINT SCHOOL DISTRICT NO.6
CENTRAL SCHOOL DISTRICT 13J
COOS BAY SCHOOL DISTRICT NO.9
CORVALLIS SCHOOL DISTRICT 509J
COUNTY OF YAMHILL SCHOOL DISTRICT 29
CULVER SCHOOL DISTRICT
DALLAS SCHOOL DISTRICT NO.2
DAVID DOUGLAS SCHOOL DISTRICT
DAYTON SCHOOL DISTRICT NO.8
DE LA SALLE N CATHOLIC HS
DESCHUTES COUNTY SCHOOL DISTRICT NO.6
DUFUR SCHOOL DISTRICT NO.29
EAST BATON ROUGE PARISH SCHOOL DISTRICT
ESTACADA SCHOOL DISTRICT NO.10B
FOREST GROVE SCHOOL DISTRICT
GEORGE MIDDLE SCHOOL
GLADSTONE SCHOOL DISTRICT
GRANTS PASS SCHOOL DISTRICT 7
GREATER ALBANY PUBLIC SCHOOL DISTRICT
HEAD START OF LANE COUNTY
HIGH DESERT EDUCATION SERVICE DISTRICT
HILLSBORO SCHOOL DISTRICT
HOOD RIVER COUNTY SCHOOL DISTRICT
JACKSON CO SCHOOL DIST NO.9
JEFFERSON COUNTY SCHOOL DISTRICT 509-J
JEFFERSON PARISH SCHOOL DISTRICT
JEFFERSON SCHOOL DISTRICT
KLAMATH FALLS CITY SCHOOLS
LAFAYETTE PARISH SCHOOL DISTRICT
LAKE OSWEGO SCHOOL DISTRICT 7J
LANE COUNTY SCHOOL DISTRICT 4J
LINCOLN COUNTY SCHOOL DISTRICT
LINN CO. SCHOOL DIST. 95C
LIVINGSTON PARISH SCHOOL DISTRICT
LOST RIVER JR/SR HIGH SCHOOL
LOWELL SCHOOL DISTRICT NO.71
MARION COUNTY SCHOOL DISTRICT
MARION COUNTY SCHOOL DISTRICT 103
MCMINNVILLE SCHOOL DISTRICT NOAO
MEDFORD SCHOOL DISTRICT 549C
MITCH CHARTER SCHOOL
MONROE SCHOOL DISTRICT NO.1J
MUL TNOMAH EDUCATION SERVICE DISTRICT
MULTISENSORY LEARNING ACADEMY
MYRTLE PINT SCHOOL DISTRICT 41
NEAH-KAH-NIE DISTRICT NO.56
NESTUCCA VALLEY SCHOOL DISTRICT NO.101
NOBEL LEARNING COMMUNITIES
NORTH BEND SCHOOL DISTRICT 13
NORTH CLACKAMAS SCHOOL DISTRICT
NORTH DOUGLAS SCHOOL DISTRICT
NORTH WASCO CITY SCHOOL DISTRICT 21
NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT
ONTARIO MIDDLE SCHOOL
OREGON TRAIL SCHOOL DISTRICT NOA6
ORLEANS PARISH SCHOOL DISTRICT
PHOENIX-TALENT SCHOOL DISTRICT NOA
PORTLAND JEWISH ACADEMY
PORTLAND PUBLIC SCHOOLS
RAPIDES PARISH SCHOOL DISTRICT
REDMOND SCHOOL DISTRICT

REYNOLDS SCHOOL DISTRICT
ROGUE RIVER SCHOOL DISTRICT NO.35
ROSEBURG PUBLIC SCHOOLS
SCAPPOOSE SCHOOL DISTRICT 1J
SEASIDE SCHOOL DISTRICT 10
SHERWOOD SCHOOL DISTRICT 88J
SILVER FALLS SCHOOL DISTRICT 4J
SOUTH LANE SCHOOL DISTRICT 45J3
SOUTHERN OREGON EDUCATION SERVICE DISTRICT
SPRINGFIELD SCHOOL DISTRICT NO.19
SWEET HOME SCHOOL DISTRICT NO.55
TERREBONNE PARISH SCHOOL DISTRICT
THE CATLIN GABEL SCHOOL
TIGARD-TUALATIN SCHOOL DISTRICT
UMATILLA MORROW ESD
WEST LINN WILSONVILLE SCHOOL DISTRICT
WILLAMETTE EDUCATION SERVICE DISTRICT
WOODBURN SCHOOL DISTRICT
YONCALLA SCHOOL DISTRICT NO.32

Higher Education

ARGOSY UNIVERSITY
BATON ROUGE COMMUNITY COLLEGE, LA
BIRTHINGWAY COLLEGE OF MIDWIFERY
BLUE MOUNTAIN COMMUNITY COLLEGE
BRIGHAM YOUNG UNIVERSITY - HAWAII
CENTRAL OREGON COMMUNITY COLLEGE
CENTENARY COLLEGE OF LOUISIANA
CHEMEKETA COMMUNITY COLLEGE
CLACKAMAS COMMUNITY COLLEGE
COLLEGE OF THE MARSHALL ISLANDS
COLUMBIA GORGE COMMUNITY COLLEGE
CONCORDIA UNIVERSITY
DEVRY UNIVERSITY - PORTLAND
GEORGE FOX UNIVERSITY
KLAMATH COMMUNITY COLLEGE DISTRICT
LANE COMMUNITY COLLEGE
LEWIS AND CLARK COLLEGE
LINFIELD COLLEGE
LINN-BENTON COMMUNITY COLLEGE
LOUISIANA COLLEGE, LA
MARYLHURST UNIVERSITY
MT. HOOD COMMUNITY COLLEGE
MULTNOMAH BIBLE COLLEGE
NATIONAL COLLEGE OF NATURAL MEDICINE
NORTHWEST CHRISTIAN COLLEGE
OREGON HEALTH AND SCIENCE UNIVERSITY
OREGON UNIVERSITY SYSTEM
PACIFIC UNIVERSITY
PIONEER PACIFIC COLLEGE
PORTLAND COMMUNITY COLLEGE
PORTLAND STATE UNIVERSITY
REED COLLEGE
RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII
ROGUE COMMUNITY COLLEGE
SOUTHEASTERN LOUISIANA UNIVERSITY
SOUTHERN OREGON UNIVERSITY (OREGON UNIVERSITY SYSTEM)
SOUTHWESTERN OREGON COMMUNITY COLLEGE
TULANE UNIVERSITY
TILLAMOOK BAY COMMUNITY COLLEGE
UMPQUA COMMUNITY COLLEGE
UNIVERSITY OF HAWAII BOARD OF REGENTS
UNIVERSITY OF HAWAII-HONOLULU COMMUNITY COLLEGE
UNIVERSITY OF OREGON-GRADUATE SCHOOL
UNIVERSITY OF PORTLAND
UNIVERSITY OF NEW ORLEANS
WESTERN OREGON UNIVERSITY
WESTERN STATES CHIROPRACTIC COLLEGE
WILLAMETTE UNIVERSITY
XAVIER UNIVERISTY

State Agencies

ADMIN. SERVICES OFFICE
BOARD OF MEDICAL EXAMINERS
HAWAII CHILD SUPPORT ENFORCEMENT AGENCY
HAWAII DEPARTMENT OF TRANSPORTATION
HAWAII HEALTH SYSTEMS CORPORATION
OFFICE OF MEDICAL ASSISTANCE PROGRAMS
OFFICE OF THE STATE TREASURER
OREGON BOARD OF ARCHITECTS
OREGON CHILD DEVELOPMENT COALITION
OREGON DEPARTMENT OF EDUCATION
OREGON DEPARTMENT OF FORESTRY
OREGON DEPT OF TRANSPORTATION
OREGON DEPT. OF EDUCATION
OREGON LOTTERY

OREGON OFFICE OF ENERGY
OREGON STATE BOARD OF NURSING
OREGON STATE DEPT OF CORRECTIONS
OREGON STATE POLICE
OREGON TOURISM COMMISSION
OREGON TRAVEL INFORMATION COUNCIL
SANTIAM CANYON COMMUNICATION CENTER
SEIU LOCAL 503, OPEU
SOH- JUDICIARY CONTRACTS AND PURCH
STATE DEPARTMENT OF DEFENSE, STATE OF HAWAII
STATE OF HAWAII
STATE OF HAWAII, DEPT. OF EDUCATION
STATE OF LOUISIANA
STATE OF LOUISIANA DEPT. OF EDUCATION
STATE OF LOUISIANA, 26TH JUDICIAL DISTRICT ATTORNEY

ATT 6: Educational Pricing Book

Attached Separately

PRICE BOOK COVER SHEET

RFP-15006FL

Educational Furniture

Norfolk Public Schools / National IPA

RFP Due December 9, 2014 at 02:00:00 PM ET

This spreadsheet contains multiple tabs that correspond with the Categories listed below. Each tab should be completed by providing all relevant pricing being offered by your company. If you do not wish to offer pricing for a particular category or item, enter "N/A" in the corresponding sections. A "NOTE" area is located at the bottom of each category sheet and may be used to provide any special instructions or other furniture options. The last tab, labeled "Spec for Evaluation", is to be completed with pricing for specific items. Additional information is found in the Bid Documents. Because, this information will be a factor in the final award process, make sure that as much data as possible is provided. If an "Equal" is being proposed, type/write "SUB" in the 3rd column and include the Manufacturer's name and the Model Number of the item. Additional information may be provided on separate documents, provided they are referenced for easy identification.

Category I: Freestanding Education/Classroom/School Furniture-furniture, (including folding and mobile) desks, tables and related school accessories.
Category II: Library Furniture and Shelving -complete catalog selection of library furniture and shelving.
Category III: Technology Educational Furniture-complete catalog selection of technology furniture to support technology learning environments.
Category IV: Science-Lab Educational Furniture-complete catalog selection of science laboratory furniture.
Category V: Cafeteria-complete catalog selection of cafeteria furniture.
Category VI: Early Childhood Furniture-complete catalog selection of early childhood furniture (including pre-school items).
Category VII: Art Instructional Furniture-complete catalog selection of art instructional furniture.
Category VIII: Career & Technical Education (Vocational Arts) Furniture and Equipment- complete catalog selection of career vocational arts furniture and equipment, including, but not limited to: Cosmetology, Nursing, Trades, Crafts, Technicians, Engineering, etc.
Category IX: Audio Visual Furniture-complete catalog selection of audio/visual furniture.
Category X: Fixed Seating (auditorium/lecture)-complete catalog selection of auditorium/lecture hall seating.
Category XI: Residence Hall Furniture-complete catalog selection of Residential Hall furniture.
Category XII: Storage-complete catalog selection of filing systems including vertical and lateral files, bookcases, mobile cabinets, and accessories.
Category XIII: Task seating, seating-office, lounge, conference room, break areas.
Category XIV: Music/Audio Lab Furniture and Accessories – Storage, mobile carts, display units, stands, cases, seating, and other similar items used in Music/Band instruction.
Category XV: Athletic Training/Facility Furniture and Special Events – Benches, equipment storage, mobile carts and similar items.
Category XVI: Display Cases/Shelving - Trophy and awards shelving/storage, custom displays, bulletin boards, banner holders, specialty cases.
Category XVII: Healthcare Furniture-Catalogue selection of furniture used in Nursing Stations, Dispensary/First-Aid areas, Guidance/Social Psychology Offices, and other similar areas.
Category XVIII: Related Support Services (Delivery/Design/Install, etc.) - design and layout, fabric and color design services and other related services requested by the customer.
Spec for Evaluation: Pricing Book to be completed for a sampling of products being quoted for the proposal.

Category I
Freestanding Classroom and Educational Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category II
Library Furniture and Shelving

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category III
Technology Educational Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category IV
Science-Lab Educational Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category V
Cafeteria

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category VI
Early Childhood Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category VII
Art Instructional Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category VIII
Career & Technical Education Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category IX
Audio Visual Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category X
Fixed Seating (auditorium/lecture)

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XI
Residence Hall Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XII
Storage

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XIII
Task Seating

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XIV
Music/Sudio Lab Furniture & Accessories

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XV
Athletic Training/Facility Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XVI
Display Cases/Shelving

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XVII
Healthcare Furniture

NOTE: Use this form to provide offered pricing discount for various catalogues / manufacturers that are being proposed. Use one form per catalogue / manufacturer. Make additional copies as necessary.

Manufacturer's Name	Discount from Manufacturer's List Price			
	Tiers I-V	Delivered Tailgate	Inside Delivery	Delivered & Installed
	$0 to $15,000	%	%	%
	$15,001 to $50,000	%	%	%
	$50,001 to $100,000	%	%	%
	$100,001 to $250,000	%	%	%
	$250,001 and up negotiated			

Standard Delivery Time	
Reference Current Calalog	
Effective Dates of Catalog	

NOTES:

Category XVIII
Related Support Services

Please use this sheet to note any related services and their proposed discount structure/pricing, this includes but is not limited, design services, quick ship, fabric/color design services or any other related support services your company can offer:

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
1	Low-Back Task Chair 24"W x 24"D x 34-39"H - Seat height 16.5-21.5" - Swivel-tilt control - 360 degree swivel - pneumatic seat height adjustment - tilt tension control - seat and back tilt as a unit - upright position tilt lock - back depth adjustment. 9 to 5 Seating Agent Series #1425-S2 or approved equal							
2	Chair, Oversized, no padding, A+ Size with an 18 1/2 " seat height. Artco Bello #7108 4-Leg Chair or approved equal							
3	Melody Chair - 17 1/2" seat height with band pitch - frame constructed of 16 gauge square tubing - textured polypropylene seat and back - standard black finish - stacks up to 18 high - National Public Seating #8210 or approved equal							
4	Chair, 1 piece sled base 13-1/2" - 14" through 17-1/2" - 18" (see specification section for detail)							
5	Chair, Student computer, 5 star pedestal base, black frame, 1-piece plastic shell, Specify available shell colors. no arms swivel base. (no padding)							
6	Chair, Student/teacher, 4-leg on casters one piece bucket seat, black frame no arms							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
7	Desk, Student Open Front - Angled book box and wrap-around U-Brace for added strength. Artco Bell #9500 or approved equal - Specify available colors							
8	Desk, Student Study Desk - 4 leg - Adjust height range of 22"-29" with an 18" x 34" top and book box on right (also available w/ book box on left) - U-Brace for added strength - Book box features two compartment for book storage, an integrated pencil tray, and is angled to provide additional leg room. Artco Bell #2121 or approved equal - Specify available colors							
9	Desk, Two Student - 4 leg - Adjust height range of 22" - 29" with a 24" x 48" top - 2 metal book boxes - Artco Bell #C810 or approved equal - Specify available colors							
10	Desk, Teacher Station - Bullet Top 30"D x 60"W with Height Adjustment 24" - 36" - Modesty panel in the desk to manage excess wires - Cable ports in upper leg connect one station with another while those in the lower leg direct the wires to floor - Nylon based end caps also included to protect the feet. Smith System #26516 or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
11	Desk, Teacher - Double pedestal - 30" x 60" with center drawer - metal frame, laminate top, with box/file drawers down both sides - lockable. Artco Bell #E500 or approved equal							
12	Desk/Chair Combo, 18" x 24" hard plastic top, chrome bookrack, steel frame, hard plastic back and seat, Artco Bell #H457 or approved equal (see specification section for detail)							
13	Lectern, Metal, Floor model w/3 shelves, Medium Oak laminate, slant top with wood pencil stop, 3-fixed shelves, no light fixture. Smith System #502 or approved equal.							
14	Lectern, Metal, Pole model w/slant top, 16"x20", pencil stop, adj from 30"-44"H, laminate top, metal pole, Oklahoma Sound #70 or approved equal.							
15	Mobile Table, Stool Table Series, 17" high stool, 29"H x 30"W x 10'L table, 12 stools, high- pressure laminate top - up and down lock mechanisms, torsion bars for smooth operation, opening and closing safety device. Virco MTS17291012 or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
16	Table, Mobile Folding Rectangular, 12" long, Spectrum laminate, black enamel frame. SICO LB #TLB21F0102CS or approved equal							
17	Table, Mobile Folding, Rectuangular, 12' long, with 12 attached ABS seats, Spectrum laminate, black enamel frame, SICO LB #TB5 or approved equal							
18	Table, Mobile Folding 8' convert-a-bench (see specification section for detail)							
19	Table, Mobile Folding Round, 48" non adjustable, spectrum laminate, black enamel frame. SICO Pacer #2075-120 or approved equal							
20	Table, Mobile Folding Round, 60" non adjustable, spectrum laminate, black enamel frame. SICO Pacer #2075-150 or approved equal							
21	Table, Mobile Folding Oval, 60"x66" non adjustable, spectrum laminate, black enamel frame. SICO Pacer #3175-165 or approved equal							
22	Table, Mobile Folding Oval, 60"x 54" non adjustable, spectrum laminate, black enamel frame. SICO Graduate #TT-B or approved equal							
23	Table, Activity, Rectangular, 30"x 60" (see specification section for detail)			23 of 31				

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
24	Table, Rectangular, Folding 30"x 60" heavy duty							
25	Table, Rectangular, Folding 36"x 72" heavy duty							
26	Table, Computer, 24"d x 60"w x 22"-35"h (see specification section for detail)							
27	Desk: Desk with 3-drawer pedestal and sculpted (or shaped) knee space drawer front to accommodate a computer keyboard. (Adden Roommate RM05PDSF or acceptable alternative) 24x 42 x 29.5							
28	Chest: 3 Drawer (Adden Roommate RM03W or acceptable alternative) 24x 36 x 29.5							
29	Low Loft, Bunkable Bed: with Hook Lock Spring and Steel Pin Post Connectors, (Adden Roommate RM07LLHLKP or acceptable alternative) 37 5/8 x 84 3/4 Height 36":36"							
30	Safety Rail for Low Loft, Bunkable Bed: (Adden Roommate RM07SR or acceptable alternative).							
31	Writing Desk: Writing desk with knee space pencil drawer. (Adden Roommate RM05NP36 or acceptable alternative) 24 x 36 x 29.5							
32	26 1/2" 4 Drawer Vertical File Cabinets, locking							
33	27 1/2" Deep 2 Drawer Vertical File Cabinets, locking			24 of 31				

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
34	Lateral File/Storage Cabinet, 30" Wide, 4-Drawer locking, 52 1/2"H x 30"W x 18 5/8"D							
35	Auditorim Seating Lancaster or Equivalent (see specification section for details)							
36	Drawing Table, CAD w/drawers (see specification for detail)							
37	Mobile storage island-double sided, with twelve clear trays, one side to have three shelves; other side has two shelves/each 18”w x 14”d x 12”h and twelve cubbies, on casters, overall dimensions: 48”w x 29”d x 29 ½”h, fully assembled. Jonti-Craft #04400JC or approved equal							
38	Four piece Kitchen set-Refrigerator, stove, cupboard and sink, birch construction, fully assembled. Jonti-Craft #40801JC or approved equal							
39	Table-24”square x 22”h, maple table legs, minimal assembly. Jonti-Craft #57222JC or approved equal							
40	Chair-14”h, maple finish, ladder back, ordered as a set of 2. Jonti-Craft #5914JC2 or approved equal							
41	Sand & Water Table-with cover and lower storage area, 42”w x 22”d x 24 ”h, birch frame, maple legs, 9” deep white plastic tub, heavy duty drainage faucet, birch ply cover. Jonti-Craft #2856JC or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
42	Shelving-starter, single faced 60”h x 36”w 10”d with oak face veneer back. Brodart #S1-979-SOO/SB-600-SOO or approved equal							
43	Shelving-starter, double faced non-mobile, 48”h x 36”w 20”d, with oak face veneer back. Brodart #S1-765-SOO/SB-603-SOO or approved equal							
44	Table-rectangular, 60”w x 36”d x 27 ½”h, with top thickness of at least 1” lumber core and legs of at least 2” solid hardwood. Brodart #94T-144-SOO or approved equal							
45	Chair-16” all wood construction, sled base. Brodart #B2-561-SOO or approved equal							
46	Notebook Security Cart, 16-module, 2-point locking system, 14-guage steel doors, 20-guage removable steel shelves, heavy-duty rubber wheels, security fasteners, adj wire retention clips, 20-outlet surge-protected power strip. Datamation Systems #DS-SHC-16-1/D or approved equal							
47	Table-54”w x 24”d x 30”h, chemical resistant top, oak wood four-leg frame, with apron, adjustable floor leveling glides, rubber leg boots. Diversified #P7202K30N or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
48	Table-mobile teacher lab style, 48”w x 24”d x 36”h, high pressure laminate top, solid oak, acrylic finish, four 4” locking casters, stainless steel hand-pump sink (GFI protected AC duplex electrical outlet, upright rods/crossbar and clamps, 25’ grounded extension cord, two 2 gallon water bottles and connecting hoses. Diversified #DIV-4111K or approved equal							
49	Stool-24”h, metal, four leg, 14” square seat, rubber with steel glide foot style. Lyon #1802 or approved equal							
50	Table-hardwood, art and drafting, 36”w x 24”d x 37 1/2”h, with a tilt top @ 36”w x 24”d, 3/4"-thick fiber resin top with heavy-duty tilt mechanism and pencil ledge, maple framing and legs with bolt-reinforced mortise and tenon joints for extra strength, hand-sanded and finished with sealer and multiple coats of lacquer for a durable finish. Adjustable floor glides, 2-piece fixed top. Ships assembled. Hann #WD50 or approved equal.							
51	Stool-24”h, 18 gauge round steel four leg frame, 14” round steel seat with 1/8” hardboard insert, polyethylene feet.Krueger #624 or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
52	Stool-24”h, oak wood, 13” diameter seat, four-leg frame, comes assembled. Hann #S-24-O or approved equal							
53	Cabinet-mobile art, 40”w x 42”h x 24”d, maple and birch construction, four 5” casters, removable storage caddy, lower drawer, Comes assembled. Hann #TAS-4042M or approved equal							
54	Cart-AV, adjustable height, 34-1/2"- 44-1/2"h x 32”w x 24”d, includes storage security box, four 3”casters. Balt Proview #82692 or approved equal							
55	Cart-Presentation, 40 ¼”h x 18”w x 30”d, black metal frame, four 3” casters. Balt #89759 or approved equal							
56	Cart-Utility, 26”-42”h x 29”w x 15”d, black steel frame, includes UL/CSA approved, 4-oputlet, surge-protected, electrical assembly with 25’ cord, cord winder, and a non-skid rubber mat. Balt #89842 or approved equal							
57	Lecture Seating-with tablet arm, fixed to the floor, plastic shell, I-beam tandem bolted to floor. American Seating 275 series or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
58	Auditorium Seating-double-walled, molded plastic seats and backs, three-quarter safety fold hinge and a back that articulates to 90 degrees, the horizontal steel beams are mounted on floor supported cast iron pedestals. American Seating Dimension 674 or approved equal							
59	Library - Student Chairs Thermoplastic Fixed Back - Bola Teen Chairs #45015 or approved equal							
60	Library - Student Chairs Thermoplastic Chair - Rascal #65003 or approved equal							
61	Library - Student Chairs - Sled Base Chair - Artco Bell Discover Series or approved equal							
62	Library - Student Chairs - Wooden Community Oak Chair							
63	Library - Task Chairs - No Arms - Grade III Fabric High Point #500 or approved equal							
64	Library - Mobile Book Case - Mobile Shelving D/F 42"H x 24"D Oak Construction & 3" Casters, 2-Adjustable & 2-Fixed Shelves 6 Steel Dividers On Each Shelf - Bookmark#21-4824-MOB or approved equal							
65	Library - Media Table 42"W x 42"L x 27"H -HPL Top, Standard Edge Oak - BookMark Table #B4242T-27 or approved equal							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
66	Library Shelving - Modular Shelving - 30 " High Single Sided - 30"H x 36"W x 10-1/2"D Adder - 30" high single sided shelving unit includes top, toe plate, one bottom and one mid shelf - Bookmark 31 Series or approved equal (see specification section for detail)							
67	Library Shelving - Modular Shelving - 30 " High Single Sided - 30"H x 36"W x 12-1/2"D Adder - 30" high single sided shelving unit includes top, toe plate, one bottom and one mid shelf - Bookmark 31 Series or approved equal (see specification section for detail)							
68	Library Shelving - Modular Shelving - 72 " High Single Sided - 72"H x 36"W x 10-1/2"D Adder - 72" high single sided shelving unit includes toe plate, one bottom and four adjustable shelves - Bookmark 31 Series or approved equal (see specification section for detail)							
69	Library Shelving - Modular Shelving - 42 " High Double Sided - 42"H x 37"W x 20"D Mobile - 42" high double sided shelving unit includes top, two toe plates, two bottom and four adjustable shelves - Bookmark 31 Series or approved equal (see specification section for detail)							

Item #	Description (Details contained in Specfication Section where noted)	Manufacturer / Model Number (being offered)	Tier 1 Price [$0-$15k]	Tier II Price [$15,001-$50k]	Tier III Price [$50,001-$100k]	Tier IV Price [$100,001-$250k]	Up Charge for Chrome (if applicable)	Down Charge No Padding (if applicalbe)
70	Library Shelving - Modular Shelving - 60 " High Double Sided Magazine Display - 60"H x 36"W x 24"D Adder - 60" high double sided magazine shelving unit includes two toe plates, six standard adjustable shelves and six pivoting magazine display shelves - Bookmark 31 Series or approved equal (see specification section for detail)							

Norfolk Public Schools
The cornerstone of a proudly diverse community

November 20, 2014

Request For Proposal # 15006FL

ADDENDUM # 1

IFB 15006FL: National IPA Educational Furniture

DATE AND TIME DUE: 02:00 P.M. ET ON DECEMBER 9, 2014

This Addendum forms a part of the Contract Documents and modifies the original Request For Proposal (RFP) dated October 29, 2014. It consists of five (5) pages. Acknowledge receipt of this Addendum in the space provided on the Norfolk Public Schools' Cover Page. Failure to do so may subject Offeror to disqualification.

Clarification/Modifications to the RFP Document:

1. Page 1, the NPS Cover Page, states that the proposals will be "publically opened and read". Delete this reference as the responses will not be publically opened and read.

2. Following are the Award Criteria and weights that will be used for evaluation

   - EXPERIENCE (Years in business, Number of clients, Revenue, Resources, Employee qualifications, Number of employees, etc.) – 15%
   - METHODOLOGY (How, What, When/Timeline, Where, Who/Support/Training, etc.) – 25%
   - NATIONAL IPA RESPONSE (Acceptance of Terms, Coverage area. Marketing Alliance, etc.) – 25%
   - PAST PERFORMANCE (References, Quality, Warranty/Follow-up, etc.) – 10%
   - PRICING (Catalogue Discount from List, Pricing book response, Handling Charges, Return Charges, Delivery charges, Installation Charges, Design charges and other charges that are added) – 25%

Purchases and Supply Department
800 E. City Hall Avenue –Room 1205 • Norfolk, Virginia 23510
phone: (757) 628-3880 • fax: (757)628-3871

NORFOLK PUBLIC SCHOOLS

Invitation for Bids # 15006FL
Addendum 1
Issue Date: November 20, 2014

Questions/Comments resulting from the pre-proposal conference held on 11/14/2014:

1. Must the responding supplier be able to support all geographical areas that are listed in the RFP? Answer: Suppliers are encouraged to respond with the geographic areas they are able to support effectively and efficiently. Suppliers' responses will be evaluated based on the Award Criteria to determine the response(s) that provides the best value.
2. My product shipping and installation costs may vary depending on the delivery location. Is it acceptable to charge additional amounts for service to select areas or States? Answer: It is permissible to provide a pricing structure with separate ancillary or add-on charges, however, the response must be very clear as to when the additional charges apply and how the charges are established. The pricing structure should be easily understood and easy to apply and evaluate.
3. Must the responding supplier be able to support all categories that are listed in the RFP? Answer: No. There are 18 categories and it is understood that some of these items may be a niche product and not provided by all suppliers

BID/PROPOSAL **PRE-BID ATTENDEES**		MANDATORY ☐ YES ☒ NO	
Meeting Date / Time: 11/14/14 10 AM ET		Meeting Location: Superintendent's Conference Room #1200	
Bid / Proposal # **15006FL**		Project Name: **Educational Furniture (National IPA)**	
Buyer	**Issue Date**	**Due Date**	**Time Due**
Fred Ledbetter / Melinda Fenton	10/29/14	**12/09/14**	2:00:00 PM ET
Print Name / Company Represented	**Office Phone**	**Cell / Mobile Phone**	**E-Mail Address**
Fred Ledbetter / Norfolk Public Schools	757-628-3476		fledbetter@npsk12.com
Kristen Del Sordo American Office	757 419-3507		KdelSordo@americanoffice.com
Sylvia Walton, Hertz Furniture	828-275-8402	→	Sylvia@hertzfurniture.com
Melisse Menchel Delta Graphic, Inc	804-748-6448		mmenchel@deltagraphic.inc
Peggy D'Epiro Delta Graphic Inc	804-748-6448		pdepiro@delta graphic.com
Bobbie Flynn NPS	757-628-3895		bflynn@nps.k12.va.us
Amy Waldrop Mega Office Furn.	757-461-7300		awaldrop@tsrcinc.net
Michael Schwalm National IPA	972-910-6629	717-571-8146	mschwalm@provistaco.com
Michael Henahan School Specialty	757-478-9640	same	Michael.Henahan@schoolspecialty.com
Dan Conaty Exemplis Corporation - SitOwIt seating	202.658.9258	same	dconaty@exemplis.com
Lisa Insley Creative	757-663-8070		LINSLEY@creative-va.com
Tommy Smigiel / NPS	757-628-0040		tsmigiel@nps.k12.va.us

BID/PROPOSAL **PRE-BID ATTENDEES** (Page 2)		Bid / Proposal # **15006FL**	
Print Name / Company Represented	Office Phone	Cell / Mobile Phone	E-Mail Address
Melinda Fenton Norfolk Public Schools	628-2757		mfenton1@npsk12.com
Carla Smith Virginia Beach City Public Schools	263-1136		carla.smith@vbschools.com
ON PHONE:			
Al Piper National IPA			
Sarah Vavra National IPA			
Ken Heckman National IPA			

Pre-Proposal Conference Agenda – RFP-15006FL Educational Furniture:

Norfolk Public Schools Administration Building, 800 E City Hall AVE, Norfolk, VA 23510

10:00 AM ET

REV 11-14-2014

1. Welcome (Fred Ledbetter, Purchases & Supply, Norfolk Public Schools)
2. Identify Project (RFP-15006FL,Educational Furniture K12-Higher Learning through National IPA)
3. Review Timeline
    a. RFP Posting - (10-29-2014)
    b. RFP Closing & Opening of Responses – (12-09-2014/2:00 PM ET)
    c. Estimated Award Date - (01-26-2015)
    d. Start Date for Contract – (03-05-2015)
4. Discuss Major Points:
    a. Project Details
    b. Statement of Work / Statement of Needs
    c. Award Criteria - (Experience, Methodology, National IPA Response, Past Performance, and Pricing) (Note: Weights will be published as part of Addendum)
    d. References – Similar requirements, current (past 5 years), List Contract Amount, provide title/phone/e-mail/company name of reference
    e. Proprietary Information
        i. Cannot identify entire response as proprietary...will cause entire proposal to be classed as Non-Responsive.
        ii. Specific Areas must be marked as Proprietary/Trade Secret
        iii. Redacted versions must be provided in hard copy and electronic formats
    f. Proposal Corrections must be Initialed & Dated
    g. Debarment, SCC, Anti-Collusion Forms must be completed and returned
    h. Requests for Samples / Additional Information
    i. Interviews / Presentations (In Person or by Phone)
    j. RFP Package must be delivered ON-TIME to Room 1205, 800 E City Hall AVE
        i. Late Proposals will not be accepted
        ii. Must be properly addressed and identified (See Attachment 4)
        iii. Proposals submitted by facsimile or e-mail will not be accepted
    k. Questions are accepted up to 5 business days prior to RFP Closing
        i. No Calls
        ii. E-Mail acceptable
    l. Questions are submitted to Purchasing Contact (fledbetter@npsk12.com)
    m. Description of work area / delivery / logistics
5. Additional Information (Al Piper, National IPA) – Describe interaction with National IPA
6. Close (Fred Ledbetter)
    a. Any Additional Comments?
    b. Questions?
    c. Reinforce or Include Items needing clarification or more details
    d. Remind of Proposal Due Date - (12-09-2014/2:00 PM ET)
    e. Remind of Location to Send – Room #1205 800 E City Hall AVE, Norfolk, VA 23510