

Region 4 Education Service Center (ESC)

Contract # R191814

for

Furniture, Installation and Related Services

with

Safco Products Co.

Effective: May 1, 2020

The following documents comprise the executed contract between the Region 4 Education Service Center and the Safco Products Co. effective May 1, 2020:

- I. Vendor Contract and Signature Form
- II. Supplier's Response to the RFP, incorporated by reference

APPENDIX A

CONTRACT

*This Contract ("Contract") is made as of April 28, 2020 by and between _____
Safco Products Co. _____ ("Contractor") and Region 4 Education Service Center
("Region 4 ESC") for the purchase of Furniture, Installation, and Related Services ("the products
and services").*

RECITALS

WHEREAS, Region 4 ESC issued Request for Proposals Number RFP #19-18 for Furniture, Installation, and Related Services ("RFP"), to which Contractor provided a response ("Proposal"); and

WHEREAS, Region 4 ESC selected Contractor's Proposal and wishes to engage Contractor in providing the services/materials described in the RFP and Proposal;

WHEREAS, both parties agree and understand the following pages will constitute the Contract between the Contractor and Region 4 ESC, having its principal place of business at 7145 West Tidwell Road, Houston, TX 77092.

WHEREAS, Contractor included, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that, if agreed to by Region 4 ESC, said exceptions or deviations are incorporated into the Contract.

WHEREAS, this Contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Contract will provide that any 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") may purchase products and services at prices indicated in the Contract upon the Public Agency's registration with OMNIA Partners.

- 1) Term of agreement. The term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the right to renew the Contract for two (2) additional one-year periods or portions thereof. Region 4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region 4 ESC's intent renew the Contract. Contractor may elect not to renew by providing three hundred sixty-five days' (365) notice to Region 4 ESC. Notwithstanding the expiration of the initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may mutually agree to extend the term of this Agreement. Contractor acknowledges and understands Region 4 ESC is under no obligation whatsoever to extend the term of this Agreement.
- 2) Scope: Contractor shall perform all duties, responsibilities and obligations, set forth in this agreement, and described in the RFP, incorporated herein by reference as though fully set forth herein.

- 3) Form of Contract. The form of Contract shall be the RFP, the Offeror's proposal and Best and Final Offer(s).
- 4) Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail:
 - i. This Contract
 - ii. Offeror's Best and Final Offer
 - iii. Offeror's proposal
 - iv. RFP and any addenda
- 5) Commencement of Work. The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives a purchase order for such work or is otherwise directed to do so in writing by Region 4 ESC.
- 6) Entire Agreement (Parol evidence). The Contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 7) Assignment of Contract. No assignment of Contract may be made without the prior written approval of Region 4 ESC. Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).
- 8) Novation. If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party. A change of name agreement will not change the contractual obligations of Contractor.
- 9) Contract Alterations. No alterations to the terms of this Contract shall be valid or binding unless authorized and signed by Region 4 ESC.
- 10) Adding Authorized Distributors/Dealers. Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.
- 11) TERMINATION OF CONTRACT
 - a) Cancellation for Non-Performance or Contractor Deficiency. Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period. Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any obligation, term or condition of the contract. Region 4 ESC may issue a written deficiency notice to Contractor for acting or failing to act in any of the following:
 - i. Providing material that does not meet the specifications of the Contract;
 - ii. Providing work or material was not awarded under the Contract;
 - iii. Failing to adequately perform the services set forth in the scope of work and specifications;

- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the Contract or giving Region 4 ESC reason to believe Contractor will not or cannot perform the requirements of the Contract; or
- vi. Performing work or providing services under the Contract prior to receiving an authorized purchase order.

Upon receipt of a written deficiency notice, Contractor shall have ten (10) days to provide a satisfactory response to Region 4 ESC. Failure to adequately address all issues of concern may result in Contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by Contractor under the Contract shall immediately become the property of Region 4 ESC.

- b) Termination for Cause. If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor will become the property of the Region 4 ESC. If such event does occur, Contractor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.
- c) Delivery/Service Failures. Failure to deliver goods or services within the time specified, or within a reasonable time period as interpreted by the purchasing agent or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the Contract to be terminated. In the event Region 4 ESC must purchase in an open market, Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for all expenses incurred.
 - i) Additional Delivery/Installation Charges: Contractor may enter into additional negotiations with a purchasing agency for additional delivery or installation charges based on onerous conditions. Additional delivery and/or installation charges may only be charged if mutually agreed upon by the purchasing agency and Contractor and can only be charged on a per individual project basis.
- d) Force Majeure. If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty.

- e) Standard Cancellation. Region 4 ESC may cancel this Contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.
- 12) Licenses. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by Contractor. Contractor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Contract. Region 4 ESC reserves the right to stop work and/or cancel the Contract if Contractor's license(s) expire, lapse, are suspended or terminated.
- 13) Survival Clause. All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract.
- 14) Delivery. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. The order may be canceled if the estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. Destination and shall be included in all pricing offered unless otherwise clearly stated in writing.
- 15) Inspection & Acceptance. If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.
- 16) Payments. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 17) Price Adjustments. Should it become necessary or proper during the term of this Contract to make any change in design or any alterations that will increase price, Region 4 ESC must be notified immediately. Price increases must be approved by Region 4 ESC and no payment for additional materials or services, beyond the amount stipulated in the Contract shall be paid without prior approval. All price increases must be supported by manufacturer documentation, or a formal cost justification letter. Contractor must honor previous prices for thirty (30) days after approval and written notification from Region 4 ESC. It is the Contractor's responsibility to keep all pricing up to date and on file with Region 4 ESC. All price changes must be provided to Region 4 ESC, using the same format as was provided and accepted in the Contractor's proposal.
- Price reductions may be offered at any time during Contract. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all users equally; 2) reduction is for a specific period, normally not less than thirty (30) days; and 3) original price is not exceeded after the time-limit. Contractor shall offer Region 4 ESC any published price reduction during the Contract term.
- 18) Audit Rights. Contractor shall, at its sole expense, maintain appropriate due diligence of all purchases made by Region 4 ESC and any entity that utilizes this Contract. Region 4 ESC reserves the right to audit the accounting for a period of three (3) years from the time such

purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Region 4 ESC shall have the authority to conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct an extensive audit of Contractor's pricing at Contractor's sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 4 ESC.

- 19) Discontinued Products. If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 20) New Products/Services. New products and/or services that meet the scope of work may be added to the Contract. Pricing shall be equivalent to the percentage discount for other products. Contractor may replace or add product lines if the line is replacing or supplementing products, is equal or superior to the original products, is discounted similarly or greater than the original discount, and if the products meet the requirements of the Contract. No products and/or services may be added to avoid competitive procurement requirements. Region 4 ESC may require additions to be submitted with documentation from Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 4 ESC may reject any additions without cause.
- 21) Options. Optional equipment for products under Contract may be added to the Contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 22) Warranty Conditions. All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.
- 23) Site Cleanup. Contractor shall clean up and remove all debris and rubbish resulting from their work as required or directed. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean, safe and unobstructed condition.
- 24) Site Preparation. Contractor shall not begin a project for which the site has not been prepared, unless Contractor does the preparation work at no cost, or until Region 4 ESC includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.
- 25) Registered Sex Offender Restrictions. For work to be performed at schools, Contractor agrees no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contractor agrees a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at Region 4 ESC's discretion. Contractor must identify any additional costs associated with compliance of this

term. If no costs are specified, compliance with this term will be provided at no additional charge.

- 26) Safety measures. Contractor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Contractor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.
- 27) Smoking. Persons working under the Contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.
- 28) Stored materials. Upon prior written agreement between the Contractor and Region 4 ESC, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Region 4 ESC prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by the Contractor against loss and damage. Contractor agrees to provide proof of coverage and additionally insured upon request. Additionally, if stored offsite, the materials must also be clearly identified as property of Region 4 ESC and be separated from other materials. Region 4 ESC must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Region 4 ESC, it shall be the Contractor's responsibility to protect all materials and equipment. Contractor warrants and guarantees that title for all work, materials and equipment shall pass to Region 4 ESC upon final acceptance.
- 29) Funding Out Clause. A Contract for the acquisition, including lease, of real or personal property is a commitment of Region 4 ESC's current revenue only. Region 4 ESC retains the right to terminate the Contract at the expiration of each budget period during the term of the Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract.
- 30) Indemnity. Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the Contractor, Contractor employees or subcontractors in the preparation of the solicitation and the later execution of the Contract. Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas.
- 31) Marketing. Contractor agrees to allow Region 4 ESC to use their name and logo within website, marketing materials and advertisement. Any use of Region 4 ESC name and logo or any form of publicity, inclusive of press releases, regarding this Contract by Contractor must have prior approval from Region 4 ESC.
- 32) Certificates of Insurance. Certificates of insurance shall be delivered to the Region 4 ESC prior to commencement of work. The Contractor shall give Region 4 ESC a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. The Contractor shall require all subcontractors performing any work to maintain coverage as specified.
- 33) Legal Obligations. It is Contractor's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services and shall comply with all laws

while fulfilling the Contract. Applicable laws and regulation must be followed even if not specifically identified herein.

- 34) Tariff Surcharges: Contractor has the option to charge a surcharge, as an additional line item, if approved by the purchasing agency. All surcharges must be based on a percentage of total order and must be approved by Region 4 prior to use.

OFFER AND CONTRACT SIGNATURE FORM

The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing.

Company Name Safco Products Co.
Address 9300 West Research Center Rd
City/State/Zip New Hope, MN 55428
Telephone No. 763-536-6700
Email Address rickstanley@safcoproducts.com
Printed Name Rick Stanley
Title President
Authorized signature Rick Stanley

Accepted by Region 4 ESC:

Contract No. R191814

Initial Contract Term May 1, 2020 to April 30, 2023

Margaret S. Bass
Region 4 ESC Authorized Board Member

Margaret S. Bass

Print Name

4/28/2020

Date



Carmen T. Moreno
Region 4 ESC Authorized Board Member

Carmen T. Moreno

Print Name

4/28/2020

Date

Appendix B
TERMS & CONDITIONS ACCEPTANCE
FORM

Signature on the Offer and Contract Signature form certifies complete acceptance of the terms and conditions in this solicitation and draft Contract except as noted below with proposed substitute language (additional pages may be attached, if necessary). The provisions of the RFP cannot be modified without the express written approval of Region 4 ESC. If a proposal is returned with modifications to the draft Contract provisions that are not expressly approved in writing by Region 4 ESC, the Contract provisions contained in the RFP shall prevail.

Check one of the following responses:

- ☐ Offeror takes no exceptions to the terms and conditions of the RFP and draft Contract. *(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)*
- ☒ Offeror takes the following exceptions to the RFP and draft Contract. All exceptions must be clearly explained, reference the corresponding term to which Offeror is taking exception and clearly state any proposed modified language, proposed additional terms to the RFP and draft Contract must be included:

(Note: Unacceptable exceptions may remove Offeror's proposal from consideration for award. Region 4 ESC shall be the sole judge on the acceptance of exceptions and modifications and the decision shall be final.

If an offer is made with modifications to the contract provisions that are not expressly approved in writing, the contract provisions contained in the RFP shall prevail.)

| Section/Page | Term, Condition, or Specification | Exception/Proposed Modification | Accepted (For Region 4 ESC's use) |
|-----------------------|---|--|---|
| Exhibit F, Page 40 | Certification of Compliance with Buy America Provisions | To the extent offeror is notified that purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that it will supply only those products that comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition. Offeror supplies a broad product offering which includes specific Buy America Act compliant products. | noted |

| | | | |
|--------------------------|--|---|--|
| Exhibit B, #14 | Due date for admin fee payment | Safco can provide Omnia with a report 10 days following month end, but we need 10 more days before our payment is due. While we will do our best to comply with payment being due 10 days following month end, our payment cycle of fulfillment for all other admin fees is bi-weekly on the second Thursday opposite payroll. | OMNIA Partners will discuss with Safco |
| Exhibit B, #14 | Payment of Admin Fee for Products/Services | Safco will pay the increase from 2% to 3% even though this is a higher admin than we previously paid for this contract, and exceeds any other state or federal contract we hold, but we request to report and pay this admin fee on product only. | OMNIA Partners will discuss with Safco |
| Appendix A #14) Delivery | Freight prepaid, F.O.B. Destination | All deliveries shall be freight prepaid, F.O.B. Origin and shall be included in all pricing offered. | acceptable |
| Appendix A #14) Delivery | Conforming product shall be shipped within 7 days of receipt of Purchase Order | In stock, distributed product will ship within 3 days, and stocked colors of manufactured product will ship within 2 weeks, but based on the schedules of the preferred carriers and consolidation points, delivery may take an additional 3-7 business days depending on the distance traveled. Out of stock product will be immediately disclosed to the customer and they will have the option to cancel the order if the ship date is not acceptable. | acceptable |
| Appendix A #14) Delivery | Conforming product shall be shipped within 7 days of receipt of Purchase Order | Lead time for manufactured and configured product exceeds 7 days. A lead time schedule is attached to Exhibit B, Tab 1 for our standard lead times and exceptions. We try to reduce lead times whenever possible, the attached lead times are consistent with industry standard for similar product. Based on the schedules of the preferred carriers and consolidation points, delivery may take an additional 3-7 business days depending on the distance traveled. | acceptable |
| Page 11, #22 | Samples shall be furnished, free of cost, within seven (7) days after receiving notice of such request | Lead time for manufactured and configured samples may exceed 7 days. A lead time schedule is attached to Exhibit B, Tab 1 for our standard lead times and exceptions. While we try to prioritize sample requests, some requests may need to exceed 7 days. Based on the schedules of the preferred carriers and consolidation points, delivery may take an additional 3-7 business days depending on the distance traveled. | acceptable |
| Appendix C, Document #6 | Diverse Vendor Certification Program | Safco does not record diversity classifications for our subcontractors. While this has not historically been our focus, we will survey the authorized dealers from the previous Omnia_NIPA contract and/or provide certifications upon request. | noted |

APPENDIX A

DRAFT CONTRACT

This Contract ("Contract") is made as of 12/3, 2020 by and between Safco Products Co. ("Contractor") and Region 4 Education Service Center ("Region 4 ESC") for the purchase of office furniture & related products/("the products and services").

RECITALS

WHEREAS, Region 4 ESC issued Request for Proposals Number R_____ for _____ ("RFP"), to which Contractor provided a response ("Proposal"); and

WHEREAS, Region 4 ESC selected Contractor's Proposal and wishes to engage Contractor in providing the services/materials described in the RFP and Proposal;

WHEREAS, both parties agree and understand the following pages will constitute the Contract between the Contractor and Region 4 ESC, having its principal place of business at 7145 West Tidwell Road, Houston, TX 77092.

WHEREAS, Contractor included, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that, if agreed to by Region 4 ESC, said exceptions or deviations are incorporated into the Contract.

WHEREAS, this Contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Contract will provide that any 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") may purchase products and services at prices indicated in the Contract upon the Public Agency's registration with OMNIA Partners.

- 1) **Term of agreement.** The term of the Contract is for a period of three (3) years unless terminated, canceled or extended as otherwise provided herein. Region 4 ESC shall have the right to renew the Contract for two (2) additional one-year periods or portions thereof. Region 4 ESC shall review the Contract prior to the renewal date and notify the Contractor of Region 4 ESC's intent renew the Contract. Contractor may elect not to renew by providing three hundred sixty-five days' (365) notice to Region 4 ESC. Notwithstanding the expiration of the initial term or any subsequent term or all renewal options, Region 4 ESC and Contractor may mutually agree to extend the term of this Agreement. Contractor acknowledges and understands Region 4 ESC is under no obligation whatsoever to extend the term of this Agreement.
- 2) **Scope:** Contractor shall perform all duties, responsibilities and obligations, set forth in this agreement, and described in the RFP, incorporated herein by reference as though fully set forth herein.

- 3) Form of Contract. The form of Contract shall be the RFP, the Offeror's proposal and Best and Final Offer(s).
- 4) Order of Precedence. In the event of a conflict in the provisions of the Contract as accepted by Region 4 ESC, the following order of precedence shall prevail:
- i. This Contract
 - ii. Offeror's Best and Final Offer
 - iii. Offeror's proposal
 - iv. RFP and any addenda
- 5) Commencement of Work. The Contractor is cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives a purchase order for such work or is otherwise directed to do so in writing by Region 4 ESC.
- 6) Entire Agreement (Parol evidence). The Contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.
- 7) Assignment of Contract. No assignment of Contract may be made without the prior written approval of Region 4 ESC. Contractor is required to notify Region 4 ESC when any material change in operations is made (i.e. bankruptcy, change of ownership, merger, etc.).
- 8) Novation. If Contractor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. Region 4 ESC reserves the right to accept or reject any new party. A change of name agreement will not change the contractual obligations of Contractor.
- 9) Contract Alterations. No alterations to the terms of this Contract shall be valid or binding unless authorized and signed by Region 4 ESC.
- 10) Adding Authorized Distributors/Dealers. Contractor is prohibited from authorizing additional distributors or dealers, other than those identified at the time of submitting their proposal, to sell under the Contract without notification and prior written approval from Region 4 ESC. Contractor must notify Region 4 ESC each time it wishes to add an authorized distributor or dealer. Purchase orders and payment can only be made to the Contractor unless otherwise approved by Region 4 ESC. Pricing provided to members by added distributors or dealers must also be less than or equal to the Contractor's pricing.
- 11) TERMINATION OF CONTRACT
- a) Cancellation for Non-Performance or Contractor Deficiency. Region 4 ESC may terminate the Contract if purchase volume is determined to be low volume in any 12-month period. Region 4 ESC reserves the right to cancel the whole or any part of this Contract due to failure by Contractor to carry out any obligation, term or condition of the contract. Region 4 ESC may issue a written deficiency notice to Contractor for acting or failing to act in any of the following:
- i. Providing material that does not meet the specifications of the Contract;
 - ii. Providing work or material was not awarded under the Contract;
 - iii. Failing to adequately perform the services set forth in the scope of work and specifications;

- iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
- v. Failing to make progress in performance of the Contract or giving Region 4 ESC reason to believe Contractor will not or cannot perform the requirements of the Contract; or
- vi. Performing work or providing services under the Contract prior to receiving an authorized purchase order.

Upon receipt of a written deficiency notice, Contractor shall have ten (10) days to provide a satisfactory response to Region 4 ESC. Failure to adequately address all issues of concern may result in Contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by Contractor under the Contract shall immediately become the property of Region 4 ESC.

- b) Termination for Cause. If, for any reason, Contractor fails to fulfill its obligation in a timely manner, or Contractor violates any of the covenants, agreements, or stipulations of this Contract Region 4 ESC reserves the right to terminate the Contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the Contractor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by Contractor will become the property of the Region 4 ESC. If such event does occur, Contractor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.
- c) Delivery/Service Failures. Failure to deliver goods or services within the time specified, or within a reasonable time period as interpreted by the purchasing agent or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the Contract to be terminated. In the event Region 4 ESC must purchase in an open market, Contractor agrees to reimburse Region 4 ESC, within a reasonable time period, for all expenses incurred.
 - i) Additional Delivery/Installation Charges: Contractor may enter into additional negotiations with a purchasing agency for additional delivery or installation charges based on onerous conditions. Additional delivery and/or installation charges may only be charged if mutually agreed upon by the purchasing agency and Contractor and can only be charged on a per individual project basis.
- d) Force Majeure. If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty.

- e) Standard Cancellation. Region 4 ESC may cancel this Contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.
- 12) Licenses. Contractor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by Contractor. Contractor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the Contract. Region 4 ESC reserves the right to stop work and/or cancel the Contract if Contractor's license(s) expire, lapse, are suspended or terminated.
- 13) Survival Clause. All applicable software license agreements, warranties or service agreements that are entered into between Contractor and Region 4 ESC under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Contractor shall survive expiration or termination of the Contract.
- 14) Delivery. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period, the Contractor must receive authorization for the delayed delivery. The order may be canceled if the estimated shipping time is not acceptable. All deliveries shall be freight prepaid, F.O.B. Destination and shall be included in all pricing offered unless otherwise clearly stated in writing.
- 15) Inspection & Acceptance. If defective or incorrect material is delivered, Region 4 ESC may make the determination to return the material to the Contractor at no cost to Region 4 ESC. The Contractor agrees to pay all shipping costs for the return shipment. Contractor shall be responsible for arranging the return of the defective or incorrect material.
- 16) Payments. Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.
- 17) Price Adjustments. Should it become necessary or proper during the term of this Contract to make any change in design or any alterations that will increase price, Region 4 ESC must be notified immediately. Price increases must be approved by Region 4 ESC and no payment for additional materials or services, beyond the amount stipulated in the Contract shall be paid without prior approval. All price increases must be supported by manufacturer documentation, or a formal cost justification letter. Contractor must honor previous prices for thirty (30) days after approval and written notification from Region 4 ESC. It is the Contractor's responsibility to keep all pricing up to date and on file with Region 4 ESC. All price changes must be provided to Region 4 ESC, using the same format as was provided and accepted in the Contractor's proposal.
- Price reductions may be offered at any time during Contract. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all users equally; 2) reduction is for a specific period, normally not less than thirty (30) days; and 3) original price is not exceeded after the time-limit. Contractor shall offer Region 4 ESC any published price reduction during the Contract term.
- 18) Audit Rights. Contractor shall, at its sole expense, maintain appropriate due diligence of all purchases made by Region 4 ESC and any entity that utilizes this Contract. Region 4 ESC reserves the right to audit the accounting for a period of three (3) years from the time such

purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. Region 4 ESC shall have the authority to conduct random audits of Contractor's pricing at Region 4 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 4 ESC is made aware of any pricing being offered that is materially inconsistent with the pricing under this agreement, Region 4 ESC shall have the ability to conduct an extensive audit of Contractor's pricing at Contractor's sole cost and expense. Region 4 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 4 ESC.

- 19) Discontinued Products. If a product or model is discontinued by the manufacturer, Contractor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.
- 20) New Products/Services. New products and/or services that meet the scope of work may be added to the Contract. Pricing shall be equivalent to the percentage discount for other products. Contractor may replace or add product lines if the line is replacing or supplementing products, is equal or superior to the original products, is discounted similarly or greater than the original discount, and if the products meet the requirements of the Contract. No products and/or services may be added to avoid competitive procurement requirements. Region 4 ESC may require additions to be submitted with documentation from Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 4 ESC may reject any additions without cause.
- 21) Options. Optional equipment for products under Contract may be added to the Contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.
- 22) Warranty Conditions. All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.
- 23) Site Cleanup. Contractor shall clean up and remove all debris and rubbish resulting from their work as required or directed. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean, safe and unobstructed condition.
- 24) Site Preparation. Contractor shall not begin a project for which the site has not been prepared, unless Contractor does the preparation work at no cost, or until Region 4 ESC includes the cost of site preparation in a purchase order. Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.
- 25) Registered Sex Offender Restrictions. For work to be performed at schools, Contractor agrees no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Contractor agrees a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at Region 4 ESC's discretion. Contractor must identify any additional costs associated with compliance of this

term. If no costs are specified, compliance with this term will be provided at no additional charge.

- 26) Safety measures. Contractor shall take all reasonable precautions for the safety of employees on the worksite and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Contractor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.
- 27) Smoking. Persons working under the Contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.
- 28) Stored materials. Upon prior written agreement between the Contractor and Region 4 ESC, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to Region 4 ESC prior to payment. Such materials must be stored and protected in a secure location and be insured for their full value by the Contractor against loss and damage. Contractor agrees to provide proof of coverage and additionally insured upon request. Additionally, if stored offsite, the materials must also be clearly identified as property of Region 4 ESC and be separated from other materials. Region 4 ESC must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary. Until final acceptance by Region 4 ESC, it shall be the Contractor's responsibility to protect all materials and equipment. Contractor warrants and guarantees that title for all work, materials and equipment shall pass to Region 4 ESC upon final acceptance.
- 29) Funding Out Clause. A Contract for the acquisition, including lease, of real or personal property is a commitment of Region 4 ESC's current revenue only. Region 4 ESC retains the right to terminate the Contract at the expiration of each budget period during the term of the Contract and is conditioned on a best effort attempt by Region 4 ESC to obtain appropriate funds for payment of the contract.
- 30) Indemnity. Contractor shall protect, indemnify, and hold harmless both Region 4 ESC and its administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the Contractor, Contractor employees or subcontractors in the preparation of the solicitation and the later execution of the Contract. Any litigation involving either Region 4 ESC, its administrators and employees and agents will be in Harris County, Texas.
- 31) Marketing. Contractor agrees to allow Region 4 ESC to use their name and logo within website, marketing materials and advertisement. Any use of Region 4 ESC name and logo or any form of publicity, inclusive of press releases, regarding this Contract by Contractor must have prior approval from Region 4 ESC.
- 32) Certificates of Insurance. Certificates of insurance shall be delivered to the Region 4 ESC prior to commencement of work. The Contractor shall give Region 4 ESC a minimum of ten (10) days' notice prior to any modifications or cancellation of policies. The Contractor shall require all subcontractors performing any work to maintain coverage as specified.
- 33) Legal Obligations. It is Contractor's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services and shall comply with all laws

while fulfilling the Contract. Applicable laws and regulation must be followed even if not specifically identified herein.

- 34) Tariff Surcharges: Contractor has the option to charge a surcharge, as an additional line item, if approved by the purchasing agency. All surcharges must be based on a percentage of total order and must be approved by Region 4 prior to use.

OFFER AND CONTRACT SIGNATURE FORM

The undersigned hereby offers and, if awarded, agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing.

Company Name Safco Products Co.
Address 9300 West Research Center Rd
City/State/Zip New Hope, MN 55428
Telephone No. 763-536-6700
Email Address rickstanley@safcoproducts.com
Printed Name Rick Stanley
Title President
Authorized signature Rick Stanley

Accepted by Region 4 ESC:

Contract No. _____

Initial Contract Term _____ to _____

Region 4 ESC Authorized Board Member

Date

Print Name

Region 4 ESC Authorized Board Member

Date

Print Name



| Product Category | Product Line | Lead time December 4th |
|----------------------|--|------------------------------|
| Tables | Flip-n-Go®, Sync™, Bistro Series™ | 3 weeks |
| Tables | Cohere™ Series | 6 weeks |
| Tables | All other tables (excluding the above) ML with Top, XR-Series, E-Series, Meeting Plus™, T- | 8 weeks |
| Drafting | Ranger® Steel 4-Post Drafting Tables | 5 weeks |
| Modular Desking | e5™ Series | 6 weeks |
| Moduar Desking | CSII™ | 5 weeks |
| Modular Wall | Keep™ | 7 weeks |
| Technology Furniture | TechWorks® | 5 weeks |
| Technology Furniture | Maytrix® | 5 weeks |
| High Density | Mobile 1000™ | 5 weeks |
| High Density | Mobile Lite w/ 4 Post | 5 weeks |
| High Density | Mobile Lite | 4 weeks |
| High Density | Kwik Track w/ 4 Post | 5 weeks |
| High Density | Kwik Track | 5 weeks |
| High Density | 4 Post | 5 weeks |
| High Density | Flip-n-File™ | 5 weeks |
| High Density | Forms and Storage Cabinets | 5 weeks |
| High Density | File Harbor | 5 weeks |
| High Density | ARC® Rotary | 5 weeks |
| Mailroom | Mailflow® | 8 weeks |
| Mailroom | Mailflow-to-Go® | 6 weeks |
| Files | Pedestals and Laterals | 7 weeks |

Look to reduce target lead time more in 2020

Please Note:

Any order over \$20K (net) needs to have the lead time quoted

Special Order laminate or fabric/COM - longer lead times may apply

Orders with products of varying lead times (e.g.: Sync Tables-4 weeks and Mailflow - 8 weeks), will receive the longer lead time for the entire order. Sales orders would need to be split to ship the lower lead time item, if

a) Products/Services/Pricing

i. Offerors shall provide pricing based on a discount from a manufacturer's price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, those different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. Offerors may elect to limit their proposals to any category or categories.

Pricing file is electronically submitted at 58.5% discount off Safco June 2019 price list index. There are no ineligible items from the price list or product limitations from the categories proposed in this submission.

ii. Include an electronic copy of the catalog from which discount, or fixed price, is calculated. Electronic price lists must contain the following: (if applicable)

Electronic price file is attached to Tab 2, submitted on a flash drive. This price file contains all of the information requested below. A published June 2019 price book with detailed specifications is at the link, <http://www.safcoproducts.com/products/literature---finish-samples/price-list-file>

- **Manufacturer part #**
- **Offeror's Part # (if different from manufacturer part #)**
- **Description**
- **Manufacturers Suggested List Price and Net Price**
- **Net price to Region 4 ESC (including freight)**

Media submitted for price list must include the Offerors' company name, name of the solicitation, and date on a Flash Drive (i.e. Pin or Jump Drives).

Media submitted for price list includes all of the required information.

iii. Is pricing available for all products and services?

Pricing is available for all products and services.

i. Please provide pricing for services based on a range, from minimum price per hour to maximum price per hour, with a not to exceed on the maximum price per hour charge.

I reached out to installers all over the country and received varying ranges, since this is a national contract and install wages vary by state, product line, size, logistics, scope, and level of difficulty. The prevailing wage will have to be a percentage increase, over standard delivery, and the union wage will require an additional percentage beyond that. Trip charges will be converted from mile to man hours. The install can change depending on the requirement of the number of installers, so take the estimate per man hours and multiply it by the number of people required. The percentage per year upcharge is 3% per year the contract is in place, and will be applied to both the minimum and maximum per man hour to get a new range.

The definition of standard delivery and installation is unpacking, full assembly, ready-to-use, installed in designated room, and dunnage removed. Standard charges will be during normal hours of operation, without union wages or prevailing wage. This service is often charged in conjunction with inside delivery. If an elevator is unable to be used on an installation for any location above or below ground floor, additional charges may be assessed. Installation charges are negotiated separately between the customer and the authorized dealer using the estimates per man hour proposed in the solicitation. This range of estimates for installation is attached to Tab 2.

iv. Describe any shipping charges.

Freight is prepaid dock to dock within the 48 contiguous US. Most of our authorized dealers are able to accept shipment on behalf of the customer, which is negotiated separately with the dealer as a trip charge/delivery charge. If not, and the delivery must ship direct to the end user and delivery address does not have a dock: Requests for inside delivery and lift gate services should be included on original purchase orders. A charge for inside delivery and lift gate/tailgate will be added to the invoice and may be based on order volume, if the order exceeds 5 pieces. Currently Inside delivery and liftgate are \$50.00 each. We only charge what the carrier charges us, so if the carrier takes an accessorial charge increase, we reserve the right to pass that on to the customer that does not have access to a dock. Our current carrier charges for accessorial services are updated on our website and printed on the inside cover of our commercial price list.

Shipping

i. Describe delivery charges along with definitions for:

1. Dock Delivery

Dock delivery is defined as shipping to a delivery location that has a dock that can accept a full truckload. The driver does not assist in unloading a dock delivery. Freight is prepaid FOB origin, dock to dock within the 48 contiguous US.

2. Inside Delivery

Carrier inside delivery is defined as when carrier moves all or part of a shipment to a position beyond the point directly accessible or immediately adjacent to the delivery vehicle, usually inside the first enclosure. Dealer assisted inside delivery is when the product gets shipped to a dealer/installer and the product is taken from that location and delivered to the customer's point of use. This is negotiated separately with the dealer as a trip charge/delivery charge using the estimate per man hours submitted in this solicitation. If an elevator is unable to be used on an installation for any location above or below ground floor, additional charges may be assessed.

3. Deliver and Install

This includes unpacking, full assembly, ready-to-use, installed in designated room, and dunnage removed. Standard charges will be during normal hours of operation, without union wages or prevailing wage. This service is often charged in conjunction with inside delivery. Installation charges are negotiated separately between the customer and the authorized dealer using the estimates per man hour proposed in the solicitation.

v. Provide pricing for warranties on all products and services.

Safco offers a Limited Lifetime Warranty with limitations on some products being bid. Warranty information and limitations are accessible via our website and listed inside the cover of our price list. A copy of our commercial warranty is attached to Tab 2 and the current warranty is updated at the link, <http://www.safcoproducts.com/warranty-statement>.

Safco's warranty pledges excellence in the quality of our products. It helps protect our customers' investments and extends our continuing dedication to our customers after their initial investment. We pledge to repair or replace, at Safco's option, any Safco product or component that is defective in material or workmanship for as long as the original purchaser owns it. As a manufacturer, we don't install product, instead we depend on our authorized dealers to provide warranty labor. This labor is provided at no additional charge to the customer, provided warranty is for the original purchaser within the first year of use, and is no fault of the customer. After the initial year, the labor will be negotiated separately, but the product will still be replaced at no charge per the warranty limitations. We do not cover labor for freight damaged furniture that was not signed for as damaged .

vi. Describe any return and restocking fees.

All merchandise requested to be exchanged or returned must first be issued a Return Goods Authorization (RG) number. All returned product must be packed in the original cartoning and in sellable condition. Product that has been installed cannot be returned. Applicable product must be returned within 30 days of return authorization date or RG will be canceled. No restocking fees or freight may be charged to Omnia members only if an item is returned due to damage, incorrect product shipped or Vendor customer service order entry error. Restocking fees for all other reasons, provided issue is not the fault of the manufacturer, shall be capped at 25% of the value of the items that require restocking, and the customer is required to pay for the return freight costs. Product must be returned in good condition. If product is poorly packaged and damaged, Safco will not issue credit. If the customer wants an exchange instead of a credit, exchanged product will then be reordered using the credit for the return or the customer can provide a new purchase order.

vii. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc.

Safco will discuss additional discounts for orders over \$100,000 net on a case by case basis depending on the category and any special needs required. Any requests for volume discounting on a project exceeding \$250,000 net will prompt the State/Local Contract Sales Manager to request a reduced admin fee from Omnia Partners for the project.

viii. Describe how customers verify they are receiving Contract pricing.

The order must state that the Omnia contract is being used. Safco order processing will automatically apply the correct discount. Every contract order is reviewed to ensure the proper discount and terms and conditions are applied. The pricing will be available through the Safco Omnia website once it is created so all entities can verify correct pricing. It will also be communicated to all dealers and sales reps. We will maintain a single discount for the entire price list. An excel price list index is attached to Tab 2. In addition, the customer can request a formal quote from Safco to ensure they are receiving accurate pricing.

ix. Describe payment methods offered.

We accept the following –

Checks

Credit Card (Visa, MC, AMEX, Discover)

ACH/EFT Payments

Wire Payments

x. Propose the frequency of updates to the Offeror's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract.

Safco has historically taken an annual organic price increase of 3-5%. In addition to raw materials, we see increases in industry sustainability compliance and regulations, labor, insurance, benefits, and transportation. Recently, the government sanctioned Force Majeure tariffs have required additional price list increase requests on some imported products or components. If the tariff is lifted, the tariff increase is removed and the pricing is resubmitted for approval. Safco will publish an excel price list with columns for model number (sku), description, list price, and Omnia net, on the Safco Omnia website once it is approved. The discount off list will not change.

xi. Describe how future product introductions will be priced and align with Contract pricing proposed.

Future product introductions will be priced with the approved discount structure already in place using the already awarded categories. Prior to selling this product on the Omnia contract, the new product will be submitted for approval, and available in the following published price list.

xii. Provide any additional information relevant to this section.

Safco has no additional information to provide.

Not to Exceed Pricing. Region 4 ESC requests pricing be submitted as not to exceed pricing. Unlike fixed pricing, the Contractor can adjust submitted pricing lower if needed but, cannot exceed original pricing submitted. Contractor must allow for lower pricing to be available for similar product and service purchases. Cost plus pricing as a primary pricing structure is not acceptable.

Safco has no objection to not to exceed product pricing and not to exceed standard installation pricing as submitted in question #16.



The definition of standard delivery and installation is unpacking, full assembly, ready-to-use, installed in designated room, and dunnage removed. Standard charges will be during normal hours of operation, without union wages or prevailing wage. This service is often charged in conjunction with inside delivery. If an elevator is unable to be used on an installation for any location above or below ground floor, additional charges may be assessed. Installation charges are negotiated separately between the customer and the authorized dealer using the estimates per man hour proposed in the solicitation. The range of estimates for installation is shown below.

| State/region | Minimum per man hour | Maximum per man hour | Prevailing Wage upcharge over standard | Union Wage upcharge over standard |
|--------------------|----------------------|----------------------|--|-----------------------------------|
| NJ/PA/NY/CT (EAST) | \$50.00 | \$75.00 | X 2 | X 3 |
| MI (CENTRAL) | \$59.00 | \$70.00 | X 1.5 | X 2 |
| MN (CENTRAL) | \$48.00 | \$60.00 | X 2 | X 3 |
| North TX (SOUTH) | \$40.00 | \$70.00 | X 1.5 | X 2 |
| GA (SOUTHEAST) | \$45.00 | \$70.00 | X 1.5 | X 2 |
| CA, AZ, NV (WEST) | \$38.00 | \$65.00 | X 1.5 | X 2 |

Estimate:

Standard installation range falls between a **minimum \$38 per man hour to a maximum \$75 per man hour**. This is a national contract and install wages vary by state, product line, size, logistics, scope, and level of difficulty. The **not to exceed installation amount for standard delivery (not to include prevailing or union wage) is \$75 per man hour**, in the first contract year. The prevailing wage as shown above will be a percentage increase, over standard delivery, and the union wage will require an additional percentage beyond that. Trip charges will be charged as man hours. If the installation requires more than one installer, the range of estimates per man hours will be multiplied by the number of people required. The percentage per year upcharge is 3% per year the contract is in place, and will be applied to both the minimum and maximum per man hour to get a new range through the expiration of the contract.

Variables to consider:

Location/State install is being performed in

Union or non-union

Prevailing Wage or Non-prevailing wage

Freestanding or attached to the building

Size of project

Elevator or no elevator

Scope of project

Level of Difficulty

Number of people required

Logistics

Upcharge for inflation per additional year

Our warranty pledges excellence in the quality of our products. It helps protect our customer's investments and extends our continuing dedication to our customers after their initial investment.

LIMITED LIFETIME WARRANTY

Safco® warranty obligation: We pledge to repair or replace, at Safco's option, any Safco product or component that is defective in material or workmanship for as long as you, the original purchaser, own it. This warranty is subject to the provisions below.

LIABILITY LIMITATIONS

The following listed parts, components and supplies are covered under warranty in accordance with the below schedule following the product purchase date.

Ten Years: Seating controls and cylinders, Rumba™, Cha-Cha™, electric height-adjustable table series laminates, and wood seating components. All parts (excluding motor) on the XR, ML, E and LT-Series Height-Adjustable Tables.

Seven Years: Motor on XR-Series Height-Adjustable Tables.

Five Years: Glides, casters, polymer-based components, seating upholstery (fabrics and leather), foam, armrests, chrome seating components, user-adjustable work surface mechanisms, laminates, veneer finishes and other covering materials, drawer glides, electrical components, e5™ product line, Event Series, cabinets or mobile systems, components that are either moving parts or controls (guides that are in contact with moving parts), and motors on the ML-Series, E-Series, and LT-Series Height-Adjustable Tables.

Three Years: Outdoor Products (Entourage™, Evos™, Canmeleon™ and CoGo™ Product Lines), High Density 4-Post wire shelving and wire components, and electrical components.

One Year: Mogo Seat

WARRANTY SUBJECT TO EXCLUSIONS

Exclusions pertaining to this warranty are as follows but are not limited to:

- Normal wear and tear
- Product or product components utilized with the intent to rent or lease
- Freight damages: Safco is not liable for any product damages sustained during shipping or handling operations. Safco provides specific policies and requirements regarding shipping and handling, and reserves the right to review and address product distribution matters separately.
- Product negligence: A product is not considered defective due to misuse or improper installation. Safco products must be installed, used and maintained in accordance with product instructions and warnings.
- Alterations or attachments to the product that were not approved by Safco
- All COM Fabric is not covered under this warranty
- All corrugated products or components
- Use of non-multiple shift products for multiple shifts

Safco's warranty obligation is limited to normal use upon receipt of our products.

SEATING USAGE

Normal commercial usage for seating is defined as the equivalent of a single shift, forty (40) hour work week. To the extent that a seating product is used in a manner exceeding this, the applicable warranty period will be reduced in a pro-rata manner.

Models warranted for multiple shifts:

- Task Master® Industrial Series
- Soft Tough™ Series
- WorkFit™ Polyurethane Series
- Uber™ Series (500 lbs.)
- Alday™ Intensive-Use (500 lbs.)
- Vue™ Intensive-Use (500 lbs.)
- 24-Hour High Performance Chair (2424AG)

WARRANTY PROCEDURES

Please follow the warranty procedures described below:

1. Once a defect has been discovered, the original purchaser must contact Safco® immediately (within 30 days of defect detection), in writing, with the serial number(s) (if applicable), date code and model number from the product(s) in question.
2. Upon inspection of the product(s), Safco® will collect all relevant information necessary for review of the request.
3. Product replacement and replacement parts will be authorized by a Customer Care representative if acknowledged to be necessary under product warranty eligibility conditions.

SPECIFIC LIMITATIONS REGARDING COLOR VARIATIONS, FABRICS AND FINISHES

Natural products have varying grains and colors. Due to such natural variations occurring in materials such as wood and leather, these characteristics are not considered defects. Safco does not warrant the color-fastness or matching of colors, grains or textures of such materials. Materials supplied, selected or provided by the customer (COM) are not warranted.

Buyer is responsible for freight to and from factory on all warranty claims. Any description of the goods sold hereunder, including any reference to Buyer's specifications and any description in catalogs, circulars and other written or digital material published by Safco is for the sole purpose of identifying goods and shall not create an express or implied warranty that the goods shall conform to such description.

THERE ARE NO OTHER WARRANTIES, AND SAFCO DISCLAIMS ALL IMPLIED WARRANTIES INCLUDING WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND FREEDOM FROM PATENT INFRINGEMENT. NO AGENT, EMPLOYEE OR REPRESENTATIVE OF SAFCO HAS ANY AUTHORITY TO BIND SAFCO TO ANY AFFIRMATION, REPRESENTATION OR WARRANTY EXCEPT AS STATED HEREIN.

SAFCO SHALL HAVE NO LIABILITY FOR INDIRECT, INCIDENTAL, CONSEQUENTIAL OR SPECIAL DAMAGES OF ANY KIND. THESE LIMITATIONS ARE AGREED ALLOCATIONS OF RISK. UNDER NO CIRCUMSTANCES SHALL SAFCO'S LIABILITY WITH REGARD TO THE SALE OR USE OF THE PRODUCTS EXCEED THE PURCHASE PRICE PAID BY THE BUYER FOR THE PRODUCTS. TERMS AND CONDITIONS OF THIS WARRANTY ARE SUBJECT TO CHANGE WITHOUT NOTICE.

Note: Safco® does not require the customer to fill out a warranty registration card. Please keep all purchase documents for the product in event the warranty is needed. Contact our Customer Care team for any warranty assistance at info@safcoproducts.com or (888) 971-6225.

b) Performance Capability

i. Include a detailed response to Appendix D, Exhibit A, OMNIA Partners 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 OMNIA Partners.

Attached to Tab 3

ii. The successful Offeror will be required to sign Appendix D, Exhibit B, OMNIA Partners Administration Agreement prior to Contract award. Offerors should have any reviews required to sign the document prior to submitting a response. Offeror's response should include any proposed exceptions to OMNIA Partners Administration Agreement on Appendix B, Terms and Conditions Acceptance Form.

Attached to Tab 1

iii. Include completed Appendix D, Exhibits F. Federal Funds Certifications and G. New Jersey Business Compliance.

Attached to Tab 3

iv. Describe how Offeror responds to emergency orders.

Emergency or rush deliveries are processed immediately. The order details and delivery requirements are communicated to our Credit Department for expedited release of the order, our Production Team for quick release to production and our Shipping Manager to schedule a carrier who will provide the fastest transit time available without expediting.

For stocked product which does not need to be manufactured, if an order is placed by 9am (central time), it can ship that same day. If it is placed after 9am (central time), it will ship the next day.

Emergency ship is not a standard so it needs to be referenced on the purchase order, and the customer should call to follow up immediately after submission.

v. What is Offeror's average Fill Rate?

Our average fill rate year to date is 93%.

vi. What is Offeror's average on time delivery rate? Describe Offeror's history of meeting the shipping and delivery timelines.

Safco was historically known as an ancillary, custom seating, and training tables company. After Safco's acquisition of the assets of Mayline, their business included manufacturing. Safco moved the manufacturing facility from WI to a new building in Iowa, and purchased new equipment. The plant move had many challenges that needed to be overcome, and some of our skilled workers and expertise was not able to move to Iowa, so we had significant gaps in the necessary resources required to keep our on time delivery around 95%, which is historically where legacy Mayline was operating when they were acquired. We went as low as 61.7%, raised it to 73% this year, and last quarter manufacturing on time delivery increased to 82%. Now that we have trained staff and efficient processes, we look forward to better on time delivery and lower lead times. Our lead time schedule is attached to Tab 3. Our distribution facilities historically see on time delivery rates of 91-94%.

vii. Describe Offeror's return and restocking policy.

All merchandise requested to be exchanged or returned must first be issued a Return Goods Authorization (RG) number. All returned product must be packed in the original cartoning and in sellable condition. Product that has been installed cannot be returned. Applicable product must be returned within 30 days of return authorization date or RG will be canceled. No restocking fees or freight may be charged to Omnia members only if an item is returned due to damage, incorrect product shipped or Vendor customer service order entry error. Restocking fees for all other reasons shall be capped at 25% of the value of the items that require restocking, and the customer is required to pay for the return freight costs. Product must be returned in good condition. If product is poorly packaged and damaged, Safco will not issue credit. If the customer wants an exchange instead of a credit, exchanged product will then be reordered using the credit for the return or the customer can provide a new purchase order.

viii. Describe Offeror's ability to meet service and warranty needs.

Safco offers a Limited Lifetime Warranty with limitations on some products being bid.

Warranty information and limitations are accessible via our website and listed inside the cover of our price list. A copy of our commercial warranty is attached to Tab 3 and the current warranty is updated at the link, <http://www.safcoproducts.com/warranty-statement>.

Safco's warranty pledges excellence in the quality of our products. It helps protect our customers' investments and extends our continuing dedication to our customers after their initial investment. We pledge to repair or replace, at Safco's option, any Safco product or component that is defective in material or workmanship for as long as the original purchaser owns it. As a manufacturer, we do not install product, instead we depend on our authorized dealers to provide warranty labor. This labor is provided at no additional charge to the customer, provided warranty is for the original purchaser within the first year of use. After that, the labor will be negotiated separately, but the product will still be replaced at no charge per the warranty limitations. We do not cover labor for freight damaged furniture that was not signed for as damaged. Service is conducted through the dealership with support from independent reps, employed sales managers, and our internal 22 person customer care team including project management and space planning.

ix. Describe Offeror's customer service/problem resolution process. Include hours of operation, number of services, etc.

Safco proposes to provide satisfactory product representation and sales support to participating entities by having one main contact and a backup at our corporate office. We will have one dedicated State/Local Sales Manager and State Customer Service Rep to respond to the needs of the contract and customers. We will have dedicated email addresses and direct dial phone numbers. We will also have 22 general Customer Service Representatives available to provide assistance. It is company policy that all email and telephone messages are responded to within 1 business day. For added support, we provide a Regional Manager, one to four sales reps per state and extensive list of servicing authorized dealers. The main contact at the corporate office will notify participating entities of changes to the representative contact information. For added support we have a general service email- info@safcoproducts.com and a phone line 888-971-6225.

Our Corporate office is open from 7:30 AM to 5:00 PM CST on Monday through Friday. Our Regional Manager and Sales Reps can be contacted at all times via cell phone.

x. Describe Offeror's invoicing process. Include payment terms and acceptable methods of payments. Offerors shall describe any associated fees pertaining to credit cards/p-cards.

Safco submits invoices for payment the business day after shipment to a fax number or email of your choice. Terms for qualifying accounts are 1%15 Net 30. These terms start on the invoice date, not the delivery date. Remittance information is listed on each invoice. For questions concerning invoicing, please contact the credit department at 763.536.6700. 1% 15 net 30 from date of invoice for Omnia agency direct purchase.

Safco Products Co. will work with our customers on a payment plan that works for both parties, if needed. We accept the following –Checks, Credit Card (Visa, MC, AMEX, Discover), ACH/EFT Payments, and Wire Payments.

xi. Describe Offeror's contract implementation/customer transition plan.

Safco has a dedicated State/Local Contract Sales Manager and State Contract Admin, emphasizing sales to educational entities and the public sector via goal setting for our dealers and sales reps. We have dealers that built relationships with customers that are eligible to use the Omnia contract, and if we hold the contract, it will give our entire authorized dealer network and individual sales reps access to it, leveraging the relationships that are already in place. My goal is to train my authorized dealers to save the customer time and money by offering the contract at the beginning of the quote process, so they do not have to put the project out to bid. Our previously authorized Omnia dealers are specifically trained on Omnia terms and conditions. We attend trade shows and use that opportunity to connect the member needs to the Omnia contract, providing them with competitive product at a competitive price. We see being awarded a contract with Omnia as a great opportunity to continue to increase market share in public procurement, as well as support our recent K-12 market initiative. We also hold the MHEC educational cooperative for MA. We lead with the Omnia contract, our only national cooperative purchasing contract.

xii. Describe the financial condition of Offeror.

LDI, Safco's parent company, is a \$700 plus million dollar company that has been around for over 100 years. The Company has profitable financial statements which include a strong working capital. Thier Z-Score is 6.878.

Safco, and LDI company, has been in business for over 55 years, is financially stable, and has a significant presence in the contract furniture market, business products market, office furniture catalogs, and ecommerce space. We have an excellent references and are proud of our business relationships with several major commercial customers such as Toyota, Boeing, Amazon, Comcast, Google, Home Depot, and Dick's Sporting Goods. We also have a significant presence in the government market with a GSA contract servicing the military and the FBI, and over 20 current and active state contracts.

Our credit references and information, as well as an explanation of Z Score is attached to Tab 3.

xiii. Provide a website link in order to review website ease of use, availability, and capabilities related to ordering, returns and reporting. Describe the website's capabilities and functionality.

www.safcoproducts.com Website resources include a new updated website coming live January 2020. With easy to view pages, our website will walk customers through our product solutions, photos and brochures, case studies, technical specifications and design options. With online or printable survey, our "how to" guides will direct dealer and users to provide the necessary details, allowing our space planners to create positive solutions. Our website does not have an online ordering shopping or returns basket.

xiv. Describe the Offeror's safety record.

Safety record for year to date is attached to Tab 3

xv. Provide any additional information relevant to this section.

Safco has no additional information to provide.



| Product Category | Product Line | Lead time December 4th |
|----------------------|--|------------------------------|
| Tables | Flip-n-Go®, Sync™, Bistro Series™ | 3 weeks |
| Tables | Cohere™ Series | 6 weeks |
| Tables | All other tables (excluding the above) ML with Top, XR-Series, E-Series, Meeting Plus™, T- | 8 weeks |
| Drafting | Ranger® Steel 4-Post Drafting Tables | 5 weeks |
| Modular Desking | e5™ Series | 6 weeks |
| Moduar Desking | CSII™ | 5 weeks |
| Modular Wall | Keep™ | 7 weeks |
| Technology Furniture | TechWorks® | 5 weeks |
| Technology Furniture | Maytrix® | 5 weeks |
| High Density | Mobile 1000™ | 5 weeks |
| High Density | Mobile Lite w/ 4 Post | 5 weeks |
| High Density | Mobile Lite | 4 weeks |
| High Density | Kwik Track w/ 4 Post | 5 weeks |
| High Density | Kwik Track | 5 weeks |
| High Density | 4 Post | 5 weeks |
| High Density | Flip-n-File™ | 5 weeks |
| High Density | Forms and Storage Cabinets | 5 weeks |
| High Density | File Harbor | 5 weeks |
| High Density | ARC® Rotary | 5 weeks |
| Mailroom | Mailflow® | 8 weeks |
| Mailroom | Mailflow-to-Go® | 6 weeks |
| Files | Pedestals and Laterals | 7 weeks |

Look to reduce target lead time more in 2020

Please Note:

Any order over \$20K (net) needs to have the lead time quoted

Special Order laminate or fabric/COM - longer lead times may apply

Orders with products of varying lead times (eg: Sync Tables-4 weeks and Mailflow - 8 weeks), will receive the longer lead time for the entire order. Sales orders would need to be split to ship the lower lead time item, if

Our warranty pledges excellence in the quality of our products. It helps protect our customer's investments and extends our continuing dedication to our customers after their initial investment.

LIMITED LIFETIME WARRANTY

Safco® warranty obligation: We pledge to repair or replace, at Safco's option, any Safco product or component that is defective in material or workmanship for as long as you, the original purchaser, own it. This warranty is subject to the provisions below.

LIABILITY LIMITATIONS

The following listed parts, components and supplies are covered under warranty in accordance with the below schedule following the product purchase date.

Ten Years: Seating controls and cylinders, Rumba™, Cha-Cha™, electric height-adjustable table series laminates, and wood seating components. All parts (excluding motor) on the XR, ML, E and LT-Series Height-Adjustable Tables.

Seven Years: Motor on XR-Series Height-Adjustable Tables.

Five Years: Glides, casters, polymer-based components, seating upholstery (fabrics and leather), foam, armrests, chrome seating components, user-adjustable work surface mechanisms, laminates, veneer finishes and other covering materials, drawer glides, electrical components, e5™ product line, Event Series, cabinets or mobile systems, components that are either moving parts or controls (guides that are in contact with moving parts), and motors on the ML-Series, E-Series, and LT-Series Height-Adjustable Tables.

Three Years: Outdoor Products (Entourage™, Evos™, Canmeleon™ and CoGo™ Product Lines), High Density 4-Post wire shelving and wire components, and electrical components.

One Year: Mogo Seat

WARRANTY SUBJECT TO EXCLUSIONS

Exclusions pertaining to this warranty are as follows but are not limited to:

- Normal wear and tear
- Product or product components utilized with the intent to rent or lease
- Freight damages: Safco is not liable for any product damages sustained during shipping or handling operations. Safco provides specific policies and requirements regarding shipping and handling, and reserves the right to review and address product distribution matters separately.
- Product negligence: A product is not considered defective due to misuse or improper installation. Safco products must be installed, used and maintained in accordance with product instructions and warnings.
- Alterations or attachments to the product that were not approved by Safco
- All COM Fabric is not covered under this warranty
- All corrugated products or components
- Use of non-multiple shift products for multiple shifts

Safco's warranty obligation is limited to normal use upon receipt of our products.

SEATING USAGE

Normal commercial usage for seating is defined as the equivalent of a single shift, forty (40) hour work week. To the extent that a seating product is used in a manner exceeding this, the applicable warranty period will be reduced in a pro-rata manner.

Models warranted for multiple shifts:

- Task Master® Industrial Series
- Soft Tough™ Series
- WorkFit™ Polyurethane Series
- Uber™ Series (500 lbs.)
- Alday™ Intensive-Use (500 lbs.)
- Vue™ Intensive-Use (500 lbs.)
- 24-Hour High Performance Chair (2424AG)

WARRANTY PROCEDURES

Please follow the warranty procedures described below:

1. Once a defect has been discovered, the original purchaser must contact Safco® immediately (within 30 days of defect detection), in writing, with the serial number(s) (if applicable), date code and model number from the product(s) in question.
2. Upon inspection of the product(s), Safco® will collect all relevant information necessary for review of the request.
3. Product replacement and replacement parts will be authorized by a Customer Care representative if acknowledged to be necessary under product warranty eligibility conditions.

SPECIFIC LIMITATIONS REGARDING COLOR VARIATIONS, FABRICS AND FINISHES

Natural products have varying grains and colors. Due to such natural variations occurring in materials such as wood and leather, these characteristics are not considered defects. Safco does not warrant the color-fastness or matching of colors, grains or textures of such materials. Materials supplied, selected or provided by the customer (COM) are not warranted.

Buyer is responsible for freight to and from factory on all warranty claims. Any description of the goods sold hereunder, including any reference to Buyer's specifications and any description in catalogs, circulars and other written or digital material published by Safco is for the sole purpose of identifying goods and shall not create an express or implied warranty that the goods shall conform to such description.

THERE ARE NO OTHER WARRANTIES, AND SAFCO DISCLAIMS ALL IMPLIED WARRANTIES INCLUDING WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND FREEDOM FROM PATENT INFRINGEMENT. NO AGENT, EMPLOYEE OR REPRESENTATIVE OF SAFCO HAS ANY AUTHORITY TO BIND SAFCO TO ANY AFFIRMATION, REPRESENTATION OR WARRANTY EXCEPT AS STATED HEREIN.

SAFCO SHALL HAVE NO LIABILITY FOR INDIRECT, INCIDENTAL, CONSEQUENTIAL OR SPECIAL DAMAGES OF ANY KIND. THESE LIMITATIONS ARE AGREED ALLOCATIONS OF RISK. UNDER NO CIRCUMSTANCES SHALL SAFCO'S LIABILITY WITH REGARD TO THE SALE OR USE OF THE PRODUCTS EXCEED THE PURCHASE PRICE PAID BY THE BUYER FOR THE PRODUCTS. TERMS AND CONDITIONS OF THIS WARRANTY ARE SUBJECT TO CHANGE WITHOUT NOTICE.

Note: Safco® does not require the customer to fill out a warranty registration card. Please keep all purchase documents for the product in event the warranty is needed. Contact our Customer Care team for any warranty assistance at info@safcoproducts.com or (888) 971-6225.

01/01/2019



SAFCO PRODUCTS CO.
Credit References and
Information

Address: 9300 West Research Center Road
Minneapolis, MN 55428-3638

Telephone: General: (763) 536-6700
Fax: (763) 536-6777

Type of Business: Corporation, Incorporated in MN 1966

Principal Activity: Manufacturer of workplace furniture; workplace storage products,
industrial and graphic arts products

Principal Officers: Matt Homan, Chief Executive Officer & President
Mike Fiterman, Chairman of the Board
David Lenzen, Executive Vice President, CFO & Assistant Secretary
Ronda Bayer, Vice President, General Counsel & Secretary

Division President: Rick Stanley

Bank Reference: Wells Fargo Bank, N.A.
Balance Confirmation Services
P.O. Box 40028
Roanoke, VA 24022

For credit info: See Notice from Wells Fargo Bank (page 2 hereof)

Account Number: 4122264716 (Liberty Diversified International, Inc. – Parent Company)

DUNS Nos. Safco Products: DUNS #006453575

Trade References:

| | |
|---|---|
| Viking Acoustical 21480 Heath Avenue Lakeville, MN 55044 Telephone: 952 469-3405 Facsimile: 952 469-4503 | Valley Craft Industries, Inc. 2001 S Hwy 61 Lake City, MN 55041 Telephone: 651 345-3386 Facsimile: 651 345-6507 |
| Shippers Supply, Inc. 401 – 11 th Avenue South Hopkins, MN 55343 Telephone: 952 929-2664 Facsimile: 952 929-3101 | |

Submitted by: _____

Date: _____

Commercial / Consumer Credit and/or Deposit Account Inquiry

For faster processing, please complete the form Online before printing.

WELLS
FARGO

This form is for use by companies requesting account (includes deposit accounts, loans, lines, and cards) information on Wells Fargo Bank, N.A. customers. Please complete the form, obtain the customer authorization signature and fax request to 1.844.879.0544. Your completed request will be faxed to the return fax number provided on this form.

TYPE or complete in BLACK INK. Use only CAPITAL LETTERS

Fax Request To:.....1-844-879-0544
Balance Confirmation Services.....1-540-563-7323

SECTION 1: REQUESTER INFORMATION

| | | | | | | | | | | | | | | | | | | | | | | | | |
|------------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|-------------------|--|--|--|--|-----|--|--|--|--|
| | | | | | | | | | | | | | | | | | | | | | | | | |
| Company Name | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| Attention | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| Street Address | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| Street Address | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| City | | | | | | | | | | | | | | | State | | | | | Zip | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |
| Requester Phone Number | | | | | | | | | | | | | | | Return Fax Number | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | |

SECTION 2: CUSTOMER INFORMATION

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|--|---|---|---|---|---|---|---|---|---|---|
| L | i | b | e | r | t | y | | D | i | v | e | r | s | i | f | i | e | d | | I | n | t | e | r | n | a | t | i | o |
| Wells Fargo Customer Name | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Deposit Account Nos., Loan Nos. and/or Line(s) and Cards Nos. (Required) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4 | 1 | 2 | 2 | 2 | 6 | 4 | 7 | 1 | 6 | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

SECTION 3: CUSTOMER AUTHORIZATION

I/We authorize and direct Wells Fargo Bank, N.A. to release any of the following information to the above named requester on the above listed deposit accounts, loans and/or lines and cards: Account Number, Account Type, Account Open Date or Customer since Date, Account Holders, Average or current Balance in general figure range, amount of credit extended, current amount outstanding in general figure range, account status of Open or Closed, Closed Date and Current Interest Rate. In addition CDs and IRAs may include Term, Maturity Date, Interest Payment, Interest Method and Penalty. For Commercial Accounts: I understand that a fee may be charged for this service as stated in the Wells Fargo Bank, N.A. schedule of fees or Treasury Management Pricing Disclosures applicable to the accounts above.

David Lenzen

Printed Name of Authorized Signer for Customer

David Lenzen

Signature of Authorized Signer for Customer

Date



Explanation for Our Z-score which is 6.878

Z-Score

The Altman Z-Score Formula Is

The Altman Z-score is the output of a credit-strength test that helps gauge the likelihood of bankruptcy for a publicly traded manufacturing company. The Z-score is based on five key [financial ratios](#) that can be found and calculated from a company's annual [10-K report](#). The calculation used to determine the Altman Z-score is as follows:

$$\zeta = 1.2A + 1.4B + 3.3C + 0.6D + 1.0E$$

where:

ζ = The Altman Z-score

A = Working capital/total assets

B = Retained earnings/total assets

C = Earnings before interest and taxes (EBIT)/total assets

D = Market value of equity/book value of total liabilities

E = Sales/total assets

Typically, a score below 1.8 indicates that a company is likely heading for or is under the weight of bankruptcy. Conversely, companies that score above 3 are less likely to experience bankruptcy.



Safety Scorecard
Calendar Year 2019 - Through 10/31

| | Facility | NAICS Code | Hours Worked | RECORDABLE CASES | | | LOST / RESTRICTED WORK DAY CASES | | | YTD LOST WORK DAYS | YTD RESTRICTED DAYS | SIC Code |
|----------------------|-----------------------|------------|--------------|------------------|---------------|----------------|----------------------------------|---------------|----------------|--------------------|---------------------|----------|
| | | | | YTD CASES | INCIDENT RATE | BENCHMARK Rate | YTD CASES | INCIDENT RATE | BENCHMARK Rate | | | |
| Safco Products Group | Brooklyn Park, MN | 49311 | 19,091 | 1 | 10.5 | 5.0 | 1 | 10.5 | 3.7 | 0 | 75 | 4225 |
| | New Hope, MN | 423210 | 202,251 | 0 | 0.0 | 2.9 | 0 | 0.0 | 1.7 | 0 | 0 | 5021 |
| | Riverside, CA | 49311 | 21,087 | 0 | 0.0 | 5.0 | 0 | 0.0 | 3.7 | 0 | 0 | 4225 |
| | Kennesaw, GA | 337214 | 42,599 | 1 | 4.7 | 4.9 | 0 | 0.0 | 2.9 | 0 | 0 | 2522 |
| | Milford, IA | 33721 | 235,101 | 8 | 6.8 | 4.9 | 6 | 5.1 | 2.9 | 2 | 222 | 2522 |
| | Windsor, VA | 49311 | 45,784 | 1 | 4.4 | 5.0 | 1 | 4.4 | 3.7 | 0 | 12 | 4225 |
| | Group Subtotal | | | 11 | 3.9 | 5.0 | 8 | 2.8 | 3.7 | 2 | 309 | |
| Company Total | | | | 36 | 2.1 | 2.9 | 20 | 1.2 | 1.6 | 86 | 464 | |

A_SUPPLIER RESPONSE

3.1 Company

A. Brief history and description of Supplier.

Safco® Products has over 50 years of experience as a leading, mid-market manufacturer of office furniture, ancillary products and K12 educational solutions. In 1966, Safco began as a manufacturer of corrugated products for the office, but production soon evolved to include steel files, carts, trash receptacles and industrial seating. Over the years, we have continued to expand our catalog. Through thoughtful design, development and acquisition, Safco now offers an extensive product line that reaches all the way across the workplace from the front office to the warehouse. In 2016, we acquired Focal Upright™ and the Mayline® Company. The Focal product line expanded our footprint of active working solutions allowing us to create a collection around movement-based workplace solutions. The Safco Active Collection consists of a variety of desks, seating and ancillary products designed to help keep workers more active throughout their workday. The Mayline acquisition provided Safco the opportunity to broaden our manufacturing capabilities and custom product assortment. Casegoods, high density storage, mailroom furniture and TechWorks® Workstations have enabled Safco to provide a more comprehensive selection of products to our customers.

Learn by Safco® was launched in 2019 as a way to better serve customers in the K12 education marketplace. Our focus on the education market allows us to intentionally enhance our products based on today's learning environments. Flexible seating, mobility and multifunctional products are designed to enhance every educational environment from the classroom to the principal's office - and everywhere in between. Safco continues to grow and diversify our product line to meet the changing needs of work and education spaces. Our vast assortment of seating, tables, organizational and storage products, trash and recycling receptacles, and custom options allow Safco products to be part of every workspace solution. Safco is privately held, part of the Liberty Diversified International (LDI) family of companies. LDI is a family owned company with over 100 years of experience in corrugated paper and packaging, and office solutions. The corporate office location is in Minneapolis, MN.

B. Total number and location of sales persons employed by Supplier.

Sales managers employed by Safco are attached to Tab 3.

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

Safco - Corporate Office - New Hope, MN - 120 employees at 5600 N HIGHWAY 169 NEW HOPE MN 55428-3027

Safco - Kennesaw, GA - 24 employees at 2700 Barrett Lakes Blvd Ste 700 Kennesaw GA 30144-6896

Safco - Riverside, CA - 11 employees at 14605 Innovation Dr Riverside CA 92518-3027

Safco - Windsor, VA - 22 employees at 12400 William A Gwaltney Way Windsor VA 23487-5685

Safco - Milford, IA - 114 employees at 909 4th Street Milford IA 51351

Safco - Brooklyn Park, MN - 9 employees at 6920 93rd Avenue North Brooklyn Park MN 55445

D. Annual sales for the three previous fiscal years.

FY 19 \$ 189,617,174 FY 18 \$ 153,703,116 FY 17 \$ 110,355,253

E. Submit FEIN and Dunn & Bradstreet report.

FEIN 41-0911459 Duns# 00-645-3575 Duns Report is attached to Tab 3

F. Describe any green or environmental initiatives or policies.

Safco not only holds itself to strict environmental standards, we require suppliers to regard the standards as a total supply chain initiative. Suppliers play an important role in Safco's long-standing commitment to perform operations in a manner consistent with sound health, safety and environmental management practices. Because of this, suppliers are not only expected to comply with applicable health, safety and environmental laws and regulations, they are expected to seek continuous improvement within these realms. As an industry leader, Safco aims to set high environmental standards offering a large collection of GREENGUARD Certified products. The GREENGUARD Certification Program is internationally recognized for evaluating product emissions and certifying building materials, furnishings, finishes and cleaning products and processes that meet stringent product emissions criteria set by UL Environment. This stringent criteria has enabled GREENGUARD Certified products to be recognized as qualifying for Leader in Energy & Environmental Design (LEED) points, allowing them to contribute toward LEED certification. Safco's long-standing dedication to ensure products meet the rigorous chemical emissions standards of GREENGUARD Certification signifies our stewardship to every environment. Safco continues to become an environmentally conscious company with the intention to offer more products that our customers can feel good about and responsible practices that encourage sustainability, helping us obtain a proud standing in our community and the planet.

Safco advocates continuous improvement in the realms of efficient recycling and/or disposal of waste materials and improving treatment and control of waste emissions affecting air, water and soil. Safco also encourages the practice of waste reduction operations such as machine efficiency, raw material utilization, conservation of soil, air, water quality, biodiversity, wildlife and aquatic habitats, the practice of sustainable forest management policies where applicable, end-of-life treatment recommendations, raw material and recycled content regulation and legal compliance with environmental legislation.

Finally, Safco uses FSC and Smartwood Certified catalogs, brochures and other publications whenever possible as part of the Rainforest Alliance Certification. In addition, these publications have been printed from soy ink. Soy ink, derived from soybeans, is an environmentally friendly alternative to traditional petroleum-based ink.

G. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program.

Safco Products is an equal opportunity employer and makes all employment decisions without regard to race, color, sex, religion, age, creed, sexual orientation, national origin, marital status, disability, or any other protected class. In addition to practicing EEO, in partnership with our vendor Local Job Network each job opening we hire for is distributed to over 15,000 community based diversity organizations. Some of which include organizations serving groups such as: Veterans, Disabled, Minorities, Women, and other Diversity organizations. Safco does not offer a price differential for diverse suppliers.

H. Describe any historically underutilized business certifications supplier holds and the certifying agency. This may include business enterprises such as minority and women owned, small or disadvantaged, disable veterans, etc.

Safco does not hold any underutilized business certificates.

I. Describe how supplier differentiates itself from its competitors.

Safco is large enough to realize economies of scale but small enough to be able to react quickly to customer needs. Customers have access to management at all levels, allowing questions to quickly be answered. There are many companies selling office seating and desks with whom we compete, but we specialize in many categories overlooked by most furniture companies, and provide a full range of products to allow single source solutions.. Some examples are High Density Filing and Storage (competitors are Space Saver and Datum); Techworks heavy duty benching used in I.T., Clean Room, Crime and other laboratories (the FBI is a major client, Wright Line is a competitor); custom mail room furniture; flat and archival files; collaborative work stations, and height adjustable tables. We also offer a variety of custom and configurable options within our product line, providing customers the opportunity to create a product that suits their specific needs. This could be as simple as fabric on a task chair to creating an entire work center. Our product offering can range from desktop organizers and trash cans, to seating and casegoods. This large breadth of product allows customers to easily find all the solutions they need to complete their space. We offer a large selection of product on our 48hr quick ship program. Our customers enjoy the service of space planning. With the use of surveys and client supplied floor plans, our team of space planning experts provide workspace and storage solution designs that include our entire product offering, right down to every last desk accessory. Plus, our design renderings showcase how Safco products will fit into the space and bring in color and textures so they can see what their space will look like. Our customer service is routinely named among the best in the industry, and our strong commitment to our customers' satisfaction is evident.

J. Describe any present or past litigation, bankruptcy or reorganization involving supplier.

Safco is involved in litigation from time to time that arises in the ordinary course of business. Safco has not filed or been involved in any bankruptcy during its more than fifty years in business.

K. Felony Conviction Notice: Indicate if the supplier

a. is a publicly held corporation and this reporting requirement is not applicable;

Safco is not publicly held.

b. is not owned or operated by anyone who has been convicted of a felony; or

Safco is not owned or operated by anyone who has been convicted of a felony.

c. is owned or operated by and individual(s) who has been convicted of a felony and provide the names and convictions.

Safco is not owned or operated by individual who has been convicted of a felony.

L. Describe any debarment or suspension actions taken against supplier

No debarment or suspension action has been taken against Safco.

3.2 Distribution, Logistics

A. Describe the full line of products and services offered by supplier.

Desks and Storage: Give users a choice on where and how they work with a variety of contemporary desks and conference designs. These solutions offer sitting and standing options while providing the space needed to work and meet.

Seating: From training, executive, task, active, and multi-purpose chairs to reception, lounge and bistro seating - our chairs are comfortable, keep users moving and blend into any work environment.

High Density Storage: Store more in less space with smart storage solutions that keep things neat, organized and readily accessible.

Workspaces: Our workspace furniture breaks down the divisions between people and helps organizations promote collaboration and teamwork.

Tables: Our variety of tables enables meetings and touchdown spaces across the work environment. Training, breakroom, occasional, conference, outdoor and teaming tables provide areas to meet, greet and work.

Technology Furniture: Rapidly evolving technologies require easily adaptable furniture that can be configured to support different tasks, teams and work styles.

Mailroom Furniture: Our mailroom furniture is uniquely designed to optimize mail flow efficiency, while maximizing budget dollars.

Drafting Furniture: Safco's drafting furniture has set the standard for decades. Drafting tables and large capacity flat files provide the essential tools and storage needed for success.

Lighting: Safco provides a variety of LED lighting solutions that go beyond simple desk lamps. They provide USB or wireless charging capabilities to provide multifunctional solutions to every desktop.

Ergonomic and Active Products: Our line of ergonomic and active products allows users to keep moving and comfortable throughout their workday. With a variety of options, every worker can have a more relaxing and active way to work.

Waste Receptacles: Our extensive line of waste and recycling receptacles can help keep any work environment clean. Safco has indoor/outdoor trash cans, under-desk wastebaskets, large- capacity trash and recycling centers, customizable options, and more to fit every waste need.

Facilities: Safco has the products to help you do the heavy lifting. Our line of hand trucks, platform trucks and dollies can easily move large and heavy items across the work environment.

B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.

Safco is a manufacturer that provides authorization to others to act on our behalf.

Safco sales force consists of direct sales managers who each manage a territory or national account. Our directly employed Divisional Sales Managers work side by side with independent Rep Group Network consisting of 20 rep group and 90-100 independent reps as well as working directly with a knowledgeable and authorized dealer network. Service is conducted through the dealership with support from independent reps, employed sales managers, and our internal customer care team. Delivery is conducted directly from Safco unless otherwise requested. Products originate from one of our owned manufacturing or distribution facilities in Minnesota, Iowa, California, Virginia, or Atlanta. A list of sales managers is attached to Tab 3. A count of dealers, and a list of dealers, divided by area, that were previously authorized by Omnia, is attached to Tab 3.

Any state that has a mandatory state contract requirement for categories awarded, or agency that has a mandatory state purchasing rule will not be serviced by Omnia contract, and federally funded government agencies are directed to use the federal GSA contract, handled by a different government department manager.

C. Describe how Participating Agencies are ensure they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.

Safco will take the order directly from the agency or from the authorized dealer. If Safco takes the order directly from the end user, the order must state the Omnia contract is being used, or include the contract number. Safco order processing will automatically apply the correct discount. Every contract order is reviewed to ensure the proper discount and terms and conditions are applied. The pricing will be available through the Omnia website once it is created so all entities can verify correct pricing. It will also be communicated to all dealers and sales reps. We will maintain a single discount for the entire price list. In addition, the customer can request a formal quote from Safco's sales support team to ensure they are receiving accurate pricing.

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

Liberty Diversified, our parent company, will be involved in processing payments and shipping orders, since the carriers are registered under their account numbers. Safco ships multiple truckloads per day to all regions of the U.S. for final delivery and installation with the support of our dealer network through preferred carriers. The list of servicing dealers that will be involved with processing, handling, and delivery to the end user is attached to Tab 3 (approved as authorized dealers on the previous Omnia contract).

E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.

Safco - Corporate Office - New Hope, MN - 120 employees at 5600 N HIGHWAY 169 NEW HOPE MN 55428-3027

Safco - Kennesaw, GA - 24 employees at 2700 Barrett Lakes Blvd Ste 700 Kennesaw GA 30144-6896

Safco - Riverside, CA - 11 employees at 14605 Innovation Dr Riverside CA 92518-3027

Safco - Windsor, VA - 22 employees at 12400 William A Gwaltney Way Windsor VA 23487-5685

Safco - Milford, IA - 114 employees at 909 4th Street Milford IA 51351

Safco - Brooklyn Park, MN - 9 employees at 6920 93rd Avenue North Brooklyn Park MN 55445

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 supplier's primary go to market strategy for Public Agencies to supplier's teams nationwide, to include, but not limited to:

i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first 10 days
In the first 10 days after award, executive leadership will promote the use of this contract for the public sector and within our K12 education initiative.

ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners, Public Sector team within first 90 days

In the first 90 days, our executive leadership will host a webinar for our national sales team and rep groups. Presentation materials such as slides and talking points will be distributed to further enhance their training. Emails with updated terms and conditions will be distributed among the authorized dealer network.

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 Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award, to include, but not limited to:

i. Creation and distribution of a co-branded press release to trade publications

Safco will create a co-branded press release within 15 days of the award date. The press release will be sent for publication to: Business of Furniture, Workplace Furniture, OPI, Educational Dealer and Independent Dealer Magazines. It will also be published on the Safco website.

ii. Announcement, Master Agreement details and contact information published on the Supplier's website within first 90 days

Safco will create an internal Omnia website, linked to the Omnia Partners landing page, within the first 15 days from the award date. We will keep it updated with approved authorized dealers, product additions and price increases.

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

Safco will co-brand existing brochures and marketing materials to support the Master Agreement. These will be distributed via our rep group email database and dealer database. They will also be linked via the OMNIA Partners landing page on the website.

iv. Commitment to attendance and participation with OMNIA Partners, Public Sector at national (i.e. NIGP Annual Forum, NPI Conference, etc.), regional (i.e. Regional NIGP Chapter Meetings, Regional Cooperative Summits, etc.) and supplier-specific trade shows, conferences and meetings throughout the term of the Master Agreement

Safco is committed to attending or one of our authorized dealers will represent our product and contract at the shows above. Shows that we have attended are WB Mason, ISG Prevail, EDspaces, NeoCon, Neocon East, MinneCon, Essendant, NIGP, and over half of the NIPA regional cooperative summits offered all over the country in the last 2 years.

v. Commitment to attend, exhibit and participate at the NIGP Annual Forum in an area reserved by OMNIA Partners, Public Sector for partner suppliers. Booth space will be purchased and staffed by Supplier. In addition, Supplier commits to provide reasonable assistance to the overall promotion and marketing efforts for the NIGP Annual Forum, as directed by OMNIA Partners, Public Sector.

Safco has reserved a booth at the NIGP Annual Forum in the Omnia section. This will be our third consecutive year participating. Safco will adequately staff the booth and provide co-branded marketing materials, emails and banners to support the forum.

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

Safco will advertise on a monthly basis in the following publications: Business of Furniture, Workplace Furniture, OPI, Educational Dealer and Independent Dealer Magazines.

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

Safco will continue to co-brand marketing materials throughout the contract as they become available. We will also continue to do authorized dealer training and provide supporting materials as needed. In addition, the contract will be promoted at our quarterly sales webinars and annual principal meetings. We do authorized dealer presentations where we provide training and co branded materials, giving them the resources they need to sell on the contract.

viii. Dedicated OMNIA Partners, Public Sector internet web-based homepage on Supplier's website

Within 15 days of Safco's award, we will publish an internal website that connects to the Omnia Partners landing page. It will either include or have links to all of the requested information below.

- ***OMNIA Partners, Public Sector standard logo;***
- ***Copy of original Request for Proposal;***
- ***Copy of Master Agreement and amendments between Principal Procurement Agency and Supplier;***
- ***Summary of Products and pricing;***
- ***Marketing Materials***
- ***Electronic link to OMNIA Partners, Public Sector's website including the online registration page;***
- ***A dedicated toll-free number and email address for OMNIA Partners, Public Sector***

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

Safco has a dedicated State/Local Contract Sales Manager and State Contract Admin, emphasizing sales to educational entities and the public sector via goal setting for our dealers and sales reps. We have dealers that built relationships with customers that are eligible to use the Omnia contract, and if we hold the contract, it will give our entire authorized dealer network and individual sales reps access to it, leveraging the relationships that are already in place. My goal is to train my authorized dealers to save the customer time and money by offering the contract at the beginning of the quote process, so they do not have to put the project out to bid. Our previously authorized Omnia dealers are specifically trained on Omnia terms and conditions. We attend trade shows and use that opportunity to connect the member needs to the Omnia contract, providing them with competitive product at a competitive price. We see being awarded a contract with Omnia as a great opportunity to continue to increase market share in public procurement, as well as support our recent K-12 market initiative. We also hold the MHEC educational cooperative for MA. We lead with the Omnia contract, our only national cooperative purchasing contract.

D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners, Public Sector and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners, Public Sector logo will require permission for reproduction, as well.

I acknowledge that Safco agrees to provide its logo(s) to OMNIA Partners, Public Sector and agrees to provide permission for reproduction of such logo in marketing communications and promotions. I also acknowledge that use of OMNIA Partners, Public Sector logo will require permission for reproduction.

E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners, Public Sector. All sales materials are to use the OMNIA Partners, Public Sector logo. At a minimum, the Supplier's sales initiatives should communicate:

We will market the contract as follows:

i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency

We will provide a link to the competitively bid solicitation under the tab labeled "Contract Documentation" using the Omnia Partners contract landing page which will be connected to our internal Omnia website.

ii. Best government pricing

We assure the member they are getting competitive product at a competitive price.

iii. No cost to participate

We advertise that member registration is free.

iv. Non-exclusive

We promote this a public cooperative purchasing contract. It is available to any non-profit, state, and public sector agencies.

F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training should include:

Safco will train its national sales force on the solicitation process, searchable member list, key features, and benefits of the Master agreement using the promotional Omnia power point that was released in Jan 2019 and an internal Safco terms and conditions sheet with a link to register new members free of charge. I will also share updates, product additions, and price increases by Webinar. Prior to requesting a dealer to be added as an authorized dealer, we set up a conference call and complete a training overview of the Omnia contract terms and conditions, answering any questions they may have, and providing any co-branded resources I may have.

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 OMNIA Partners, Public Sector

iv. Knowledge of benefits of the use of cooperative contracts

G. Provide the name, title, email and phone number for the person(s), who will be responsible for:

This contact information, along with key personnel qualifications and experience is attached to Tab 3.

i. Executive Support

ii. Marketing

iii. Sales

iv. Sales Support

v. Financial Reporting

- vi. Accounts Payable**
- vii. Contract Manager**

H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.

Safco sales force consists of direct sales managers who each manage a territory or national account. Our directly employed Divisional Sales Managers work side by side with our independent Rep Group Network consisting of 20 rep groups and 90-100 independent reps as well as working directly with a knowledgeable and authorized dealer network. Service is conducted through the dealership with support from independent reps, employed sales managers, and our internal customer care team. The sales team regionals report to a National Sales Manager, who reports to a Director of Sales, who reports to the highest level executive in charge of sales, Sharad Mathur, VP of Sales and Innovation. His email is sharadmthur@safcoproducts.com and his phone number is 7635366743.

I. Explain in detail how the sales teams will work with the OMNIA Partners, Public Sector team to implement, grow and service the national program.

Safco wants to be a first choice alternative for furniture and related items. We are looking to increase our market share in the education and public sector market. We want to be able to partner with Omnia to serve small customers that prefer a contract because they do not have the resources to bid. Our sales force is familiar with and eager to continue using the Omnia contract. Our internal and external communication can be accomplished within 7 to 10 days, and new Omnia goals will be assigned to each rep group and updated in real time on their sales dashboards. Safco will generate target customer lists and call patterns to be sure we are contacting key clients. Upon approval to use the logo, we will provide co-branded marketing materials. If Omnia awards Safco a contract, we look forward to Omnia providing a marketing contact to help publish a landing page on the Omnia website that can connect to our supplier website. A direct contact for timely approval of price increases, authorized dealers, and general inquiries. Omnia can partner with Safco and their sales force by providing us easy access to member numbers to verify eligibility, contact information for area/regional people that understand state statutes in case an end user has compliance questions, and be available for questions or introductions at Regional Trade shows. We would also like an email lead list to directly market to the end user, if possible.

I. Explain in detail how Supplier 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, timely contract administration, etc.

Safco will train it's national sales force on the solicitation process, searchable member list, features, and benefits of the Master agreement using the promotional Omnia power point that was released in Jan 2019 and an internal Safco terms and conditions sheet with a link to register new members free of charge. I will also share updates, product additions, and price increases by Webinar. Prior to requesting a dealer to be added as an authorized dealer, we set up a conference call and complete a training overview of the Omnia contract terms and conditions, answering any questions they may have, and provided any co-branded resources I may have. When we are approached for best discount on a state, educational, or public sector entity, I immediately look up the agency information to determine if they are a member, and ask the dealer to leverage that information to use the contract for the sale. They are instructed that the agency must approve the use of the contract and they submit the order using the Omnia contract and discount. Our goal is to catch the quote in the beginning stages so it does not need to go out to bid. Our internal systems will track all purchases through a unique account using the specified contract number. The agency address is looked up on the member listing and recorded in the ordering system. Safco has a dedicated State/Local Sales Manager that reports on this contract and pays the applicable admin fee. The due date of the monthly report is uploaded to a calendar for due date reminder. Sales are downloaded by invoice date for each order with the member numbers from a BI Tool. Then, we import the information to fit the quarterly reporting template requirements. This can be done as long as the person submitting the order references our Omnia contract.

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

Safco's public agency sales for the previous fiscal year are \$6.2 million. Safco's top 10 Omnia customers for the previous year from Oct 2018-Oct 2019, and public sector references are attached to Tab 3.

K. Describe Supplier'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.

Safco uses JDE and BI Tool for ordering, invoicing and reporting. We are capable of applying pricing plans, member numbers, and contract numbers to each order. We are capable of accepting EDI orders. We are capable of accepting ACH payments. We do not have e-procurement online ordering on our website.

M. Provide the Contract Sales (as defined in Section 10 of the OMNIA Partners, Public Sector Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three years of the Master Agreement ("Guaranteed Contract Sales").

year one

year two

year three

To the extent Supplier guarantees minimum Contract Sales, the administration fee shall be calculated based on the greater of the actual Contract Sales and the Guaranteed Contract Sales.

Safco will not be able to guarantee sales. While we currently have a growing contract, some of that is project business, and we can not forecast the dollar amount of project business, repeat sales, and new business in the next 3 years. We will lead with the Omnia contract whenever possible.

M. Even though it is anticipated 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 for Products covered under the Master Agreement.

i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners, Public Sector).

When I am approached by a commercial dealer for better customer discounting on a bid, I immediately look up the agency to determine if they are a member and ask the dealer to leverage that information to use the contract for the sale. They are instructed that they must submit it using the Omnia contract and discount, and the agency must give them permission to use it. Our preference is to catch the quote in the beginning stages so it does not need to go out to bid.

ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed 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 OMNIA Partners, Public Sector under the Master Agreement.

We will report all sales that use standard or volume discounting using the Omnia contract, regardless of the source of the original proposal.

iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners, Public Sector).

Our pricing structure is set up so Omnia contract has the most competitive discount the customer get on a national cooperative purchasing contract as a state, educational, or public sector purchaser.

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.

We lead with Omnia if the eligible agency does not have a mandatory state purchasing requirement.

Detail Supplier's strategies under these options when responding to a solicitation.

When I am approached by a commercial dealer for better discounting on a bid, I immediately look up the agency to determine if they are a member and ask the dealer to leverage that information to use the contract for the sale. They are instructed that they must submit it using the Omnia contract and discount, and the agency must give them permission to use it. Our preference is to catch the quote in the beginning stages so it does not need to go out to bid. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed 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 OMNIA Partners, Public Sector under the Master Agreement. We will report all sales that use standard or volume discounting on the Omnia contract, regardless of the source of the original proposal. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners, Public Sector). Our pricing structure is set up so Omnia contract has the most competitive discount they can get as a state, educational, or public sector purchaser. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal. We lead with Omnia if the eligible agency does not have a mandatory state purchasing requirement, and federally funded government agencies are directed to use the federal GSA contract, handled by a different government department manager.

| Name | Account | Office | Location |
|------------------|--|--------------------|-------------------|
| Ken Schwab | DSM, Northeast Sales Division | Remote/Home Office | Raritan, NJ |
| Carolee Janke | National Account Manager, E-Commerce | New Hope Office | Minneapolis, MN |
| Scott B Gerloski | Special Markets, Art & Engineering | Remote/Home Office | Muskego, WI |
| Ron Redding | National Sales Manager, North Central Sales Division | New Hope Office | Minneapolis, MN |
| Steve Fitzgerald | DSM, Western Sales Division | Remote/Home Office | Auburn, CA |
| Dave Mayer | DSM, Southeast Sales Division | Remote/Home Office | Ballwin MO |
| Bill Walsh | International, Inside Sales, Special Markets | New Hope Office | Minneapolis, MN |
| Kayla Melius | E-Commerce, Tier 2m Account Representative | New Hope Office | Minneapolis, MN |
| Rick Manning | National Account Manager - SP Richards | New Hope Office | Minneapolis, MN |
| Daniel Poppy | Custom Retail Sales Manager | Remote/Home Office | Franklin, KY |
| Dave Thiesse | National Account Manager, Megs: US & Canada | Remote/Home Office | Ankeny, IA |
| Jody Ebbers | National Account Manager: | Remote/Home Office | Cedar Grove, WI |
| Christina Libby | National Account Manager: Megs, Staples US | Remote/Home Office | LeClaire, IA |
| Travis Holland | K-12 Sales Manager | Remote/Home Office | Nashville, TN |
| Yvonne Moore | State & Local Contracts Sales Manager | New Hope Office | Minneapolis, MN |
| Jeff Woodward | GSA Sales Manager | Remote/Home Office | Clarksburg, MD |
| Patty Pugh | Business Development Manager, Storage Systems | Remote/Home Office | Stuarts Draft, VA |

Summary

Order Reference: danarocha@safcoproducts.com | Report as of: 12-02-2019 3:02 PM | using Currency as USD

SAFCO PRODUCTS CO.

Tradestyle(s): (SUBSIDIARY OF LIBERTY DIVERSIFIED INTERNATIONAL, INC., NEW HOPE, MN)

ACTIVE HEADQUARTERS

Address: 5600 N Hwy 169, Moved From: 9300 West Research Ctr Rd, Minneapolis, Mn, Minneapolis, MN, 55428, UNITED STATES
Phone: (763) 536-6700
D-U-N-S: 00-645-3575
In Portfolio: Yes
Tags: No tags
Alerts: No alerts

Failure Score

49
(No change since last month)

Delinquency Score

66
(No change since last month)

Age of Business

52 years
1966 Year Started

Employees

188
138 (here)

Recent Alerts

There are no alerts to display.

Company Profile

D-U-N-S
00-645-3575
Legal Form
Corporation (US)
History Record
Clear
Date Incorporated

Mailing Address
United States
Telephone
(763) 536-6700
Website
www.safcoproducts.com
Present Control Succeeded

Employees
188 (138 here)
Age (Year Started)
52 years (1966)
Named Principal
David Lenzen, EXEC VP-AST SEC
Line of Business

State of Incorporation

Minnesota

Ownership

Not publicly traded

Risk Assessment

Overall Business Risk



Maximum Credit Recommendation

US\$ 315,000

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

The recommended limit is based on a moderately low probability of severe delinquency.

D&B Viability Rating
Portfolio Comparison Score



Company's risk level is: **LOW**

Probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months: **3.00 %**

Failure Score Formerly Financial Stress Score



Low Risk (100)

Company's risk level is: **MODERATE**

Probability of failure over the next 12 months: **0.25 %**



Delinquency Score Formerly Commercial Credit Score



Low Risk (100)

Company's risk level is: **MODERATE**

Probability of delinquency over the next 12 months: **4.09 %**



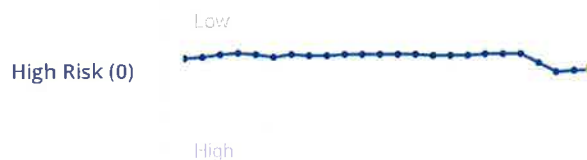
PAYDEX ®

61

Low Risk (100)

Days Beyond Terms : 22

Past 24 Months



D&B Rating

Current Rating as of 04-30-2018

Employee Size

1R : 10 employees and over

Risk Indicator

3 : Moderate Risk

Previous Rating

Employee Size

1R : 10 employees and over

Legal Events

| Events | Occurrences | Last Filed |
|--------------|-------------|------------|
| Bankruptcies | 0 | - |
| Judgements | 0 | - |
| Liens | 0 | - |
| Suits | 0 | - |
| UCC | 14 | 05-30-2019 |

Trade Payments

Highest Past Due

US\$ 250,000

Highest Now Owing

US\$ 250,000

Total Trade Experiences

63

Largest High Credit

US\$ 250,000

Average High Credit

US\$ 13,393

Ownership

This company is a **Headquarters, Subsidiary**

Global Ultimate, Domestic Ultimate
LIBERTY DIVERSIFIED INTERNATIONAL, INC.
UNITED STATES
D-U-N-S Number **06-145-6489**

Total Members in **Family Tree** - 28

Branches

1

Financial Overview

This company does not have a Financial Summary.

Country/Regional Insight

United States



Risk Category



MODERATE

HIGH

Low Risk

High Risk

US consumers continue to account for the bulk of GDP growth.

Risk Assessment

D&B Risk Assessment

Overall Business Risk



Maximum Credit Recommendation

US\$ 315,000

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **MODERATE POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

The recommended limit is based on a moderately low probability of severe delinquency.

D&B Viability Rating

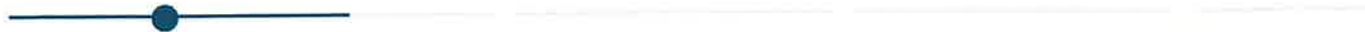
Portfolio Comparison Score



Low Risk (1)

High Risk (9)

Rating Confidence Level



Robust Predictions

Decision Support

Directional

Basic

Data Depth

- Rich Firmographics
- Extensive Commercial Trading Activity
- Basic Financial Attributes

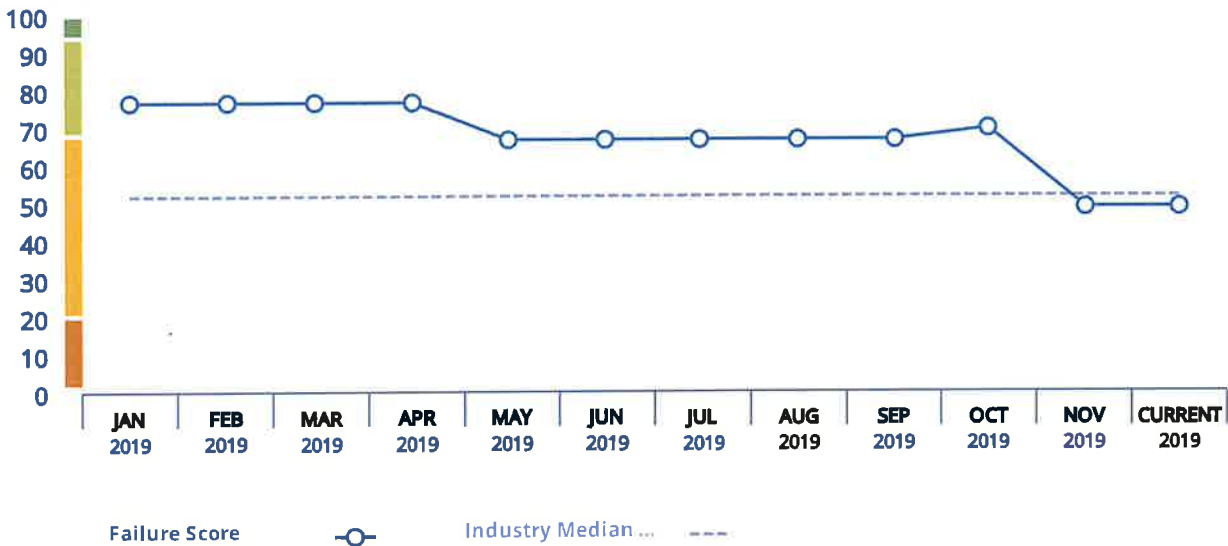
| | | |
|--|--|--|
| <div>Level of Risk</div> <div>Low</div> | <div>Probability of becoming no longer viable</div> <div>3.00%</div> | <div>Percentage of businesses ranked with this score</div> <div>16.00%</div> |
| <div>Average probability of becoming no longer viable</div> <div>5.00%</div> | | |

Failure Score
Formerly Financial Stress Score



| | | | |
|--|--------------------------------------|--|---|
| <div>Level of Risk</div> <div>Moderate</div> | <div>Raw Score</div> <div>1475</div> | <div>Probability of Failure</div> <div>0.25%</div> | <div>Average Probability of Failure for Businesses in D&B Database</div> <div>0.48%</div> |
|--|--------------------------------------|--|---|

Business and Industry Trends



Delinquency Score
Formerly Commercial Credit Score

Low Risk (100)

High Risk (1)

- Proportion of past due balances to total amount owing
- Higher risk industry based on delinquency rates for this industry
- Increase in proportion of delinquent payments in recent payment experiences
- Proportion of slow payments in recent months

Level of Risk

Moderate

Raw Score

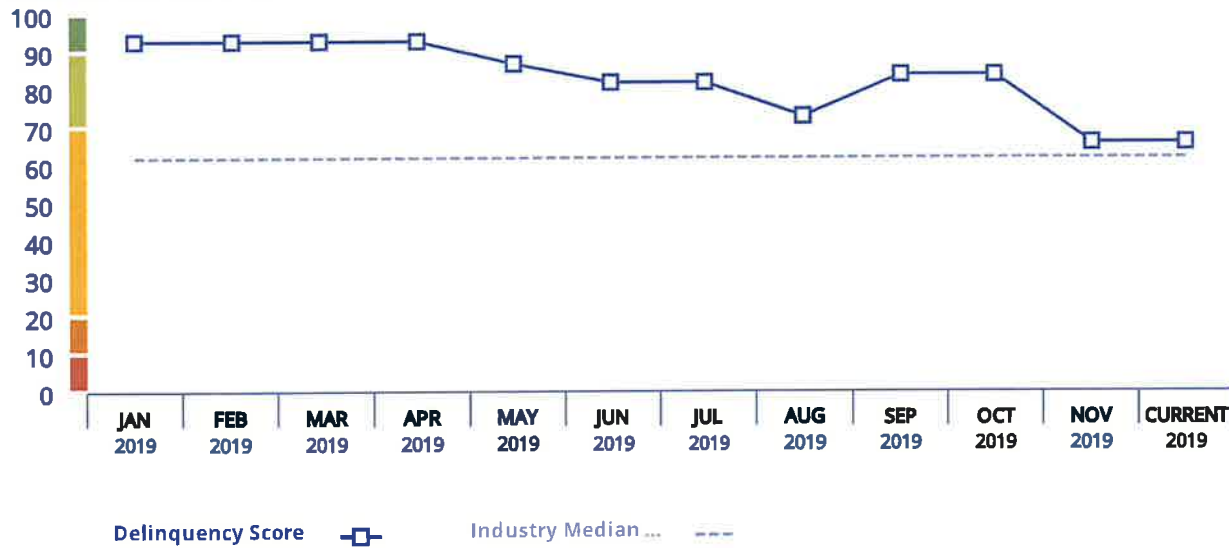
522

Probability of Delinquency

4.09%

Compared to Businesses in D&B

Database

10.20%**Business and Industry Trends**

PAYDEX ®

Based on 24 months of data

61

Risk of Slow Pay

Low-Moderate

Payment Behavior

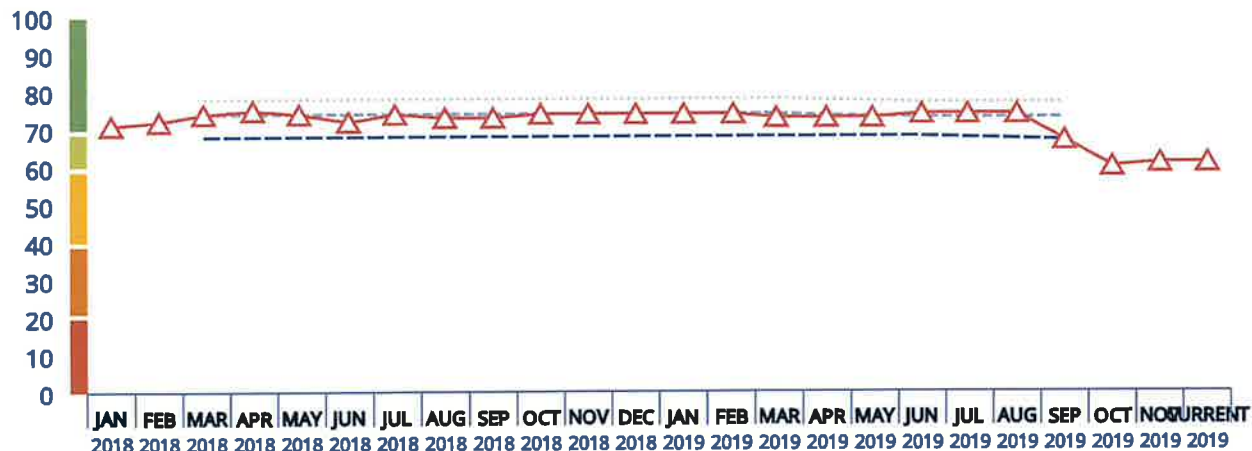
22 Days Beyond Terms

Low Risk (100)

High Risk (0)

Business and Industry Trends

2522 - Mfg office furniture-nonwood





D&B Rating

Current Rating as of 04-30-2018

Previous Rating

Employee Size**1R** : 10 employees and over**Risk Indicator****3** : Moderate Risk**Employee Size****1R** : 10 employees and over

Trade Payments

Trade Payments Summary (Based on 24 months of data)

Overall Payment Behavior

22

Days Beyond Terms

% of Trade Within Terms

71%

Highest Past Due

US\$ 250,000**Highest Now Owning:**

US\$ 250,000

Total Trade Experiences:

63

Largest High Credit:

US\$ 250,000

Average High Credit:

US\$ 13,393

Total Unfavorable Comments:

0

Largest High Credit:

US\$ 0

Total Placed in Collections:

0

Largest High Credit:

US\$ 0

Trade Payments By Credit Extended (Based on 12 months of data)

| Range of Credit Extended (US\$) | Number of Payment Experiences | Total Value | % Within Terms |
|---------------------------------|-------------------------------|--------------|----------------|
| 100,000 & over | 1 | US\$ 250,000 | 0 |
| 50,000 - 99,999 | 2 | US\$ 115,000 | 100 |
| 15,000 - 49,999 | 8 | US\$ 225,000 | 75 |
| 5,000 - 14,999 | 7 | US\$ 60,000 | 48 |
| 1,000 - 4,999 | 18 | US\$ 27,000 | 66 |
| Less than 1,000 | 15 | US\$ 6,050 | 71 |

Trade Payments By Industry (Based on 24 months of data)

| Industry Category | Number of Payment Experiences | Largest High Credit (US\$) | % Within Terms (Expand to View) | 1 - 30 Days Late (%) | 31 - 60 Days Late (%) | 61 - 90 Days Late (%) | 91 + Days Late (%) |
|--|-------------------------------|----------------------------|---------------------------------|----------------------|-----------------------|-----------------------|--------------------|
| ▼ 17 - Construction - Special Trade Contractors | 1 | 250 | | | | | |
| 1711 - Mechanical contractor | 1 | 250 | 100 | 0 | 0 | 0 | 0 |
| ▼ 25 - Furniture and Fixtures | 2 | 55,000 | | | | | |
| 2522 - Mfg nonwd office furn | 1 | 40,000 | 100 | 0 | 0 | 0 | 0 |
| 2541 - Mfg wood fixtures | 1 | 55,000 | 100 | 0 | 0 | 0 | 0 |
| ▼ 26 - Paper and Allied Products | 3 | 2,500 | | | | | |
| 2653 - Mfg corrugated boxes | 3 | 2,500 | 86 | 7 | 7 | 0 | 0 |
| ▼ 30 - Rubber and Miscellaneous Plastics Products | 1 | 2,500 | | | | | |
| 3089 - Mfg misc plastic prdt | 1 | 2,500 | 100 | 0 | 0 | 0 | 0 |
| ▼ 35 - Industrial and Commercial Machinery and Computer Equipment | 1 | 1,000 | | | | | |
| 3589 - Mfg service ind. mach | 1 | 1,000 | 100 | 0 | 0 | 0 | 0 |
| ▼ 38 - Measuring Analyzing and Controlling Instruments; Photographic Medical and Optical Goods; Watches and Clocks | 2 | 10,000 | | | | | |
| 3823 - Mfg process controls | 1 | 10,000 | 100 | 0 | 0 | 0 | 0 |
| 3824 - Mfg fluid meters | 1 | 2,500 | 0 | 100 | 0 | 0 | 0 |
| ▼ 42 - Motor Freight Transportation and Warehousing | 6 | 60,000 | | | | | |
| 4213 - Trucking non-local | 4 | 60,000 | 100 | 0 | 0 | 0 | 0 |
| 4214 - Local truck w/storage | 2 | 20,000 | 100 | 0 | 0 | 0 | 0 |
| ▼ 49 - Electric, Gas and Sanitary Services | 1 | 1,000 | | | | | |
| 4924 - Natural gas distrib | 1 | 1,000 | 100 | 0 | 0 | 0 | 0 |
| ▼ 50 - Wholesale Trade - Durable Goods | 7 | 45,000 | | | | | |
| 5031 - Whol lumber/millwork | 1 | 1,000 | 100 | 0 | 0 | 0 | 0 |
| 5049 - Whol misc profsn eqpt | 1 | 250 | 100 | 0 | 0 | 0 | 0 |
| 5051 - Whol metal | 2 | 5,000 | 100 | 0 | 0 | 0 | 0 |
| 5072 - Whol hardware | 1 | 45,000 | 100 | 0 | 0 | 0 | 0 |
| 5085 - Whol industrial suppl | 2 | 1,000 | 100 | 0 | 0 | 0 | 0 |
| ▼ 51 - Wholesale Trade - Nondurable Goods | 4 | 25,000 | | | | | |
| 5131 - Whol piece goods | 1 | 15,000 | 100 | 0 | 0 | 0 | 0 |
| 5162 - Whol plastic material | 1 | 1,000 | 100 | 0 | 0 | 0 | 0 |
| 5169 - Whol chemicals | 1 | 1,000 | 50 | 0 | 50 | 0 | 0 |
| 5199 - Whol nondurable goods | 1 | 25,000 | 50 | 50 | 0 | 0 | 0 |

| Industry Category | Number of Payment Experiences | Largest High Credit (US\$) | % Within Terms (Expand to View) | 1 - 30 Days Late (%) | 31 - 60 Days Late (%) | 61 - 90 Days Late (%) | 91 + Days Late (%) |
|--|-------------------------------|----------------------------|---------------------------------|----------------------|-----------------------|-----------------------|--------------------|
| ▼ 57 - Home Furniture Furnishings and Equipment Stores | 2 | 250,000 | | | | | |
| 5712 - Ret furniture | 2 | 250,000 | 0 | 50 | 0 | 50 | 0 |
| ▼ 60 - Depository Institutions | 2 | 2,500 | | | | | |
| 6021 - Natnl commercial bank | 2 | 2,500 | 50 | 0 | 50 | 0 | 0 |
| ▼ 61 - Nondepository Credit Institutions | 1 | 1,000 | | | | | |
| 6153 - Short-trm busn credit | 1 | 1,000 | 0 | 0 | 100 | 0 | 0 |
| ▼ 62 - Security and Commodity Brokers Dealers Exchanges and Services | 2 | 10,000 | | | | | |
| 6282 - Investment advice | 2 | 10,000 | 0 | 49 | 1 | 49 | 1 |
| ▼ 73 - Business Services | 5 | 25,000 | | | | | |
| 7361 - Employment agency | 1 | 25,000 | 100 | 0 | 0 | 0 | 0 |
| 7363 - Help supply service | 2 | 1,000 | 100 | 0 | 0 | 0 | 0 |
| 7389 - Misc business service | 2 | 7,500 | 1 | 99 | 0 | 0 | 0 |
| ▼ 87 - Engineering Accounting Research Management and Related Services | 4 | 20,000 | | | | | |
| 8721 - Accounting services | 1 | 750 | 0 | 100 | 0 | 0 | 0 |
| 8734 - Testing laboratory | 2 | 20,000 | 45 | 0 | 44 | 11 | 0 |
| 8748 - Business consulting | 1 | 10,000 | 0 | 0 | 100 | 0 | 0 |
| ▼ 91 - Executive Legislative and General Government except Finance | 1 | 10,000 | | | | | |
| 9111 - Executive office | 1 | 10,000 | 100 | 0 | 0 | 0 | 0 |
| ▼ 99 - Nonclassifiable Establishments | 6 | 35,000 | | | | | |
| 9999 - Nonclassified | 6 | 35,000 | 15 | 83 | 0 | 2 | 0 |

Trade Lines

| Date of Experience | Payment Status | Selling Terms | High Credit (US\$) | Now Owes (US\$) | Past Due (US\$) | Months Since Last Sale |
|--------------------|----------------|---------------|--------------------|-----------------|-----------------|-------------------------|
| 11/19 | - | Cash account | 50 | - | - | 1 |
| 10/19 | - | - | 50 | - | - | 1 |
| 10/19 | Pays Promptly | - | 40,000 | 7,500 | 0 | 1 |
| 10/19 | Pays Promptly | - | 25,000 | 5,000 | 0 | 1 |
| 10/19 | Pays Promptly | - | 5,000 | 0 | 0 | Between 6 and 12 Months |
| 10/19 | Pays Promptly | - | 2,500 | 0 | 0 | Between 2 and 3 Months |

| Date of Experience | Payment Status | Selling Terms | High Credit (US\$) | Now Owes (US\$) | Past Due (US\$) | Months Since Last Sale |
|--------------------|-------------------------|---------------|--------------------|-----------------|-----------------|-------------------------|
| 10/19 | Pays Promptly | - | 2,500 | 0 | 0 | Between 4 and 5 Months |
| 10/19 | Pays Promptly | - | 2,500 | 0 | 0 | Between 2 and 3 Months |
| 10/19 | Pays Promptly | - | 1,000 | 0 | 0 | Between 4 and 5 Months |
| 10/19 | Pays Promptly | - | 1,000 | 0 | 0 | Between 6 and 12 Months |
| 10/19 | Pays Promptly | 1 10 N30 | 1,000 | 0 | 0 | 1 |
| 10/19 | Pays Promptly | - | 1,000 | 0 | 0 | Between 6 and 12 Months |
| 10/19 | Pays Promptly | - | 1,000 | 50 | 0 | 1 |
| 10/19 | Pays Promptly | - | 750 | 750 | 0 | 1 |
| 10/19 | Pays Promptly | - | 750 | 0 | 0 | Between 6 and 12 Months |
| 10/19 | Pays Promptly | - | 500 | 0 | 0 | Between 4 and 5 Months |
| 10/19 | Pays Promptly | - | 250 | 0 | 0 | Between 4 and 5 Months |
| 10/19 | Pays Promptly | - | 100 | 0 | 0 | Between 4 and 5 Months |
| 10/19 | Pays Prompt to Slow 15+ | - | 25,000 | 15,000 | 5,000 | 1 |
| 10/19 | Pays Prompt to Slow 15+ | - | 7,500 | 2,500 | 250 | 1 |
| 10/19 | Pays Prompt to Slow 30+ | - | 1,000 | 250 | 250 | 1 |
| 10/19 | Pays Prompt to Slow 60+ | N30 | 2,500 | 2,500 | 500 | 1 |
| 10/19 | Pays Prompt to Slow 60+ | - | 1,000 | 750 | 0 | 1 |
| 10/19 | Pays Prompt to Slow 60+ | N30 | 500 | 500 | 100 | 1 |
| 10/19 | Pays Slow 30+ | - | 7,500 | 7,500 | 0 | 1 |
| 10/19 | Pays Slow 30+ | - | 2,500 | 2,500 | 2,500 | - |
| 10/19 | Pays Slow 60+ | - | 10,000 | 7,500 | 7,500 | Between 2 and 3 Months |
| 10/19 | Pays Slow 30-60+ | - | 500 | 0 | 0 | 1 |
| 10/19 | Pays Slow 30-90+ | - | 250,000 | 250,000 | 250,000 | - |
| 10/19 | Pays Slow 90+ | - | 1,000 | 250 | 0 | 1 |
| 10/19 | - | Cash account | 100 | - | - | 1 |
| 10/19 | Pays Promptly | - | 45,000 | 45,000 | 0 | 1 |
| 09/19 | Pays Promptly | - | 750 | 0 | 0 | Between 6 and 12 Months |
| 09/19 | Pays Prompt to Slow 60+ | - | 20,000 | 15,000 | 10,000 | 1 |
| 09/19 | Pays Slow 30+ | - | 750 | 0 | 0 | Between 6 and 12 Months |

| Date of Experience | Payment Status | Selling Terms | High Credit (US\$) | Now Owes (US\$) | Past Due (US\$) | Months Since Last Sale |
|--------------------|-------------------|---------------|--------------------|-----------------|-----------------|-------------------------|
| 09/19 | Pays Slow 30-90+ | - | 10,000 | 10,000 | 5,000 | 1 |
| 09/19 | Pays Slow 90+ | - | 2,500 | 2,500 | 2,500 | - |
| 09/19 | Pays Slow 60-120+ | - | 250 | 250 | 250 | Between 4 and 5 Months |
| 09/19 | Pays Promptly | - | 100 | 0 | 0 | Between 6 and 12 Months |
| 08/19 | Pays Promptly | N30 | 1,000 | 500 | 0 | 1 |
| 08/19 | Pays Promptly | - | 250 | 0 | 0 | Between 6 and 12 Months |
| 08/19 | Pays Promptly | - | 250 | 0 | 0 | Between 6 and 12 Months |
| 06/19 | Pays Promptly | - | 60,000 | 0 | 0 | Between 6 and 12 Months |
| 06/19 | Pays Promptly | - | 55,000 | 55,000 | 2,500 | 1 |
| 06/19 | Pays Promptly | Regular terms | 1,000 | 0 | 0 | Between 6 and 12 Months |
| 06/19 | Pays Promptly | - | 100 | 0 | 0 | Between 6 and 12 Months |
| 06/19 | - | Cash account | 50 | - | - | 1 |
| 06/19 | - | - | 50 | 0 | 0 | - |
| 05/19 | Pays Promptly | N30 | 15,000 | 5,000 | 0 | 1 |
| 05/19 | - | Cash account | 100 | - | - | 1 |
| 05/19 | - | Cash account | 50 | - | - | Between 2 and 3 Months |
| 05/19 | Pays Promptly | N30 | 10,000 | 0 | 0 | Between 6 and 12 Months |
| 04/19 | - | Cash account | 50 | - | - | 1 |
| 03/19 | Pays Promptly | - | 20,000 | 0 | 0 | Between 4 and 5 Months |
| 03/19 | Pays Promptly | - | 1,000 | 0 | 0 | Between 6 and 12 Months |
| 02/19 | Pays Promptly | - | 250 | 0 | 0 | Between 6 and 12 Months |
| 12/18 | - | Cash account | 5,000 | - | - | 1 |
| 11/18 | - | Cash account | 0 | 0 | 0 | Between 6 and 12 Months |
| 10/18 | Pays Slow 60+ | - | 1,000 | 0 | 0 | Between 6 and 12 Months |
| 08/18 | Pays Slow 30+ | - | 35,000 | 0 | 0 | Between 6 and 12 Months |
| 07/18 | - | Cash account | 50 | - | - | 1 |
| 03/18 | - | Cash account | 250 | - | - | 1 |
| 01/18 | Pays Promptly | - | 10,000 | - | - | 1 |

Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Judgements

0

Latest Filing: -

Liens

0

Latest Filing: -

Suits

0

Latest Filing: -

UCC Filings

14

Latest Filing: 05-30-2019

Events

UCC Filing - Original

| | |
|---------------|--|
| Filing Date | 05-30-2019 |
| Filing Number | 1086952500519 |
| Received Date | 06-04-2019 |
| Collateral | Equipment |
| Secured Party | TOYOTA INDUSTRIES COMMERCIAL FINANCE, INC., DALLAS, TX |
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|------------------------------------|
| Filing Date | 01-23-2019 |
| Filing Number | 04419000400 |
| Received Date | 02-19-2019 |
| Collateral | Equipment |
| Secured Party | PRATT RECYCLING, INC., CONYERS, GA |
| Debtors | SAFCO PRODUCTS CO., KENNESAW, GA |
| Filing Office | DEKALB SUPERIOR COURT, DECATUR, GA |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 08-28-2018 |
| Filing Number | 1029759401325 |
| Received Date | 09-07-2018 |
| Collateral | Equipment |
| Secured Party | TRUMPF INC., FARMINGTON, CT |
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 08-19-2018 |
| Filing Number | 1028508201346 |
| Received Date | 08-21-2018 |
| Collateral | Equipment |
| Secured Party | TRUMPF INC., FARMINGTON, CT |
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 07-15-2014 |
| Filing Number | 12214001081 |
| Received Date | 08-29-2014 |
| Collateral | Equipment |
| Secured Party | PRATT RECYCLING, CONYERS, GA |
| Debtors | SAFECO, KENNESAW, GA |
| Filing Office | ROCKDALE COUNTY SUPERIOR COURT CLERKS OFFICE, CONYERS, GA |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 04-02-2014 |
| Filing Number | 201436086158 |
| Received Date | 04-11-2014 |
| Collateral | Business machinery/equipment and proceeds |
| Secured Party | U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN |
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 02-04-2014 |
| Filing Number | 201435436553 |
| Received Date | 02-18-2014 |
| Collateral | Business machinery/equipment and proceeds |
| Secured Party | U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN |
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 05-29-2013 |
| Filing Number | 201332540952 |
| Received Date | 06-11-2013 |
| Collateral | Business machinery/equipment and proceeds |
| Secured Party | U.S. BANK EQUIPMENT FINANCE, A DIVISION OF U.S. BANK NATIONAL ASSOCIATION, MARSHALL, MN |

| | |
|---------------|---|
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 07-09-2012 |
| Filing Number | 201228889652 |
| Received Date | 07-20-2012 |
| Collateral | Business machinery/equipment |
| Secured Party | U.S. BANK EQUIPMENT FINANCE, MARSHALL, MN |
| Debtors | SAFCO PRODUCTS CO. |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

UCC Filing - Original

| | |
|---------------|---|
| Filing Date | 03-30-2009 |
| Filing Number | 200915523234 |
| Received Date | 05-07-2009 |
| Collateral | Business machinery/equipment |
| Secured Party | US BANCORP, MARSHALL, MN |
| Debtors | SAFCO PRODUCTS COMPANY |
| Filing Office | SECRETARY OF STATE/UCC DIVISION, SAINT PAUL, MN |

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction

There may be additional UCC Filings in D&B's file on this company available by contacting 1-800-234-3867.

Special Events

04-30-2018

Business address has changed from 9300 West Research Ctr Rd, Minneapolis, MN, 55428 to 5600 N Hwy 169 , Minneapolis, MN, 55428.

Company Profile

Company Overview

| | | |
|---------------------------------------|---|--|
| D-U-N-S 00-645-3575 | Mailing Address United States | Employees 188 (138 here) |
| Legal Form Corporation (US) | Telephone (763) 536-6700 | Age (Year Started) 52 years (1966) |

History Record[Clear](#)**Date Incorporated**

12-14-1966

State of Incorporation

Minnesota

Ownership

Not publicly traded

Websitewww.safcoproducts.com**Present Control Succeeded**

1966

Named Principal

David Lenzen, EXEC VP-AST SEC

Line of Business

Mfg office furniture-nonwood

Business Registration

Corporate and business registrations reported by the secretary of state or other official source as of: 11-01-2019
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

| | |
|-------------------------------|--|
| Registered Name | SAFCO PRODUCTS CO. |
| Corporation Type | Corporation (US) |
| Business Commenced On | 1966 |
| State of Incorporation | MINNESOTA |
| Date Incorporated | 12-14-1966 |
| Registration ID | 1L-168 -DCORP |
| Registration Status | ACTIVE |
| Filing Date | 12-14-1966 |
| Where Filed | SECRETARY OF STATE/CORPORATIONS DIVISION |

Principals**Officers**

DAVID LENZEN, EXEC VP-AST SEC
DANIEL ZDON, EXEC VP-COO-PRES
BYRON WIEBERDINK, VP-CFO
RONDA BAYER, VP-GEN COUNSEL-SEC

Directors

THE OFFICER(S)

Company Events**The following information was reported on: 06-13-2018**

The Minnesota Secretary of State's business registrations file showed that Safco Products Co. was registered as a Corporation on December 14, 1966 under the file registration number DC 1L-168.

Business started 1966 by parent company. 100% of capital stock is owned by the parent company.

RECENT EVENT:.

On June 10, 2016, sources stated that Safco Products Co., Minneapolis, MN, has acquired the assets of FocalUprightFurniture, LLC, North Kingstown, RI, on May 11, 2016. With the acquisition, FocalUprightFurniture, LLC will now operate under the name Walcott Associates, LLC. Terms of the deal were not disclosed. Further details are unavailable.

DAVID LENZEN born 1945. Graduated from Minneapolis Business College in 1965. He is a certified public accountant. 1965-72 employed as accountant by a local certified public accounting firm that no longer is in operation. 1972-present employed by parent and appears as an officer there and in the subsidiaries.

DANIEL ZDON born 1954. 2000-present active here.

BYRON WIEBERDINK born 1963. 1997-present active here.

RONDA BAYER born 1960. 2009-present active here.

. ----RELATED CONCERNS---- .

Affiliates: The following are related through common principals, management and/or ownership of the parent company.

- 1) Liberty Carton Co (Inc), Minneapolis, MN, started 1945. Intercompany relations: None reported by management.
- 2) Fidelity Products Co (Inc), Minneapolis, MN, started 1961. Intercompany relations: None reported by management.
- 3) Valley Craft Inc, Minneapolis, MN, started 1979. Intercompany relations: None reported by management.
- 4) Southern Diversified Industries Inc, Minneapolis, MN, started 1983. Intercompany relations: None reported by management.
- 5) Liberty Paper, Inc, Becker, MN, started 1994. Intercompany relations: None reported by management.
- 6) Liberty Carton Co-Texas Inc, Minneapolis, MN, started 1992. Intercompany relations: None reported by management.
- 7) Diversi-Plast Products, Inc, Minneapolis, MN, started 1994. Intercompany relations: None reported by management.

Business address has changed from 9300 West Research Ctr Rd, Minneapolis, MN, 55428 to 5600 N Hwy 169 , Minneapolis, MN, 55428.

Business Activities And Employees

The following information was reported on: 06-13-2018

Business Information

| | |
|-------------|---|
| Trade Names | (SUBSIDIARY OF LIBERTY DIVERSIFIED INTERNATIONAL, INC., NEW HOPE, MN) |
|-------------|---|

Business Information

| | |
|------------------|--|
| Description | <p>Subsidiary of LIBERTY DIVERSIFIED INTERNATIONAL, INC., NEW HOPE, MN started 1972 which operates as a manufacturer of office products, graphic arts and industrial products. Parent company owns 100% of capital stock. Parent company has 7 other subsidiary(ies). Intercompany relations: Parent provides administrative services for subject on a fee basis.</p> <p>As noted this company is a subsidiary of Liberty Diversified Internationa, Inc., Duns #06-145-6489, and reference is made to that report for background information on the parent company and its management.</p> <p>-----O----- . -----O----- .</p> <p>Manufactures non-wooden office furniture. Wholesales commercial equipment, specializing in store fixtures or display equipment and commercial or industrial shelving. Wholesales office supplies. Wholesales furniture, specializing in office or public building furniture and office furniture.</p> <p>ADDITIONAL TELEPHONE NUMBER(S): Toll-Free 800 328-3020.</p> <p>Has 5,000 account(s). Terms are Net 30 days. Sells to wholesalers and dealers. Territory : International.</p> |
| Employees | 188 which includes officer(s). 138 employed here. |
| Financing Status | Secured |
| Seasonality | Nonseasonal. |
| Tenure | Rents |
| Facilities | Rents 191,000 sq. ft. in a multi story concrete block building. |
| Location | Industrial section on well traveled street. |

SIC/NAICS Information

| SIC Codes | SIC Description | Percentage of Business |
|-------------|---|------------------------|
| 2522 | Mfg office furniture-nonwood | - |
| 25220000 | Office furniture, except wood | - |
| 50460100 | Store fixtures and display equipment | - |
| 50460105 | Shelving, commercial and industrial | - |
| 51129907 | Office supplies, nec | - |
| 50210100 | Office and public building furniture | - |
| 50210106 | Office furniture, nec | - |
| NAICS Codes | NAICS Description | |
| 337214 | Office Furniture (except Wood) Manufacturing | |
| 423440 | Other Commercial Equipment Merchant Wholesalers | |
| 423440 | Other Commercial Equipment Merchant Wholesalers | |

| NAICS Codes | NAICS Description |
|-------------|---|
| 424120 | Stationery and Office Supplies Merchant Wholesalers |
| 423210 | Furniture Merchant Wholesalers |
| 423210 | Furniture Merchant Wholesalers |

Government Activity

Activity Summary

| | |
|--|-----|
| Borrower(Dir/Guar) | No |
| Administrative Debt | No |
| Contractor | Yes |
| Grantee | No |
| Party excluded from federal program(s) | No |

Financials

D&B currently has no financial information on file for this company

This information may not be reproduced in whole or in part by any means of reproduction.

| Comp any | Product Line | Product Code(s) | 2018 Product Family | 2018 VOC | 2018 Certification | 2019 Product Family | Cert. Expiry | 2019 VOC | 2019 Certification | Cert. Expiry | Notes |
|----------|---|-----------------------------------|--|----------|-----------------------|---------------------|--------------|-----------------|--------------------|--------------|-------|
| Maylin e | Aberdeen Medina Sterling | X1 X2 | Conference Tables, Desking Systems, Casegoods, and | VOC | US1-ETLVOC-0000001R6 | Systems | 5/21/2019 | CleanAir Silver | 103970916GRR-001a | 8/20/2020 | |
| Maylin e | CSII e5 Series TransAction Series E-Series | KL - KQ, RJ KS -KW obsolete | Conference Tables, Desking Systems, Casegoods, and | VOC+ | US1-ETLVOC-0000002R6 | Systems | 5/21/2019 | CleanAir Gold | 103970916GRR-001d | 8/20/2020 | |
| Maylin e | LT Series ML Series RGE Series XR Series | IS obsolete IE IC ID | Height Adjustable Tables | VOC+ | US1-ETLVOC-00000016R5 | Tables | 5/21/2019 | CleanAir Gold | 103970916GRR-001e | 8/20/2020 | |
| | ARC Rotary Files File Harbor Cabinets Forms / Storage Cabinets | BT-BV AH-AJ AA | | | | | | | | | |
| Maylin e | Four Post Shelving Mailflow Systems Mailflow-to-go for Mailrooms Mobile Lite Steel Plan Large Format Filing | JA-JD, JI-JJ OA-OS BA-BB CM E+ JK | High Density Storage | VOC+ | US1-ETLVOC-00000018R5 | Casegoods | 5/21/2019 | CleanAir Gold | 103970916GRR-001c | 8/20/2020 | |
| Maylin e | X-Ray Shelving Data Cabinets e*LAN Matrix TechWorks | HD, HL obsolete HA HR-HW | Technology Products | VOC+ | US1-ETLVOC-00000020R5 | Accessories | 5/21/2019 | CleanAir Gold | 103970916GRR-001b | 8/20/2020 | |
| Maylin e | Even Drawing Tables Steel Plan Files | KX BO,WA E+ | Workspaces Drafting | VOC+ | US1-ETLVOC-00000021R5 | Systems | | CleanAir Gold | 103970916GRR-001d | 8/20/2020 | |
| Maylin e | Bistro Cohere Flip-N-Go Meeting Plus Sync T-Mate | RM PN-PS RN RB RP RH | Hospitality, Occasional, and Training Tables | VOC+ | US1-ETLVOC-00000022R5 | Tables | 5/21/2019 | CleanAir Gold | 103970916GRR-001e | 8/20/2020 | |
| Maylin e | | | | | US1-ETLVOC-00000026R5 | Tables | 5/21/2019 | CleanAir Gold | 103970916GRR-001e | 8/20/2020 | |



CERTIFIED
CLEAN AIR SILVER

Intertek does hereby certify that an independent assessment has been conducted on behalf of

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001a

Certification valid until: 20 August 2020

Applicant Address: 9300 West Research Center Road
New Hope, MN 55428 USA

Product Category: Systems

Product Details: See Appendix

Conformance Criteria: ANSI/BIFMA e3-2019e, Sections 7.6.1: Open Plan Office and Private Office

Issuing Office Name & Address: Intertek Testing Services NA, Inc.
4700 Broadmoor Ave SE, Suite 200
Kentwood, MI 49512 USA
Ph: +1-616-656-7401

Brian Kneibel
Certification Manager
20 August 2019

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc.

SFT-CLEAN AIR-OP-19e (14 September-2018)



CERTIFIED
CLEAN AIR SILVER

Certificate Appendix

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001a

| Product Category | Systems |
|----------------------|----------------------------|
| Model Name(s) | Aberdeen, Medina, Sterling |
| Product Restrictions | Laminate only |

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc.

SFT-CLEAN AIR-OP-19e (14 September-2018)



CERTIFIED
CLEAN AIR GOLD

Intertek does hereby certify that an independent assessment has been conducted on behalf of

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001b

Certification valid until: 20 August 2020

Applicant Address: 9300 West Research Center Road
New Hope, MN 55428 USA

Product Category: Accessories

Product Details: See Appendix

Conformance Criteria: ANSI/BIFMA e3-2019e, Sections 7.6.1, 7.6.2, 7.6.3: Open Plan Office and Private Office

Issuing Office Name & Address: Intertek Testing Services NA, Inc.
4700 Broadmoor Ave SE, Suite 200
Kentwood, MI 49512 USA
Ph: +1-616-656-7401

Brian Kneibel
Certification Manager
20 August 2019

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc. 5FT-CLEAN AIR-OP-19e (14 September-2018)



CERTIFIED
CLEAN AIR GOLD

Certificate Appendix

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001b

| | |
|----------------------|----------------------------------|
| Product Category | Accessories |
| Model Name(s) | Data Cabinets, Matrix, TechWorks |
| Product Restrictions | Laminate Only |

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc. SFT-CLEAN AIR-OP-19e (14 September 2018)



CERTIFIED
CLEAN AIR GOLD

Intertek does hereby certify that an independent assessment has been conducted on behalf of

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001c

Certification valid until: 20 August 2020

Applicant Address: 9300 West Research Center Road
New Hope, MN 55428 USA

Product Category: Casegoods

Product Details: See Appendix

Conformance Criteria: ANSI/BIFMA e3-2019e, Sections 7.6.1, 7.6.2, 7.6.3: Open Plan Office and Private Office

Issuing Office Name & Address: Intertek Testing Services NA, Inc.
4700 Broadmoor Ave SE, Suite 200
Kentwood, MI 49512 USA
Ph: +1-616-656-7401

Brian Kneibel
Certification Manager
20 August 2019

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc. SFT-CLEAN AIR-OP-19e (14 September-2018)



CERTIFIED
CLEAN AIR GOLD

Certificate Appendix

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001c

| | |
|----------------------|---|
| Product Category | Casegoods |
| Model Name(s) | ARC Rotary Files, File Harbor Cabinets, Forms / Storage Cabinets, Four Post Shelving, Mailflow Systems, Mailflow-to-go for Mailrooms, Mobile Lite, Steel Plan Files, Steel Plan Large Format Filing, X-Ray Shelving |
| Product Restrictions | Laminate Only |

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc. SFT-CLEAN AIR-OP-19e [14 September-2018]



CERTIFIED
CLEAN AIR GOLD

Intertek does hereby certify that an independent assessment has been conducted on behalf of

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001d

Certification valid until: 20 August 2020

Applicant Address: 9300 West Research Center Road
New Hope, MN 55428 USA

Product Category: Systems

Product Details: See Appendix

Conformance Criteria: ANSI/BIFMA e3-2019e, Sections 7.6.1, 7.6.2, 7.6.3: Open Plan Office and Private Office

Issuing Office Name & Address: Intertek Testing Services NA, Inc.
4700 Broadmoor Ave SE, Suite 200
Kentwood, MI 49512 USA
Ph: +1-616-656-7401

Brian Kneibel
Certification Manager
20 August 2019

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc. SFT-CLEAN AIR-OP-19e (14 September-2018)



CERTIFIED
CLEAN AIR GOLD

Certificate Appendix

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001d

| | |
|----------------------|-----------------------|
| Product Category | Systems |
| Model Name(s) | CSII, Even, e5 Series |
| Product Restrictions | Laminate Only |

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.



CERTIFIED
CLEAN AIR GOLD

Intertek does hereby certify that an independent assessment has been conducted on behalf of

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001e

Certification valid until: 20 August 2020

Applicant Address: 9300 West Research Center Road
New Hope, MN 55428 USA

Product Category: Tables

Product Details: See Appendix

Conformance Criteria: ANSI/BIFMA e3-2019e, Sections 7.6.1, 7.6.2, 7.6.3: Open Plan Office and Private Office

Issuing Office Name & Address: Intertek Testing Services NA, Inc.
4700 Broadmoor Ave SE, Suite 200
Kentwood, MI 49512 USA
Ph: +1-616-656-7401

Brian Kneibel
Certification Manager
20 August 2019

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.



CERTIFIED
CLEAN AIR GOLD

Certificate Appendix

SAFCO PRODUCTS

Certificate Number: 103970916GRR-001e

| Product Category | Tables |
|----------------------|---|
| Model Name(s) | Cohere, Bistro, Drawing Tables, E-Series, Flip-N-Go, Meeting Plus, ML Series, Sync, T-Mate, XR Series |
| Product Restrictions | Laminate Only |

This Certificate is for the exclusive use of Intertek's client and is provided pursuant to the agreement between Intertek and its Client. Intertek's responsibility and liability are limited to the terms and conditions of the agreement. Intertek assumes no liability to any party, other than to the Client in accordance with the agreement, for any loss, expense or damage occasioned by the use of this Certificate. Only the Client is authorized to permit copying or distribution of this Certificate. Any use of the Intertek name or one of its marks for the sale or advertisement of the tested material, product or service must first be approved in writing by Intertek. The observations and test/inspection results referenced in this Certificate are relevant only to the sample tested/inspected. This Certificate by itself does not imply that the material, product, or service is or has ever been under an Intertek certification program.

Intertek Testing Services NA, Inc. SFT-CLEAN AIR-OP-19e (14 September-2018)

https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cae
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0caf
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cb0
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cb1
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cb2
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cb3
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cb4
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0cb5
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d81
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d82
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d83
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d84
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d85
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d86
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0d87
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0f3b
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0f3c
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0f3d
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0f3e
https://spot.ul.com/main-app/products/detail/5ad1e83055b0e82d946a0f62
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14cb
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14cc
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14cd
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14ce
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14cf
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14d1
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a14d1
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a226b
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a226c
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a226d
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a226e
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a226f
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2270
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2271
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2272
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2273
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2274
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a00
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a01
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a02
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a03
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a04
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a05
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a2a06
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36e4
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36e5
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36e6
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36e7
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36e8
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36e9
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36ea
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36eb
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36ec
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36ee
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36ef
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36f0
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a36f1
https://spot.ul.com/main-app/products/detail/5ad1e86d55b0e82d946a460

| | | | |
|--|--------------------------------|----------|--|
| 7586 Moto™ | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7588 Polse™ | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7589 Precision | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7590 Serenity™ | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7592 Trenton | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7593 True Comfort™ | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7594 Uber™ Big and Tall | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 7595 Vivid™ | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 8386 Agiliti™ Flex Back Stack Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 8387 Pique™ Series Stack Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 8388 Rêve™ Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 8389 Tez™ Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 9390 Customizable Multi Directional Sign | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 9391 Desktop Reference System | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 8392 Impromptu Tables | Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 9385 AlphaBatter Desk | Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 9386 AlphaBatter Stool | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 9387 Backrests | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 9449 EZ Sort Mailroom Furniture | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 12252 ChaCha™ Tables | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 12255 Dibs | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 12256 Faze | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 12257 Revue Counter-Height | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 12258 Spy | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 12259 Veer | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 12260 Vio | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 16248 TBD | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 17618 Mill Stack Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 17619 Mesh Stools | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 17620 Impromptu Mobile Training Tables | Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 17621 Impromptu AV Cart | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 17622 Impromptu Flat Panel TV Cart | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 17623 Impromptu Machine Stands | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 17624 Impromptu Mobile Files | Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 17625 Impromptu Refreshment Cart | Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 17626 Steel Refreshment Centers | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 17627 Rumba Screens | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 20385 Rae | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 20386 Sol Task Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 20387 Zippi | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 20388 Impromptu™ Lectern | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 20389 Luggage Carts | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 20390 Onyx Fold-up Shelving | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 20391 Vy Stack Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 28993 Voice™ Series Task Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 28994 Wink™ Stack Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 28995 Bliss™ | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 28996 Economy Extended-Height Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |
| 28997 Chair Accessories | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 28998 RSVP™ Tables | Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 28999 Lume™ Literature Racks | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 29000 Onyx™ Mesh Panel Organizers | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 29001 Message Board | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 29002 EasyMount Workstation Accessories | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 29003 Hygiene Stations | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 29004 Xpressions™ Computer Workstations | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 29005 Hanging Clamps | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020] |
| 29006 CPU Holders | Office Furniture (GG and Gold) | Approved | [GG 06/26/2008 - 06/26/2020][GOLD 07/11/2019 - 06/26/2020] |
| 42154 Zenergy™ Ball Chair | Seating - 01 | Approved | [GG 06/26/2008 - 06/26/2020] |

| | | | | |
|--------|--|----------|------------------------------|--|
| 42865 | Impromptu® Full Polycarbonate and Full Wh Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e8249464be0 |
| 42867 | Rumba™ Screen Tablet Hooks | Approved | [GG 06/26/2008 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e8249464be2 |
| 42868 | Rumba™ Screen Eraser Tray | Approved | [GG 06/26/2008 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e8249464be3 |
| 42870 | Entourage Stack Chair | Approved | [GG 06/26/2008 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e8249464be4 |
| 127141 | Spark™ 72 x 20" Teaming Table | Approved | [GG 07/25/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58baa55b0e820047818ce |
| 127144 | Spark™ E0 x 20" Teaming Table | Approved | [GG 07/25/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58baac55b0e820047818d1 |
| 127147 | Safco® Steel Bar Stool | Approved | [GG 07/25/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58baaf55b0e820047818d6 |
| 127150 | Safco Steel® Counter Stool | Approved | [GG 07/25/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58bab355b0e820047818da |
| 127154 | Safco Steel® Guest Stool | Approved | [GG 07/25/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58bab555b0e820047818dd |
| 127164 | Valore Mid Back Chair w/Arms | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14bc2955b0e88d9c8a42a1 |
| 127165 | Zenergo™ Swivel | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba272955b0e8280cf22d |
| 127166 | Runtz™ Ball Chair | Approved | [GG 11/26/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b1fd781a55b0e80774d35f58 |
| 127167 | Valore High Back Chair w/Arms | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127168 | Valore High Back Chair Armless | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127169 | Thesis Static Back, Arms | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127170 | Thesis Flex Back, Armless | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127171 | Thesis Static Back, Armless | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127172 | Thesis Static Back, Tablet | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127173 | Thesis Flex Back, Arms | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127174 | Thesis Flex Back, Tablet | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127175 | Thesis School - Flex Back | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127176 | Focal™ Mobis® Seat | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 127177 | Focal™ Mobis® II Seat | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b14ca3855b0e8714cfe1efc |
| 130097 | Economy Lab Stool | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130098 | Lab Stool with Back, Pneumatic Lift | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130099 | Pneumatic Lift Lab Stool | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130100 | Lab Stool Low Base with Screw Lift | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130101 | Lab Stool High Base with Screw Lift | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130157 | Zenergo - Custom | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130158 | Runtz Ball Chair | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130159 | Industrial Perch Stool | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130160 | Shell Extended Height Chair | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130162 | Shell Desk Chair | Approved | [GG 09/17/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130163 | Focal Locus Seat | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130164 | Ultimo Series 100 - High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130165 | Ultimo Series 100 - Mid Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130166 | Ultimo Series 200 - Mid Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130167 | Ultimo Series 500 - High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130168 | Ultimo Series 300 - Mid Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130169 | Ultimo Series 300 - High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130170 | Comfort Series - Executive High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130171 | Comfort Series - Executive High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130172 | Comfort Series - Executive Posture Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130173 | Alliance - Desk Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130174 | Corsica - High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130175 | 2528 - Conference Chair | Approved | [GG 11/13/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 130484 | Vamp LED Lighting | Approved | [GG 10/12/2018 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef55b0e836709b790a |
| 142821 | Metal Heavy-Duty Hangers | Approved | [GG 08/08/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5d4570b4f55b0e869246888e8 |
| 145002 | Mixx Recycling Center | Approved | [GG 09/24/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5d48bab3955b0e80f8c1636ea |

| | | | | | |
|--------|--|----------|------------------------------|--------------------------------|---|
| 42865 | Impromptu® Full Polycarbonate and Full Wh Office Furniture (GG Only) | Approved | [GG 06/26/2008 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e82d9464be0 |
| 42867 | Rumba™ Screen Tablet Hooks | Approved | [GG 06/26/2008 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e82d9464be2 |
| 42868 | Rumba™ Screen Eraser Tray | Approved | [GG 06/26/2008 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e82d9464be3 |
| 42870 | Entourage Stack Chair | Approved | [GG 06/26/2008 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ad1ea7255b0e82d9464be4 |
| 127141 | Spark™ 72 x 20" Teaming Table | Approved | [GG 07/25/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58baa55b0e820047818ce |
| 127144 | Spark™ 60 x 20" Teaming Table | Approved | [GG 07/25/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58baa55b0e820047818d1 |
| 127147 | Safo™ Steel Bar Stool | Approved | [GG 07/25/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58baaf5b0e820047818d6 |
| 127150 | Safo™ Steel Counter Stool | Approved | [GG 07/25/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58bab35b0e820047818da |
| 127154 | Safo Steel Guest Stool | Approved | [GG 07/25/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b58bab35b0e820047818dd |
| 127164 | Valore - Mid Back Chair w/Arms | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf4bc2955b0e8849c8a42a1 |
| 127165 | Zenergy™ Swivel | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5baf728b55b0e8280cf22d1 |
| 127166 | Runtz™ Ball Chair | Approved | [GG 11/26/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf6f781a55b0e80774d35f58 |
| 127167 | Valore - High Back Chair w/Arms | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf4ca3855b0e87f4cfe1efc |
| 127168 | Valore - High Back Chair Armless | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec387a55b0e871a4243653 |
| 127169 | Thesis - Static Back, Arms | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec387f55b0e871a4243656 |
| 127170 | Thesis - Flex Back, Armless | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec387f55b0e871a424365d |
| 127171 | Thesis - Static Back, Armless | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec388055b0e871a424365b |
| 127172 | Thesis - Static Back, Tablet | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec388155b0e871a424365f |
| 127173 | Thesis - Flex Back, Arms | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec388155b0e871a4243664 |
| 127174 | Thesis - Flex Back, Tablet | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba2729055b0e8280cf233 |
| 127175 | Thesis Stool - Flex Back | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba2729055b0e8280cf235 |
| 127176 | Focal™ Mobis® Seat | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba2729055b0e8280cf23b |
| 127177 | Focal™ Mobis® II Seat | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef155b0e836709b78fb |
| 130097 | Economy Lab Stool | Approved | [GG 09/12/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef155b0e836709b7900 |
| 130098 | Lab Stool with Back, Pneumatic Lift | Approved | [GG 09/12/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef155b0e836709b7904 |
| 130099 | Pneumatic Lift Lab Stool | Approved | [GG 09/12/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef155b0e836709b790a |
| 130100 | Lab Stool: Low Base with Screw Lift | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b9bbef155b0e836709b790e |
| 130101 | Lab Stool: High Base with Screw Lift | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba2729755b0e8280cf23e |
| 130157 | Zenergy - Custom | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba2729455b0e8280cf246 |
| 130158 | Runtz Ball Chair | Approved | [GG 09/17/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5ba272a255b0e8280cf24d |
| 130159 | Industrial Perch Stool | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec4686c55b0e8695cc19cf8 |
| 130160 | Shell Extended Height Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bec469255b0e8695cc19d06 |
| 130162 | Shell Desk Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f1e55b0e869c448fb1 |
| 130163 | Focal Locus Seat | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f1b55b0e869c448fb6 |
| 130164 | Ultimo Series 100 - High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448dfc3 |
| 130165 | Ultimo Series 100 - Mid Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448dfc9 |
| 130166 | Ultimo Series 200 - Mid Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f2755b0e869c448dfc4 |
| 130167 | Ultimo Series 500 - High Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130168 | Ultimo Series 300 - Mid Back Chair | Approved | [GG 11/13/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130169 | Ultimo Series 300 - High Back Chair | Approved | [GG 11/14/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f3055b0e869c448dfdc |
| 130170 | Comfort Series - Executive High Back Chair | Approved | [GG 11/14/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130171 | Comfort Series - Executive High Back Chair | Approved | [GG 11/14/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130172 | Comfort Series - Executive Posture Chair | Approved | [GG 11/14/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130173 | Alliance - Desk Chair | Approved | [GG 11/14/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130174 | Corsica - High Back Chair | Approved | [GG 11/14/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130175 | 2528 - Conference Chair | Approved | [GG 10/12/2018 - 06/26/2020] | [GOLD 07/11/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5bf58f255b0e869c448df6 |
| 130484 | Vamp LED Lighting | Approved | [GG 08/08/2019 - 06/26/2020] | [GOLD 08/08/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5b5cf955b0e18e06e637a |
| 142821 | Metal Heavy-Duty Hangers | Approved | [GG 09/24/2019 - 06/26/2020] | [GOLD 09/24/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5d570b4f55b0e869246888e8 |
| 145002 | Mxx Recycling Center | Approved | [GG 09/24/2019 - 06/26/2020] | [GOLD 09/24/2019 - 06/26/2020] | https://spot.ul.com/main-app/products/detail/5d8bab3955b0e80fc81636ea |

| Area | Previously Authorized Dealers |
|-----------|-------------------------------|
| AK Count | 4 |
| AL Count | 6 |
| AR Count | 1 |
| AZ Count | 6 |
| CA Count | 60 |
| CO Count | 7 |
| CT Count | 5 |
| DC Count | 4 |
| DE Count | 9 |
| FL Count | 27 |
| GA Count | 39 |
| HI Count | 2 |
| IA Count | 11 |
| ID Count | 4 |
| IL Count | 16 |
| IN Count | 9 |
| KS Count | 11 |
| KY Count | 8 |
| LA Count | 4 |
| MA Count | 1 |
| MD Count | 8 |
| ME Count | 2 |
| MI Count | 13 |
| MN Count | 10 |
| MO Count | 25 |
| MS Count | 14 |
| MT Count | 4 |
| NC Count | 18 |
| ND Count | 6 |
| NE Count | 6 |
| NH Count | 2 |
| NJ Count | 40 |
| NM Count | 5 |
| NV Count | 5 |
| NY Count | 15 |
| OH Count | 34 |
| OK Count | 5 |
| OR Count | 5 |
| PA Count | 86 |
| RI Count | 4 |
| SC Count | 10 |
| SD Count | 9 |
| TN Count | 5 |
| TX Count | 146 |
| USA Count | 1 |
| UT Count | 10 |
| VA Count | 8 |
| VT Count | 2 |
| WA Count | 13 |
| WI Count | 11 |
| WV Count | 3 |
| WY Count | 2 |
| Grand Cou | 761 |

| | Area | Dealer Name | Address | DealerPhone | Contact | Email |
|----------|------|--------------------------------|---|--------------|---|--|
| AK Count | AK | Capital Office Systems | 1120 E. 35th Avenue, Anchorage, AK 99508 | 907-777-1500 | Angela Matson | amatson@capital-office.com www.thinkofficellc.com |
| | AK | Think Office | 1320 E. 68th Avenue, Anchorage, AK 99518 | 907-338-4475 | | |
| | AK | Artic Office Products | 100 West Fireweed Lane Anchorage, AK 99503 | 907-276-2322 | | |
| | AK | Business Interiors Northwest | 3909 Artic Blvd. Suite 100 Anchorage, AK 990503 | 907-771-7600 | | |
| AL Count | 4 | | | | Drew Kyle | |
| | AL | BODINE, INC | 2141 14TH AVENUE SOUTH, BIRMINGHAM, AL 35205 | 2059339100 | | |
| | AL | CRAWFORD OFC SPLY #4015 | 301 SOUTH LEIGHTON AVENUE, ANNISTON, AL 36202 | 2562373310 | | |
| | AL | CURRIE SYSTEMS, INC #1060 | 3089 LEEMAN FERRY ROAD, HUNTSVILLE, AL 35801 | 2567042877 | | |
| | AL | EXECUTIVE OFFICE SVC #5043 | 1716 28TH AVENUE SOUTH, BIRMINGHAM, AL 35209 | 2058717393 | | |
| | AL | L&L OFFICE SUPPLY #1044 | 3821 LORNA ROAD, #108, HOOVER, AL 35244 | 8649842521 | | |
| AR Count | 6 | | | | Drew Kyle | |
| | AR | ADMIRAL EXPRESS #P018 | 855-B CLAYTON STREET, SPRINGDALE, AR 72762 | 4797175289 | | |
| AZ Count | 1 | | | | Ed Cain Adam Goodman | |
| | AZ | Facilitec | 4501 E McDowell Rd, Phoenix AZ 85008 | 602-275-0101 | | |
| | AZ | Goodman's | 1400 East Indian School. Phoenix AZ 85002 | 602-263-1110 | | |
| | AZ | DRAFTING EQUIPMENT WAREHOUSE | 835 WEST WARNER, #101-482, GILBERT, AZ 85233 | 8779337238 | | |
| | AZ | INTERIOR SOLUTIONS | 444 WEST FAIRMONT DRIVE, TEMPE, AZ 85282 | 8003397538 | | |
| | AZ | NEBS BUSINESS FORMS | 2000 SO THOMPSON STREET, FLAGSTAFF, AZ 86001 | 8002256380 | | |
| CA Count | 6 | | | | Drew Chris Cable Craig Campbell Tom Zimmerman Meg Crider Kori Vasquez Lela Huenegardt Therese Kingsbury Trevor Croghan Teresa Conger Kristi Rolak Pete Sloan | BCOLLINS@BUILDINGBLOCKINTERIORS.COM chris@caliberooffice.com ccampbell@campbellkeller.com tomz@corebusinessinteriors.com megcrider@cridercontractinteriors.com kvasquez@insidesource.com LelaH@kbmworkspace.com tkingsbury@mtaoffice.com tcroghan@oneworkplace.com solutionsbusinessfurniture@yahoo.com kristir@ucfinc.com |
| | CA | AGA STERLING ART | 18871 TELLER AVENUE, IRVINE, CA 92612 | 9495530101 | | |
| | CA | AGA-UNIVERSITY ART CENTER INC | 267 HAMILTON AVENUE, PALO ALTO, CA 94301 | 6503283500 | | |
| | CA | BIZ 2 BIZ ONLINE | 3943 IRVINE BLVD, #285, IRVINE, CA 92602 | 8003385370 | | |
| | CA | Buildig Block Interiors | 3494 Camino Tassajara #240, Danville, CA 94506 | 925.457.6561 | | |
| | CA | Caliber Office | 8719 AIRPORT ROAD SUITE A, REDDING, CA 96002 | 530/225-8677 | | |
| | CA | Campbell Keller | 3041 65TH STREET, #3, PO BOX 277788, SACRAMENTO, CA 95827 | 916/362-0123 | | |
| | CA | CONTRACT OFFICE GROUP, INC | 1731 TECHNOLOGY DRIVE, #100, SAN JOSE, CA 95110 | 4082131790 | | |
| | CA | Core Business Interiors | 7910 NORTH INGRAM AVENUE, #102, FRESNO, CA 93722 | 559/297-6400 | | |
| | CA | CRI | 130 SUTTER STREET, 3RD FLOOR, SAN FRANCISCO, CA 94104 | 4152930715 | | |
| | CA | Crider Contract Interiors | 285 E. Imperial Highway, Suite 106, Fullerton, CA | 714.502-4480 | | |
| | CA | DIGITAL BUYER #251 | 155 W WASHINGTON BLVD, STE #306, LOS ANGELES, CA 90015 | 8004082718 | | |
| | CA | ENET FURNITURE | 28200 HWY 189, ST. N-100, LAKE ARROWHEAD, CA 923520050 | 9093369275 | | |
| | CA | EPIC OFFICE FURNITURE, INC | 7111 GARDEN GROVE BLVD, #223, GARDEN GROVE, CA 92841 | 7148926368 | | |
| | CA | EQA OFFICE FURNITURE, LLC | 915 WALSH AVENUE, SANTA CLARA, CA 95050 | 4087193290 | | |
| | CA | HOGUE & ASSOCIATES, INC | 7300 FOLSOM BLVD, #103, SACRAMENTO, CA 95826 | 9164551515 | | |
| | CA | HOOVER'S COMMERCIAL SERVICES | 5159 COMMERCIAL CIRCLE, #C, CONCORD, CA 945208582 | 9256875454 | | |
| | CA | HOPPERS OFFICE & DRAFTING FURN | 8827 ROCHESTER AVENUE, RANCHO CUCAMONGA, CA 91730 | 9099871724 | | |
| | CA | Inside Source | 985 Industrial Road, Suite 101, San Carlos, Ca 94070 | 650-508-9101 | | |
| | CA | KBM Workspace | 160 W. Santa Clara St, Suite 102, San Jose, CA 95113 | 408-351-7100 | | |
| | CA | MG WEST COMPANY, INC | TWO SHAW ALLEY, 3RD FLOOR, SAN FRANCISCO, CA 94105 | 4152844800 | | |
| | CA | Miles Treaster & Associates | 1810 13TH STREET, SACRAMENTO, CA 95811 | 916/373-1800 | | |
| | CA | NATIONAL OFFICE OUTFITTERS LLC | 2123 VIEW CREST GLEN, ESCONDIDO, CA 92026 | 7609139134 | | |
| | CA | OASIS BUSINESS SUPP #1035 | 3235 SAN FERNANDO ROAD, #1E, LOS ANGELES, CA 90065 | 3239820969 | | |
| | CA | One Workplace | 2500 De La Cruz Blvd, Santa Clara, CA 95050 | 669-800-2500 | | |
| | CA | RAY AND ASSOCIATES, INC | 14518 MERIDIAN PKWY, #B, RIVERSIDE, CA 92518 | 9515714047 | | |
| | CA | RED HULA DESIGN | 1796 GREEN STREET, SAN FRANCISCO, CA 94123 | 4156065705 | | |
| | CA | Solutions Business Furniture | 2351 SUNSET BLVD, #170, ROCKLIN, CA 95765 | 916/205-7147 | | |
| | CA | STINSON STATIONERS #500352 | 1108 BAKER STREET, BAKERSFIELD, CA 93305 | 6613237611 | | |
| | CA | STUDLEY & ASSOCIATES | 1161-140 RINGWOOD COURT, SAN JOSE, CA 95131 | 4084333876 | | |
| | CA | SUPPLYMASTER, INC #1038 | 2433 CROSS CREEK LANE, ESCONDIDO, CA 92025 | 7607452580 | | |
| | CA | TECHNOLOGY INTEGRATION GROUP | 7810 TRADE STREET, SAN DIEGO, CA 92121 | 8585661900 | | |
| | CA | United Corporate Furnishings | 1780 NORTH MARKET BLVD, SACRAMENTO, CA, 95834 | 916/553-5900 | | |
| | CA | VQV FURNITURE GROUP | 611 N CALIFORNIA AVE, PALO ALTO, CA 94301 | 6503214810 | | |
| | CA | BKM Office Environments | 2111 Portola Rd, #A Ventura CA 93003 | 805-339-6388 | | |

| | | | | | |
|----------|--|---|----------------|--------------------|--|
| CA | Crawford and Company | 13370 Kirkham Way, Poway CA92064 | 858-513-6584 | Bobby Crawford | |
| | CSI Fullmer | 696 East Colorado Blvd, #220 Pasadena CA 91101 | 626-486-2266 | Bill Baquet | csifullmer.com |
| | Office Solutions Business Interiors | 23303 La Palma Ave, Yorba Linda, CA 92887 | 888-909-6724 | Elisia Chapman | echapman@osbusinessinteriors.com |
| | Pivot Interiors | 3355 Scott Boulevard, Suite 110 Santa Clara, CA 95054 | 408-432-5600 | Patrick Donlon | pdonlon@pivotinteriors.com |
| | Machabee Office Environments | 50 East Greg Street, Suite 112 Sparks, NV 89431 | 775-329-3145 | Terri Plumlee | tplumlee@machabee.com |
| | Seats and Stations | 1430 Blue Oaks Boulevard, Suite 150 Roseville, CA 95747 | 916-786-8005 | Dennie Moreno | dennie@seatsandstations.com |
| | Facility Designs | 7511 North Palm Bluffs Avenue, Suite 101 Fresno, CA 93711 | 559-432-3200 | Suzanne Byrnes | sbyrnes@facilitydesigns.com |
| | Tangram Interiors | 677 West Palmdon Drive, Suite 101 Fresno, CA 93704 | 559-275-4111 | Kellie Reed | kreed@tangraminteriors.com |
| | Cal Bennett's | 615 North Plaza Drive Visalia, CA 93291 | 559-651-7979 | Stan Bennett | stanbennett@calbennetts.com |
| | Warden's | 1415 J Street Modesto, CA 95354 | 209-529-6321 | Joe Cunningham | joec@wardensworks.com |
| | Corporate Furniture Solutions | 2025 Gateway Place Suite 310, San Jose, CA | 408-627-4111 | Blake Brotherson | bbrotherson@corporate-furniture.com |
| | Sidemark | 96 N. 2nd Street, San Jose, Ca 95113 | 408-590-7326 | Sandi Jacobs | sandi_jacobs@sidemark.com |
| | Vangard Concept Offices | 2150 N 1st St Suite 100, San Jose, CA 95131 | 408-325-3200 | Troy Ocariza | tocariza@vcoffices.com |
| | Better Source | 30799 Wiegman Road, Hayward, CA 94544 | 650-345-9605 | Darryl Denny | darryl@abettersource.com |
| | Peninsula Business Interiors | 325 S. Main St. Salinas CA 93901 | 831-757-4107 | Mark Faylor | mfaylor@pbifurniture.com |
| | Resource and Design | 747 Front St San Francisci, CA 94111 | 415-230-8206 | Maryann McCarthy | Maryann.McCarthy@rdi-sf.com |
| | One Workplace | 2500 De LaCruz Blvd, San Jose CA | 669-210-6875 | Mike Spencer | mspencer@oneworkplace.com |
| | BKM | 4780 Eastgate Mall, Suite 100, San Diego, CA 92121 | (858) 569-4709 | Mitch Klipa | mklipa@bkmsd.com |
| | Parron Hall | 9655 Granite Ridge Drive, Ste. 100, San Diego, CA 92123 | (858) 268-1212 | Parron Hall | jherr@parronhall.com |
| | System Source | 530 "B" Street Suite 110, San Diego, CA 92101 | (206) 384-7146 | Heather Pletschett | hpletschett@systemsourced.com |
| | G/M Business Interiors | 110 West A Street, Ste.140, San Diego, CA 92101 | (619) 236-0500 | Mike Akin | makin@gmbi.net |
| | Innovative Commercial Environments (ICE) | 9645 Scranton Road Suite 160, San Diego, CA 92121 | (858) 947-7272 | DeLinda Forsythe | delinda@icesd.com |
| | Cultura | 5010 Shoreham Place, Suite 110, San Diego, CA 92122 | (858) 755-1390 | Anne Bengel | abengel@culturasd.com |
| | All Systems Go Furniture, Inc. | 2245 Enterprise St, Suite 100, Escondido, CA 92029 | (760) 743-4890 | Todd Noble | tnoble@allsystemsgofurniture.com |
| | Think Office Interiors | 1660 Logan Avenue, Suite A, San Diego, CA 92113 | (760) 458-5782 | David Kirian | david@thinkoi.com |
| | Business Office Outfitters | 8807 Clairemont Mesa Blvd., San Diego CA 92123 | (858) 751-2744 | Jerry Sinclair | jsinclair@boofurniture.com |
| CA Count | 60 | | | | |
| CO | AGA HR MEININGER COMPANY | 499 BROADWAY, DENVER, CO 80203 | 3036983838 | | |
| | COMPLETE MAILING SOLUTIONS INC | 3001 S TEJON STREET, ENGLEWOOD, CO 801101316 | 8888439937 | | |
| | Contract Furnishings | 3115 E 40th Ave, Denver, CO 80205 | 720-956-1515 | Christopher Leach | |
| | EVERYTHING FOR OFFICES | 5601 E STAPLETON DRIVE NORTH, DENVER, CO 80216 | 3037331300 | | |
| | JUST OFFICE FURNITURE | 6002 BYRD DRIVE, LOVELAND, CO 80538 | 9704939039 | | |
| | OfficeScapes | 2506 Zepplin Road, Colorado Springs, CO 80916 | 719-574-1113 | Lee Stapp | lstapp@officescapes.com |
| | Peak Office Furniture | 2500 W 8th Ave, Denver, CO 80204 | 303-825-8260 | Linda DeValois | linda@peakoffice.com |
| CO Count | 7 | | | | |
| CT | Insalco Corporation | 7 Capital Dr, Wallingford CT 06492 | 203-269-1238 | Sandy Collar | |
| | ALVIN & COMPANY, INC | PO BOX 188, WINDSOR, CT 06095 | 8602438991 | | |
| | JOHN WATTS ASSOCIATES, INC | 121 ROBERTS STREET, #A, EAST HARTFORD, CT 06108 | 8605281110 | | |
| | OFFICE RESOURCES, INC | 6 CENTRAL ROW, HARTFORD, CT 06103 | 8602182080 | | |
| | RED THREAD | 300 EAST RIVER DRIVE, EAST HARTFORD, CT 06108 | 8605289981 | | |
| CT Count | 5 | | | | |
| DC | MOI | 111 K Street NE 8th Floor Washington, DC 20002 | 202-469-7620 | Michelle Loomis | mloomis@moi.com |
| | MOI | 111 K Street NE 8th Floor Washington, DC 20002 | 202-469-7620 | Michelle Loomis | mloomis@moi.com |
| | SKB Procurements, Inc. | 1818 N Street NW, #510 Washington, DC 20036 | 202/332-2434 | MELISSA SCHWALM | |
| | Standard Business Furniture | 35 Sheridan Street, NW Washington DC 20011 | 202-829-4820 | Ursula Schneider | |
| DC Count | 4 | | | | |
| DE | A Pomerantz & Company | 123 South Broad St St 1260 Phila Pa 19109 | 215-408-2175 | Holly Gack | gack@pomerantz.com |
| | Brennan's Office Interiors | 620 A St Wilmington De 19801 | 302-325-8190 | Mark Brennan | Mbrennan@BrennansOI.com |
| | CFI | 300 N Market St Wilmington De 19801 Suite 201 | 215-279-9425 | Rick Giles | rgiles@cfi-knoll.com |
| | Corporate Interiors | 223 Lisa Drive New Castle De 19720 | 302-356-1010 | Fred Leone | FredLeone@corporate-interiors.com |
| | Delaware School & Office | PO Box 5046 Wilmington De 19808 | 302-996-0652 | Jamie Kegerise | Jamie@DOSFurniture.com |
| | EOS | 117 J&M Drive New Castle DE 19720 | 302-326-0660 | Keiith McNally | kmcnally@eos-tab.com |
| | Staples Business Interiors | 100 Springbrooke Blvd Aston Pa 19014 | 610-245-2538 | Scott Schantz | Scott.Schantz@Staples.com |
| | WB Mason | 113 Interchange Blvd Newark De 19711 | 888-926-2766 | Sara Jester | sara.jester@wbmason.com |
| | Workspace Interiors by Office Depot | 3100 Frost Rd Bristol Pa 19007 | 484-459-0037 | Sharon Roach | Sharon.Roache@workspaceinteriorsod.com |
| DE Count | 9 | | | | |

| | | | | | |
|----------|--|---|--------------|-------------------|----------------------------------|
| FL | ACE OFFICE SUPPLIES #5034 | 531 TRIUMPH COURT, #5, ORLANDO, FL 32805 | 4075236440 | | |
| FL | ALL SERVICE GROUP, INC | 1000-C NW 56TH STREET, FT LAUDERDALE, FL 33309 | 9544920020 | | |
| FL | BLUE HEN, INC | 655 WEST FULTON STREET, #11, SANFORD, FL 32771 | 8882583436 | | |
| FI | Budget Office Interiors | 3030 Powers Ave. S. 101 Jacksonville, FL 32207 | 904-733-0182 | Sylvia Crosby | sylvia@budgetofficeinteriors.com |
| FL | CFS OFFICE | 200 SOUTH ANDREWS AVENUE, #700, FORT LAUDERDALE, FL 333011864 | 9546846773 | | |
| FL | COMMERCIAL DESIGN SERVICES | 5805 BARRY ROAD, TAMPA, FL 328917245 | 8138860580 | | |
| FL | EASEL ART SUPPLIES | 470 NE 167TH STREET, NORTH MIAMI BEACH, FL 33162 | 3059457377 | | |
| FL | EXECUTIVE OFFICE FURNITURE | 1401 S. MONROE ST. TALLAHASSEE, FL 32301 | 850-224-9476 | Shirley Bilbo | sbilbo@eofinc.com |
| FI | Florida Office Interiors | 8409 BAYMEADOWS RD. JACKSONVILLE, FL 32256 | 904-731-0063 | CHRIS SCULLY | CSCULLY@FOIUSA.COM |
| FL | FSI CONSOLIDATED | PO BOX 551630, JACKSONVILLE, FL 322551630 | 9044213899 | | |
| FL | IMPORT ADVANTAGE.COM | 327 EAST ROYAL PALM ROAD, BOCA RATON, FL 33432 | 8773775435 | | |
| FL | INFOPRO CONCEPTS, INC | 10702 HOOD ROAD SOUTH, #1, JACKSONVILLE, FL 32257 | 9042924400 | | |
| FL | INTEGRATED Facilities Systems | 629 WEST BREVARD ST. TALLAHASSEE, FL 32304 | 850-536-0888 | Chris Kearney | ckearney@ifsbi.com |
| FI | Leitz Office Products | 1119 Florida Ave Lynn Haven, FL 32444 | 850-527-5057 | Lajoyce Leitz | lleitz@leitzofficeproducts.com |
| FL | MORE DIRECT, INC | 4800 T-REX AVENUE, #300, BOCA RATON, FL 33431 | 5612373300 | | |
| FL | OEC BUSINESS Interiors | 1601 nw 80th boulevard gainesville fl 32606 | 352-332-1192 | David Salter | dsalter@oec-fl.com |
| FL | Office ENVIRONMENTS | 1801 HERMITAGE BOUL. S. 170 TALLAHASSEE, FL 32308 | 850-241-1750 | THOMAS CURRY | TCURRY@OFFICENVIRONMETS.COM |
| FL | Office ENVIRONMENTS & SERVICES | 1524 SAN MARCO BLVD. JACKSONVILLE, FL 32207 | 904-398-9761 | MEL SCHOCK | MSCHOCK@OESJAX.COM |
| FL | PATTERSON'S OFC #5050 | 1706 CORNETT PLACE, KISSIMMEE, FL 347422667 | 4078478899 | | |
| FL | Perdue OFFICE INTERIORS | 5 WEST FORSYTH ST. S. 100 JACKSONVILLE, FL 32202 | 904-737-5858 | VINCE MCCORMACK | VINCE.MCCORMACK@PERDUEOFFICE.COM |
| FL | RKR and Associates | 10620 sw 69th terrace Ocala FL 34476 | 352-208-5311 | RAY ROGERS | RAYROGERS@RKROFFICEFURNITURE.COM |
| FL | SYX DISTRIBUTION, INC | 7795 WEST FLAGLER STREET, #35, MIAMI, FL 33144 | 3054152337 | | |
| FL | TIGERDIRECT.COM | 7795 WEST FLAGLER STREET, #35, MIAMI, FL 33144 | 3054152200 | | |
| FL | Total Office Solutions | 4301 emerson st. jacksonville, fl. 32207 | 904 353-4020 | Mark Chappell | mchappell@tosinc.com |
| FL | WATTLES OFFICE SUPPLY | 110 s. second st. palatka, fl. 32177 | 800-822-2979 | Linda McCLARNEY | WATTLES@BELLSOUTH.NET |
| FL | WORKSCAPES | 121 WEST FORSYTH ST. S. 100 JACKSONVILLE, FL 32202 | 904-858-9918 | SARAH BERMUDEZ | SBERMUDEZ@WORKSCAPES.COM |
| FL | JC White Architectural | 3501 Commerce Parkway, Miramar FL 33025 | 954/499-6677 | | |
| FL Count | 27 | | | | |
| GA | ATHENS BLUEPRINT & COPY SHOP | 269 W. DOUGHERTY ST, ATHENS, GA 30601 | 7065480656 | | |
| GA | BELNICK, INC #1064 | 4350 BALLGROUND HWY, CANTON, GA 30114 | 7707218200 | | |
| GA | BUSINESS FURNITURE AMERICA | 1073 C HUFF ROAD, ATLANTA, GA 30318 | 4043559493 | | |
| GA | BUSINESS INT BY STAPLES (HD) | 300 WESTLAKE PARKWAY, ATLANTA, GA 30336 | 8009340155 | | |
| GA | DIMENSIONAL SYSTEMS INC | 11770 HAYNES BRIDGE ROAD, ALPHARETTA, GA 30004 | 7704425555 | | |
| GA | FLINT OFFICE FURNITURE | 726 PINE AVE, ALBANY, GA 31701 | 2294364804 | | |
| GA | GEORGIA INSTITUTIONAL FURNISHI | 103 GARDNER PARK, PEACHTREE CITY, GA 30269 | 7704866431 | | |
| GA | GRAPHIC SYSTEMS, INC | 3145 AVALON RIDGE PLACE, #150, NORCROSS, GA 300711582 | 6785271050 | | |
| GA | HI-TECH ENVIRONMENTS | 289 CULVER STREET, #A, LAWRENCEVILLE, GA 30045 | 8887242531 | | |
| GA | Mason's | 2301 Rowland Ave Savannah, Ga. 31404 | 912-429-7488 | Joe Conners | jiconners@mason-inc.com |
| GA | NATIONAL FURNITURE LIQUIDATORS | 2870 PLANT ATKINSON ROAD, SMYRNA, GA 30080 | 4048727280 | | |
| GA | National Office Systems | 120 east 42nd street savannah, ga. 31401 | 912-238-0539 | Heather Lott | heather@natoffsys.com |
| GA | Office Services | 1042 Lynes Ave. Savannah, Ga. 31415 | 912-232-7500 | david culverhouse | david@officeservicesav.com |
| GA | Ponders | 117 North Madison St. Thomasville, Ga. 31792 | 229-224-9924 | Roger Harrell | roger@ponders.com |
| GA | ROSWELL HOME & OFFICE FURNITUR | 11442 ALPHARETTA HWY, ROSWELL, GA 30076 | 7709984899 | | |
| GA | SIX CONTINENTS HOTELS, INC | THREE RAVINIA DRIVE, #100, ATLANTA, GA 303462121 | 9999999999 | | |
| GA | STATUS DESIGN STUDIO, INC | 471 PARKSIDE TERRACE, SMYRNA, GA 30082 | 6789086018 | | |
| GA | VIP OFFICE SOLUTIONS | 109 A CENTRAL AVE. HINESVILLE, GA 31313 | 912-238-0222 | APRILL Burriss | april@vipoffice.com |
| GA | Franklin McNeal | 5950 Shiloh Road East, #J Alpharetta GA 30005 | 770-781-9572 | Deborah Jackson | |
| GA | Russell Ventures | 322 North Point Pkwy, #D, Acworth GA 30102 | 678-574-9805 | Tammy Owen | |
| GA | Advent Business Interiors Inc | 2925 Ledo Road Suite 3, Albany GA 31707 | 229-439-7418 | Gaye Arthur | gaye.arthur@adventbi.com |
| GA | Agusta Business Interiors Inc | 3127-G Damascus Rd, Augusta GA 30909 | 706-737-3014 | John Mayo | sales@abinc.net |
| GA | Business Interiors by Staples | 6600 Peachtree Dunwoody Rd NE, site 400 Atlanta GA 30328 | 678-837-3056 | Bill Holwerda | bill.holwerda@staples.com |
| GA | Carrollton Office Equipment Co. Inc | 104 Pine Knoll DR, Carrollton GA 30117 | 770-834-4436 | Scott Duncan | scott.duncan@coec.com |
| GA | Corporate Environments | 1636 Northeast Expressway | 404-679-8999 | Tony Nelson | tnelson@ceofga.com |
| GA | Commercial Furnishing | 598 Third Street, Macon GA 31201 | 478-765-1515 | Bruce Johnson | bruce@commercial-furnishings.com |
| GA | Carithers Wallace Courtenay LLC | 4343 Northeast Expressway, Atlanta GA 30340 | 770-493-8200 | John Pidgeon | john.pidgeon@c-w-c.com |
| GA | Fowler Office Interiors div Folco Inc. | 940 W. Broad ST, Athens GA 30601 | 706-543-1320 | Todd Fowler | tfowler@folcoinc.com |

| | | | | | | |
|----------|----|---------------------------------------|--|----------------|----------------|--|
| | GA | Franklin McNeal | 5950 Shiloh Road East, #J Alpharetta GA 30005 | 770-781-9572 | Steve Hurd | steve.hurd@franklinmcneal.com |
| | GA | Impact Office Interiors | 222 Meriwether Street, Griffin GA 30224 | 770-228-0706 | Mark Miliam | mmilam@impactofficeinteriors.com |
| | GA | Malone Office Environments | 1345 13th Ave, Columbus GA 31901 | 706-322-2513 | Sam Buracker | sburacker@maloneoffice.com |
| | GA | Center Office Systems DBA National OS | 120 east 42nd street savannah, ga. 31401 | 912-238-0539 | April Galloway | april@natoffsys.com |
| | GA | McGarity's | 870 Grove Street, Gainesville GA 30501 | 770-536-9852 | Will Hudson | whudson@mcgaritys.com |
| | GA | National Furniture Liquidators LLC | 2865 Log Cabin Drive, Smyrna GA 30080 | 404-872-7280 | Rick Robillard | rickrobillard@nflinc.com |
| | GA | Office Creations | 305 Shawnee North Drive Suite 700, Suwanee GA 30024 | 678-714-7474 | Joy Mitchell | accounting@officecreations.com |
| | GA | State Office Furniture | 3562 Tewksbury Dr., Snellville GA 30039 | 770-597-1518 | Tim Moore | timmoore@stateofficefurniture.com |
| | GA | Creative Office Design Inc. | 2146 Roswell Road, Suite 108-857 Marietta GA 30062 | 770-310-0671 | Jann Bremmeman | jbrenn2@comcast.net |
| | GA | Contract Business Interiors Inc | 3455 North Desert Dr. Bldg 3 ste103 East Point GA 30344 | 404-684-0800 | Stephen Gamble | stepheen@contractbusinessinteriors.com |
| | GA | Milton-Jones Co. | 1325-A Oakbrook Dr. | 770-649-9006 | Trish Coffel | tcoffel@mintonjones.com |
| GA Count | 39 | | | | | |
| | HI | Corporate Environments International | 841 Bishop St. Suite 1188 Honolulu, HI 96813 | 808-237-6001 | | |
| | HI | Office Pavillion | 1600 Kapiolani Blvd. 17th Floor Honolulu, HI 96814 | 808-599-2411 | | |
| HI Count | 2 | | | | | |
| | IA | ALL MAKES OFFICE INTERIORS | 11291 AURORA AVENUE, URBANDALE, IA 50322 | 515/282-2166 | | |
| | IA | ALL MAKES OFFICE INTERIORS | 500 E COURT AVE SUITE 150, DES MOINES 50309 | 515-282-2166 | KELLY COENEN | |
| | IA | KOCH BROTHERS | 325 GRAND AVE, DES MOINES, IA 50309 | 800.944.5624 | KEN KAHRS | |
| | IA | LINCOLN OFFICE | 1026 MOUND STREET, DAVENPORT, IA 52803 | 309/736-0101 | | |
| | IA | SAXTON INC DESIGN GROUP | 600 3RD STREET SE, #300, CEDAR RAPIDS, IA 524012010 | 319/365-6967 | | |
| | IA | SG OFFICE PLANNING GROUP, IOWA | 3804 DOUGLAS AVENUE, DES MOINES, IA 503103651 | | | |
| | IA | STOREY-KENWORTHY CO #285 | 309 LOCUST STREET, DES MOINES, IA 50309 | 515/288-3243 | david | |
| | IA | TALLGRASS BUSINESS RESOURCES | 218 2ND STREET, CORALVILLE, IA 52241 | 800.373.9211 | | |
| | IA | TRIPLETT COMPANIES | 3553 109TH STREET, URBANDALE, IA 50322 | 515-270-9150 | TOM TRIPLETT | |
| | IA | WALKER'S OFFICE SPLY #5056 | 109 WEST BROADWAY, FAIRFIELD, IA 52556 | 6414722131 | | |
| | IA | WORKSPACE, INC #285 | 309 LOCUST STREET, DES MOINES, IA 50308 | 515/288-7090 | | |
| IA Count | 11 | | | | | |
| | ID | Sprague Solutions | 615 W. Hays St., Boise, ID 83702 | 208-331-7737 | | www.spraguesolutions.com |
| | ID | Business Interiors of Idaho | 176 S. Capitol Blvd Boise, ID 83702 | (208) 384-5050 | Mark Heath | www.businessinteriorsidaho.com |
| | ID | PaperClips A'Mor | 8491 W. Elisa Street Boise, ID 83709 | 208-376-2547 | Steve Johnson | www.paperclipsamor.com |
| | ID | Porters Office Products | 1050 N. 2nd Street , Rexburg, ID 83440 | 208-356-4616 | Boyd Cook | www.portersofficeproducts.com |
| ID Count | 4 | | | | | |
| | IL | ARTHUR P O'HARA, INC | 2801 CENTRE CIRCLE DRIVE, DOWNERS GROVE, IL 60515 | 6307865454 | | |
| | IL | DESKS, INC | 225 WEST OHIO STREET, #500, CHICAGO, IL 60654 | 3123343375 | | |
| | IL | Egyptian Business Furniture | 129 WEST Main Street, Belleville, IL 62220 | 618-234-2323 | Kevin Baltz | |
| | IL | FORWARD SPACE, LLC | 13820 W BUSINESS CENTER DRIVE, LAKE FOREST, IL 60045 | 3125635226 | | |
| | IL | FORWARD SPACE, LLC | 1142 NORTH BRANCH STREET, CHICAGO, IL 60642 | 3129421100 | | |
| | IL | HENRICKSEN & COMPANY, INC | 1101 WEST THORNDALE AVENUE Itasca, IL 60143 | 630.250.9090 | Ellen Putnam | e.putnam@henricksen.com |
| | IL | INTERIORS FOR BUSINESS | 409 NORTH RIVER STREET Batavia, IL 60510 | 630.761.1070 | Pat Gosselin | Pgosselin@interiorsforbusiness.com |
| | IL | Louer Facility Planning | 1604 Eastport Plaza Dr., Suite 100, Collinsville, IL 62234 | 618-344-9610 | Jane Louer | |
| | IL | Midwest Office | 3700 W Wabash Ave, Springfield, IL, 62711 | 217-753-5555 | Steve DeMarco | |
| | IL | Midwest Office Interiors | 10330 ARGONNE WOODS DR, #600 Woodridge, IL 60517 | 630.850.8700 | David Clutts | dclutts@midwestofficeinc.com |
| | IL | Resource One | 321 East Adams, Springfield, IL, 62701 | 217-753-5742 | Cindy Davis | |
| | IL | STOCKS OFFICE FURNITURE | 602 SOUTH COUNTRY FAIR DRIVE, CHAMPAIGN, IL 61821 | 2173591661 | | |
| | IL | WRONA BROS, INC #5030 | 205 EAST CHICAGO STREET, ELGIN, IL 60120 | 8477424296 | | |
| | IL | Corporate Concepts | 205 W. Wacker Drive Suite 2300 Chicago, IL 60606 | 630.652.4059 | Ryan Zerante | rzerante@corpconc.com |
| | IL | S. Stein & Co. | 1334 N Kostner Ave, Chicago, IL 60651 | 312 649-7146 | Cyd Stein | cstein@ssteincompany.com |
| | IL | SEAATS | 56 W Lake Street Suite 100 | 312-768-4250 | | |
| IL Count | 16 | | | | | |
| | IN | Business Furnishings | 4102 Meghan Beeler Court, South Bend, IN 46628 | 574.243.3255 | Mark Macheca | MMacheca@business-furnishings.net |
| | IN | Business Furniture | 8421 Bearing Drive, Ste 200 East, Indianapolis, IN 46268 | 317.216.1600 | Bill Grace | graceb@businessfurniture.net |
| | IN | CIRCLE OFC SUPPLIES #3037 | 2222 PROFIT DRIVE, INDIANAPOLIS, IN 46241 | 3172487900 | | |
| | IN | Commercial Works, Indianapolis | 255 South Post Rd., Indianapolis, IN 46219 | 317.710.0888 | Todd Hartman | Thartman@commercial-works.com |
| | IN | DENTEX SYSTEMS | 5360 W 84TH STREET, INDIANAPOLIS, IN 46268 | 3179252500 | | |
| | IN | Educational Spaces | 620 E. 18th St., Muncie, IN 47302 | 765.286.9041 | Matt Simmons | matt@edfurn.com |
| | IN | OFFICE SPLY COMPANY #3072 | 471 SPRING STREET, JEFFERSONVILLE, IN 471311148 | 8122835523 | | |

| | | | | | | |
|----------|----|---|--|--------------|-------------------|------------------------------------|
| IN Count | IN | Office Works | 12000 Exit 5 Parkway, Fishers, IN 46038 | 317.577.3510 | Dan Morris | dmorris@officeworks.net |
| | IN | Office 360 | 7301Woodland Drive Indianapolis, IN 46278 | 3176321360 | Ken Smogor | k.smogor@office3sixty.com |
| | 9 | | | | | |
| | KS | BA DESIGNS | 4119 SW SOUTHGATE DR, TOPEKA,KS 66609 | 785-267-8100 | BETH ANNE BRANDEN | |
| | KS | BSA CONCEPTS FOR BUSINESS | 8343 MELROSE DRIVE, LENEXA, KS 66214 | | | |
| | KS | DESIGNED BUSINESS INTERIORS | 107 SW 6TH STREET, TOPEKA, KS 66603 | 785/233-2078 | | |
| | KS | FILESAFE, INC | 135 SOUTH 5TH STREET, SALINA, KS 67401 | | | |
| | KS | INTEGRATED FACILITIES GROUP | 125 S WASHINGTON, SUITE 200, WICHITA, KS 67202 | 316/262-1417 | | |
| | KS | JOHN A MARSHALL | 10930 LACKMAN ROAD, LENEXA, KS 66219 | 913-599-4700 | | |
| KS Count | KS | OFFICE WORKS & HOME FURN, INC | 960 SOUTH RANGE, COLBY, KS 67701 | 785/462-2222 | | |
| | KS | SCOTT RICE OFFICE WORKS | 14720 WEST 105TH STREET, LENEXA, KS 66215 | | | |
| | KS | SG TE BERRY & ASSOCIATES, INC | 1927 SOUTH WEST STREET, WICHITA, KS 672770606 | | | |
| | KS | SPACES, INC | 14950 WEST 86TH STREET, LENEXA, KS 66215 | 913/894-8900 | | |
| | KS | UNITED OFFICE PROD #1076 | 601 WEST DENNIS, OLATHE, KS 66061 | 913/782-4441 | | |
| | 11 | | | | | |
| | KY | CG Concepts | 257 E. Short St, Lexington, KY 40507 | 859.294.9328 | David Ware | dware@cgconcepts.net |
| | KY | ID&A | 1700 S. 5th Street, Louisville, KY 40208 | 502.562.9255 | Michael Morris | MMorris@ID-A.com |
| | KY | Kerr Office Products | 117 N. Main Street, Elizabethtown, KY 42701 | 270.765.6171 | Brian Kerr | bkerr@kerrog.com |
| KY Count | KY | NATIONAL OFC SUPP #3003 | 1263 EAST NEW CIRCLE, #180, LEXINGTON, KY 40505 | 8592785454 | | |
| | KY | Office Resources | 816 E Broadway, Louisville, KY 40204 | 502.589.8400 | George Bell | Gbell@oriusa.com |
| | KY | Petter Business | 627 Broadway St, Paducah, KY 42001 | 270.443.8461 | Rebekah Schnuck | rschnuck@petter-business.com |
| | KY | REES OFFICE PRODUITS #3005 | 116 SOUTH MAPLE STREET, WINCHESTER, KY 40391 | 8597444785 | | |
| | KY | Tom Sexton Furniture | 65 Cummings Drive, Suite A, Walton, KY 41094 | 859.485.7065 | Mark Edwards | mark.e@tomsextonfurniture.com |
| | 8 | | | | | |
| | LA | CORPORATE BUS SUPP #5094 | 273 PLAUCHE STREET, NEW ORLEANS, LA 70123 | 5047343072 | | |
| | LA | Frost Barber | 9322 Interline Ave, Baton Rouge, LA 70815 | 2259265000 | Richie Schega | rschega@frost-barber.com |
| | LA | LAKE AREA OFFICE PRODUCTS | 2010 ENTERPRISE BLVD, LAKE CHARLES, LA 70606 | 3374391313 | | |
| LA Count | LA | Lake Charles Office Supply | 320 7th St. Lake Charles, Louisiana 70601 | 337-494-6200 | Sean Douget | sdouget@lcos-furniture.com |
| | 4 | | | | | |
| MA Count | MA | WAYFAIR, LLC | 100 HUNTINGTON AVENUE, BOSTON, MA 02116 | 8779293247 | | |
| | 1 | | | | | |
| | MD | All Source Interiors | 2305 Brompton Circe Olney, MD 20332 | 301-455-6635 | Laura Dragos | lauradragos@allsourceinteriors.com |
| | MD | DYNAMIC MEDICAL CONCEPTS, LLC | 2899 JESSUP ROAD, JESSUP, MD 20794 | 4107990580 | | |
| | MD | Edwards & Hill | 10810 Guilford Rd Suite 101 Annapolis Junction, MD 20705 | 301-317-4250 | Hans Edwards | hans@edwardsandhill.com |
| | MD | METRO OFFICE PRODUCTS, LLC | 4692 MILLENNIUM DRIVE, #420, BELCAMP, MD 210171535 | 8776387641 | | |
| | MD | PBI | 115 West Street Suite 301 Annapolis, MD 21401 | 410-280-3974 | Patricia Burnham | patricia@pbi-inc.com |
| | MD | PLAZA ART ROCKVILLE | 1776 E. JEFFERSON STREET, ROCKVILLE, MD 20852 | 3017700500 | | |
| | MD | TABS BUSINESS PROD #3095 | 5350 46TH AVENUE, HYATTSVILLE, MD 20781 | 2402600661 | | |
| MD Count | MD | US Business Interiors | 8800 Lottsford Rd Largo, MD 20774 | 301-333-4166 | Jeff Stovall | jeffs@usbionline.com |
| | 8 | | | | | |
| ME Count | ME | ENVIRONMENTS @ WORK | 30 DANFORTH STREET, #105, PORTLAND, ME 04101 | 207/571-9889 | | |
| | ME | RED THREAD | 869-873 MAIN STREET, WESTBROOK, ME 04092 | 207/774-4900 | | |
| | 2 | | | | | |
| | MI | Airea | 3000 Town Center, Suite 80, Southfield, MI 48075 | 248-426-0100 | Dave Kiwior | dkiwior@aireainc.com |
| | MI | CHOICE OFC PROD, INC #3060 | 2125 MARSHALL COURT, SAGINAW, MI 48602 | 810-423-7600 | Greg Ballard | gregb@choiceoffice.com |
| | MI | CUSTER WORKPLACE INTERIORS | 5737 EAST CORK STREET, KALAMAZOO, MI 490489668 | 616-458-6322 | Lana Voelker | lvoelker@custerinc.com |
| | MI | DEW-EL CORPORATION | 10841 PAW PAW DRIVE, HOLLAND, MI 49424 | 6163966554 | | |
| | MI | Interior Environments | 48700 Grand River Avenue, Novi, MI 48374 | 248-213-3010 | Steve Cojei | scojei@ieoffices.com |
| | MI | Interior Image / Resource Office Interiors, LLC | 28970 Cabot Drive, Suite 200, Novi, MI 48377 | 248-553-0836 | Greg Gozdor | greg@interior-image.com |
| MI Count | MI | ISCG | 28000 Woodward, Royal Oak, MI 48067 | 248-399-1600 | Joel Miller | jmiller@iscginc.com |
| | MI | Kentwood | 3063 Breton Road SE, Grand Rapids, MI 49512 | 616-957-2320 | | |
| | MI | Lakeshore Office Furniture | 2615 Temple Street, Muskegon, MI 49444 | 231-733-0604 | Douglas Brown | dbrown@lsofficefurniture.com |
| | MI | NBS-NAVIGATING BUSINESS SPACE | 2595 BELLINGHAM, TROY, MI 48083 | 2488235400 | | |
| | MI | OFS Office Furniture Solutions | 2175 E. West Maple Road, Commerce Twp, MI 48390 | 248-668-0077 | Bruce Bullard | bruce@ofsonline.com |
| | MI | Marxmoda | 1101 WEST HAMMOND ROAD, #200, TRAVERSE CITY, MI 49686 | 616-540-1713 | Joe Marx | joe.marx@marxmoda.com |
| | MI | Marxmoda | 4633 PATTERSON SE, #A, GRAND RAPIDS, MI 49512 | 616-540-1713 | Joe Marx | joe.marx@marxmoda.com |
| | | | | | | |
| | | | | | | |

| | | | | | |
|----------|----|--------------------------------------|---|--------------|---|
| MI Count | 13 | | | | |
| | MN | Innovative Office Solutions | 151 East Cliff Rd, #40, Burnsville MN 55337 | 952-808-9900 | Becky Goetz |
| | MN | ATMOSPHERE | 81 South Ninth Street, Suite 350, MN | 612/343-0868 | Dana Lair dana.lair@atmosphereci.com |
| | MN | BECKLEYS | 125 Woodlake Drive SE, ROCHESTER | 507/282-8659 | Greg Schliesman greg@beckleysinc.com |
| | MN | FLUID INTERIORS | 100 NORTH 6TH STREET, #100A, MINNEAPOLIS, MN 55403 | 6127468745 | Shawn Wilson |
| | MN | HENRICKSON | 1101 West River Parkway, MPLS | | Tim Miller t.miller@henricksen.com |
| | MN | INTEREUM | 845 Berkshire Lane North, PLYMOUTH MN | 763/417-3300 | Lori Van Hulzen lvanhulzen@intereum.com |
| | MN | I-SPACE | 811 Glenwood Ave N, MPLS | | Aaron Eggert aeggert@ispacefurniture.com |
| | MN | NORTHERN BUSINESS PRODUCTS | 2326 WEST SUPERIOR STREET, DULUTH, MN 55806 | 2187260167 | |
| | MN | Prevolv | 2635 University Ave West | | John Ewine jewine@prevolv.com |
| | MN | STAPLES | 1233 West County Road E | | Dick Muenich Richard.Muenich@Staples.com |
| MN Count | 10 | | | | |
| | MO | ADMIRAL EXPRESS INC #P018 | 1122 NORTH ILLINOIS AVENUE, JOPLIN, MO 64801 | 4177812343 | |
| | MO | Affinity Office Furniture | 9430 N. Hwy. VV, Columbia, MO 65202 | 573-819-9083 | Don Corwin |
| | MO | AGA ARTMART | 2355 SOUTH HANLEY ROAD, ST LOUIS, MO 63144 | 3147819999 | |
| | MO | BUSINESS SYSTEMS ASSOC (BSA) | 330 SOVEREIGN CT, MANCHESTER, MO 63021 | 8005861959 | |
| | MO | CAVENERS LIBRARY & #1087 | 108 NORTH CEDAR STREET, NEVADA, MO 647722363 | 4176672345 | |
| | MO | CI Select | 11840 Westline Industrial Drive, Suite 100, St. Louis, MO 63146 | 314-909-1990 | Stacey Wellen |
| | MO | Color Art | 1325 N Warson Road, St. Louis, MO, 63132 | 314-432-3000 | Christine Hoffman |
| | MO | CONTRACT FURNISHINGS | 3129 MAIN STREET, KANSAS CITY, MO 64111 | 800-824-1878 | |
| | MO | DOTS OFFICE PRODUCTS #4020 | 1010 EAST 18TH AVENUE, NORTH KANSAS CITY, MO 64116 | 8162218292 | |
| | MO | ENCOMPAS | 1512 GRAND BLVD, KANSAS CITY, MO 64108 | 816-300-1122 | |
| | MO | EXCEL OFFICE SUPPLY #1098 | 513 SOUTHWEST BOULEVARD, KANSAS CITY, MO 64108 | 8164213191 | |
| | MO | Facilitec Corporate Furnishings | 11550 Page Service Drive, #100 St. Louis, MO 63146 | 314-428-4900 | Georgina Randazzo grandazzo@facilitec-stl.com |
| | MO | FOUR STATE OFC PROD #1092 | 327 SOUTH MCGREGOR, CARTHAGE, MO 64836 | 4173589491 | |
| | MO | INDOFF, INCORPORATED | 11816 LACKLAND ROAD, ST LOUIS, MO 63146 | 3149971122 | |
| | MO | Inside the Lines | 100 E. Texas Ave, Columbia, MO 65202 | 573-234-0778 | Brad Eiken |
| | MO | Interior Investments | 9 Sunnen Drive, Suite 100 St. Louis, MO 63143 | 314-300-5900 | Zach Mabery zmabery@interiorinvestments.com |
| | MO | Modern Business Interiors | 1023 Portwest Dr., St. Charles, MO 63303 | 636-946-2500 | |
| | MO | Office Essentials | 1834 Walton Road, St. Louis, MO, 63114 | 314-432-4666 | Chris Fortune |
| | MO | PMI COMPUTER SUPPLIES #340 | 10407-A BAUR DRIVE, SAINT LOUIS, MO 631321904 | 3149943050 | |
| | MO | POE, Professional Office Enviroments | 222 Millwell Drive, Maryland Heights, MO 63043 | 314-621-0606 | Jennifer Klaverkamp |
| | MO | RANGEL DISTRIBUTING #317 | 1327 ST LOUIS AVENUE, KANSAS CITY, MO 64101 | 8168427933 | |
| | MO | Samco Business Products | 3612 W. Truman Blvd., Jefferson City, MO 65109 | 573-634-3177 | Dan Eiken |
| | MO | TIERNEY OFC PRODUCTS #231 | PO BOX 32256, KANSAS CITY, MO 64171 | 8165317455 | |
| | MO | Working Spaces | 11624 Page Service Drive, St. Louis, MO 63146 | 314-743-5218 | Marcy Handlan |
| | MO | Marathon Building Enviroments | 1715 Paris Rd, Columbia, MO 65201 | 573-875-7115 | Frank Sovich fsovich@marathonbe.com |
| MO Count | 25 | | | | |
| | MS | Craft Office Plus | 2301 Terry Rd, Jackson MS 39204 | 601-372-7901 | Jimmy Craft |
| | MS | Southern Business Furnishings | PO Box 821005, Vicksburg MS 39182 | 601-487-8585 | Tina Johnson |
| | MS | ANDERSON RETAIL, INC | PO BOX 16055, HATTIESBURG, MS 39404 | 6015457198 | |
| | MS | BUSINESS FURNITURE SOLUTIONS | 885 LIBERTY ROAD, #100, FLOWOOD, MS 39232 | 6014200912 | |
| | MS | C&C OFFICE SUPPLY COMPANY, INC | 257 CAILLAVET STREET, BILOXI, MS 39530 | 2284320477 | |
| | MS | COMMERCIAL BUSINESS INTERIORS | 6927 US HIGHWAY 49 NORTH, HATTIESBURG, MS 39402 | 6012689998 | |
| | MS | DAWKINS OFFICE SUPPLY | 221 MAIN STREET, GREENVILLE, MS 38701 | 6623325448 | |
| | MS | MAGNOLIA STATE SCHOOL PRODUCTS | COMPANY, INC, COLUMBUS, MS 397058888 | 6623288888 | |
| | MS | MAINSPLACE OFFICE SOLUTIONS LLC | 184 RAWLS SPRING LOOP ROAD, HATTIESBURG, MS 39402 | 6012974848 | |
| | MS | OFFICE ENVIRONMENTS | 100 EAST CAPITOL STREET, #2, JACKSON, MS 39201 | 6013550313 | |
| | MS | OFFICE INNOVATIONS | 834 WILSON DRIVE, #C2, RIDGELAND, MS 39157 | 6016641850 | |
| | MS | OFFICE PRODUCTS PLUS | 209A PARK COURT, RIDGELAND, MS 39157 | 6018982600 | |
| | MS | STATIONERS, INC | 842 COMMERCE STREET, JACKSON, MS 39201 | 6019483622 | |
| | MS | SULLIVANS OFFICE SUPPLY, INC | 204 MAIN STREET, STARKVILLE, MS 397601007 | 6623238135 | |
| MS Count | 14 | | | | |
| | MT | Missoula's Office City | 115 W. Broadway Missoula, MT 59807 | 406/543-7171 | Greg Lustgraff www.missoulasofficecity.com |
| | MT | Reporter Big Sky Office | 724 1st Ave. North Billings, MT 59101 | 406-248-7881 | Frank Cross |
| | MT | EMPIRE OFC MACHINES #1062 | 821 NORTH LAST CHANCE GULCH, HELENA, MT 59601 | 4064428890 | |

| | | | | | | |
|----------|----|--------------------------------|---|--------------|---------------------|-----------------------------------|
| MT Count | MT | THE EAGLE GROUP NORTHWEST, INC | 114 COOPERATIVE WAY, KALISPELL, MT 59901 | 4067569499 | | |
| | 4 | | | | | |
| | NC | COMMERCIAL INTERIOR RESOURCES | 1213 CULBRETH DRIVE, WILMINGTON, NC 28405 | 9105097279 | | |
| | NC | CORPORATE INTERIORS & SALES | 1329 MORGANTOWN ROAD, FAYETTEVILLE, NC 28305 | 9104837000 | | |
| | NC | DIXIE EQUIPMENT CO, INC | 6918 KINRO ROAD, LIBERTY, NC 27298 | 3366224202 | | |
| | NC | DUNCAN PARNELL | 201 GLENWOOD AVE, RALEIGH, NC 27605 | 9198334677 | | |
| | NC | DYNAMIC OFFICE SERVICES, INC | 10320 GLOBE ROAD, MORRISVILLE, NC 27560 | 9198327663 | | |
| | NC | ERGOSTOREONLINE | 17319 MEADOW BOTTOM RD, CHARLOTTE, NC 28277 | 7045437994 | | |
| | NC | FORMS & SUPPLY, INC | 6410 ORR ROAD, CHARLOTTE, NC 28256 | 7045988971 | | |
| | NC | GETITQUICK.COM #1032 | 6001 CHAPEL HILL ROAD, #110, RALEIGH, NC 27607 | 0000000000 | | |
| | NC | HUGHES-RANKIN COMPANY, INC | 1705 SOUTH ELM STREET, HIGH POINT, NC 27261 | 8007992363 | | |
| | NC | IMAGE SOLUTIONS | 921-K MATTHEWS MINT HILL ROAD, MATTHEWS, NC 28106 | 7048471329 | | |
| | NC | INSTITUTIONAL INTERIORS, INC | 2851 VAN HURON DRIVE, #100, RALEIGH, NC 27615 | 9199815811 | | |
| | NC | INTERIOR SYSTEMS, INC | 6663 HWY 211 EAST, WEST END, NC 27376 | 9106730633 | | |
| | NC | KEN SMITH, INC | 8661 MONROE ROAD, CHARLOTTE, NC 282127515 | 7045361300 | | |
| | NC | OFFICE ENVIRONMENTS | 11407-B GRANITE STREET, CHARLOTTE, NC 28273 | 7047147200 | | |
| | NC | SANDHILLS OFFICE SUPPLY | 1575 US HWY 1 SOUTH, SOUTHERN PINES, NC 28387 | 9106926631 | | |
| NC Count | NC | STEPHENS OFFICE SYSTEM, INC | 300-308 FOSTER AVENUE, CHARLOTTE, NC 28203 | 7045257912 | | |
| | NC | THRIFTY OFFICE FURNITURE | 1023 SOUTH MIAMI BOULEVARD, DURHAM, NC 27703 | 9195988454 | | |
| | NC | VALUEBIZ | 11435 GRANITE STREET, #C, CHARLOTTE, NC 28273 | 7045221968 | | |
| | 18 | | | | | |
| | ND | Christianson | 2828 13TH AVENUE SOUTH | | Roger Christianson | roger@cbfplus.com |
| | ND | Hannahers | 3803 Main Avenue | | Paul Hannaher | phannaher@hannahers.com |
| | ND | Norby's | 11 South Fourth Street | | doug Norby | doug@norbys.com |
| | ND | SOUTHWEST BUS MACH #5067 | 564 23RD AVENUE EAST, DICKINSON, ND 586017100 | 7012253213 | | |
| | ND | Business Essentials | 205 E Main Ave, West Fargo, ND 58078 | 701-282-6570 | John Richardson | www.businessessentials.biz |
| | ND | Woodmansee Office Supply | 114 North 4th, Bismarck ND 58501 | 701-223-9595 | Joe Woodmansee | |
| | 6 | | | | | |
| | NE | ALL MAKES OFFICE INTERIORS | 2558 FARNAM STREET, OMAHA, NE 68131 | 402.341.2413 | DOUG SCHURING | |
| | NE | AOI | 8801 S 137TH CIRCLE, OMAHA, NE 68138 | 402.896.5520 | | |
| | NE | ENCOMPAS | 707 SOUTH 15TH STREET, OMAHA, NE 68102 | 402.991.7471 | MARCO LADE | |
| | NE | OFFICE INTERIORS AND DESIGN | 121 CHERRY HILL BLVD, LINCOLN, NE 68510 | 402.484.7500 | | |
| | NE | SHEPPARDS BUSINESS INTERIORS | 725 S 72ND STREET, OMAHA, NE 68114 | 402.393.8888 | | |
| | NE | EAKES | 617 W 3RD STREET, GRAND ISLAND, NE 68801 | 308.382.8026 | | |
| NE Count | 6 | | | | | |
| | NH | OFFICE RESOURCES, INC | 1000 ELM STREET, MANCHESTER, NH 03101 | | | |
| | NH | RED THREAD | 650 ELM STREET, #103, MANCHESTER, NH 031011160 | | | |
| | 2 | | | | | |
| | NJ | A Pomerantz & Company | 123 South Broad St St 1260 Phila Pa 19109 | 215-408-2175 | Holly Gack | gack@pomerantz.com |
| | NJ | AFFORDABLE OFFICE FURNITURE | 2375 Route 70 West Cherry Hill NJ 08002 | 856-488-2100 | Jack Isreal | AOFurn@aol.com |
| | NJ | Allied Equipment Co Inc | 9E Princess Road Lawrenceville NJ 08648 | 609-512-7236 | Mike Sivlich | mike@alliedequipmentnj.com |
| | NJ | Allstate Office Interiors | 3836 Quakerbridge Rd St 110 Hamilton NJ 08619 | 732-438-1244 | Mickey Spooner | Mickey@allstateofficeint.com |
| | NJ | ARBEE | 1531 S.WASHINGTON AVE PISCATAWAY, NJ 08854 | | ROBERT PFISTER | RPFISTER@ARBEE.NET |
| | NJ | ARENSON | 90 WOODBRIDGE CTR DRIVE #169 WOODBRIDGE, NJ 07095 | 732-283-9395 | JOHN GREENE | JGREENE@AOF.COM |
| | NJ | BAYSHORE OFFICE INTERIORS | 871 HOLMDEL ROAD HOLMDEL NJ 07731 | 732-332-9021 | LOUIS MENGES | LOU@BAYSHOREOFFICEINTERIORS.COM |
| | NJ | Bellia Office Furniture | 1047 N Broad St Woodbury NJ 08096 | 856-845-2234 | Anthony Bellia Jr | akbellia@bellia.net |
| | NJ | BFI | 10 LANDIDEX CTR WEST PARSIPPANY NJ 07054 | 973-795-6402 | BRIAN EFFRON | BEFFRON@BFIFFURNITURE.COM |
| | NJ | BUSINESS ENVIRONMENTS | 7 ENTIN ROAD PARSIPPANY, NJ 07054 | 973-335-7725 | JOHN GARDNER | JGARDNER@BEFURNITURE.COM |
| | NJ | CFI | 1154 RT 22 MOUNTAINSIDE, NJ 07092 | 908-664-3301 | MICHAEL BLAU | MBLAU@CFOFFICE.COM |
| | NJ | Corporate Interiors | 223 Lisa Drive New Castle De 19720 | 302-356-1010 | Fred Leone | FredLeone@corporate-interiors.com |
| | NJ | County Business Systems | 1574 Reed Rd Pennington NJ 08534 | 609-935-0180 | Joe Lennon Jr | jlennonjr@cbs-nj.co m |
| NH Count | NJ | DS&D | 291 EVANS WAY SOMERVILLE NJ 08876 | 908-252-6057 | DON KOLTERIAHN | DKOLTERIAHN@DANKER.COM |
| | NJ | GA Blanco & Sons | 186 Timberlane Rd Clarksboro NJ 08020 | 800-931-0027 | Robert Alexander Jr | balexander@gablanco.com |
| | NJ | Impact Office Products | 23 B Roland Ave Mount Laurel NJ 08054 | 609-518-9880 | Laura Hollingsworth | lholling@impactoffice.com |
| | NJ | Inovative Commerical Interiors | 806 Silvia St West Trenton NJ 25313 | 609-538-8800 | Brett Margulis | brett@icifurniture.com |
| | NJ | JC OFFICE CONSULTANTS | 1661 US HWY 22 BOUND BROOK NJ 08850 | 732-667-5151 | JACKIE ORLANDO | JACKIE@JCOFFICECONSULTANTS.COM |

| | | | | | |
|----------|---------------------------------------|---|---------------|--------------------|--|
| NJ | JOHNSON BUSINESS PRODUCTS & INTERIORS | 301 GREENWOOD AVE MIDLAND PARK NJ 07432 | 201-422-6600 | STEVE GERSZBERG | SGERSZBERG@JOHNSON-USA.COM |
| | MACO | 1000 KENNEDY BLVD UNION CITY,NJ 07087 | 201-888-0050 | RICHARD REISSMAN | REISSMANRICKY@GMAIL.COM |
| | NICKERSON NJ INC | 92 W FRONT ST KEYPORT NJ 07735 | 732-721-0094 | STEPHANIE KELLER | SKELLER@NICKERSONNJ.COM |
| | Office Furniture Systems | 5 Gaskill Ave Trenton NJ 08610 | 609-581-4990 | Larry Mosovich | larryofs@yahoo.com |
| | Source One Furniture | 100 Springdale Rd Cherry Hill NJ 08003 | 609-744-8889 | Jesse Domeracki | jesse@sourceonefurniture.com |
| | STAPLES | 45 CEDAR LANE ENGLEWOOD,NJ 07632 | | SEAN MC CABE | SEAN.MCCABE@STAPLES.COM |
| | Staples Business Interiors | 100 Springbrooke Blvd Aston Pa 19014 | 610-245-2538 | Scott Schantz | Scott.Schantz@Staples.com |
| | Tri Furniture Design | 575 Rt 70 2nd Floor Brick NJ 08723 | 732-364-7439 | Mordechi Marc Ort | info@trifurniture.com |
| | WB Mason | 350 Commerce Drive Egg Harbor Township NJ 08234 | 888-926-2766 | Nick Faragasso | nick.faragasso@wbmason.com |
| | WB Mason | 151 Heller Place Bellmawr NJ 08031 | 888-926-2766 | Bryon Leopold | bryon.leopold@wbmason.com |
| | WB MASON | 535 SECAUCUS ROAD, SECAUCUS NJ 07094 | 508-4361613 | STEFANIE LEONARD | STEFANIE.LEONARD@WBMASON.COM |
| | WB MASON | 21 COMMERCE DRIVE CRANBURY NJ 08512 | 888-926-2766 | CRISTINA HALL | CRISTINA.HALL@WBMASON.COM |
| | Workspace Interiors by Office Depot | 3001 Frost Rd Bristol Pa 19007 | 484-459-0037 | Sharon Roach | Sharon.Roache@workspaceinteriorsod.com |
| | WS Goff Company Inc | 5104 Oakwood Blvd Mays Landing NJ 08330 | 609-625-5600 | Barry Goff | barrygoff@wsgoff.com |
| | CMF Business Supplies | 3622 Kennedy Road, South Plainfield NJ 07080 | 908-753-0800 | Robert Torregrossa | robertt@cmf.net |
| | Lee Distributors | 519 State Route 515, Vernon NJ 07462 | 973-764-9191 | Jim Lancellotti | leedist@warwick.net |
| | Linnett & Co. Inc. | 885 County Route 33, Freehold NJ 07728 | 732-462-1800 | Gary Linnett | linnettgary@yahoo.com |
| | CantonSupply | 1653 State Route 27, Edison NJ 08817 | 732-985-8484 | Tony Cantalupo | ajcantalupo@cantonoffice.com |
| | Focus Interior Products | 47 Russo Place, Bereley Heights, NJ 07922 | 908-751-1800 | Peter Markham | peter.markham@focusllc.net |
| | NJ Office Furniture Depot | 957 Route 33 west, Monroe NJ 08831 | 732-641-2791 | Michael Cohn | sales@njofficefurnituredepot.com |
| | Interior Motives Inc | 445 Highway 202 S, Flemington NJ 08822 | 908-806-4461 | Evelyn Shallo | evelyn@interiormotives.net |
| | Jiorle's Office Supply | 439 South Main Street. Phillipsburg, NJ 08865 | 908-454-3433 | Donna Schaare | dschaare@jiorles.com |
| NJ Count | 40 | | | | |
| NM | Contract Associates | 800 20th Street NW, Albuquerque NM 87104 | 505-881-8070 | | |
| | MIDWAY OFFICE SUPPLY #4005 | 5900 MIDWAY PARK NE, ALBUQUERQUE, NM 87109 | 5053453414 | | |
| | SPARKS OFFICE SUPPLY, INC | 301 NORTH CANAL, CARLSBAD, NM 88220 | 5058853146 | | |
| | Parkers Workplace Solutions | Farmington NM | 505-325-8852 | Preston Smith | preston.smith@parkersws.com |
| | Becks Total Office | Albuquerque, NM | 505-883-6471 | Sarah Washburn | swashburn@becktoi.com |
| NM Count | 5 | | | | |
| NV | Workspace, LTD | 1645 D Street, Sparks NV 89431 | 775-626-2212 | Steve Purcell | www.workspaceltd.com |
| | FUSCH COMMERCIAL INTERIORS | 6415 SOUTH TENAYA WAY, #145, LAS VEGAS, NV 89113 | | | |
| | HENRIKSEN BUTLER NEVADA | 241 WEST CHARLESTON, #103, LAS VEGAS, NV 89102 | | | |
| | OFFICE PLUS | 3220 EAST CHARLESTON BLVD, LAS VEGAS, NV 89104 | | | |
| | RENO BUSINESS INTERIORS, INC | 427 RIDGE STREET, #D, RENO, NV 89501 | | | |
| NV Count | 5 | | | | |
| NY | Evensonbest LLC | 641 6th Avenue, 6th Floor, New York NY 10011 | 212/549-8000 | | |
| | POD Group Enterprises | 54 Sarah Drive, Farmingdale, NY 11735 | 631-560-2437 | Sal Picano | Sal@ProcureOnDemand.com |
| | Waldners Business Environment | 125 Route 110, Farmingdale NY 11735 | 631/844-9316 | Miriam Castillo | |
| | Accent Commercial Furniture | 3 Interstate Avenue, Albany NY 12205 | 518-482-4000 | Jeff Sanders | www.accentny.com |
| | AGA AI FRIEDMAN & COMPANY | 44 WEST 18TH STREET, NEW YORK, NY 10011 | 2122439000 | | |
| | AGA ART GROUP AMERICA (CORP) | 44 WEST 18TH STREET, NEW YORK, NY 10011 | 2122439000 | | |
| | AGA HYATT'S GRAPHIC SUPPLY CO | 910 MAIN STREET, BUFFALO, NY 14202 | 7168848900 | | |
| | GAYLORD BROS, INC-DIV OF DEMCO | PO BOX 4901, SYRACUSE, NY 132214901 | 3154575070 | | |
| | MERKEL-DONOHUE, INC | 106 DESPATCH DRIVE, #2, EAST ROCHESTER, NY 14445 | 5853257696 | | |
| | MILLINGTON LOCKWOOD, INC | 3901 GENESEE STREET, #800, BUFFALO, NY 142251310 | 7166335600 | | |
| | ONE WAY FURNITURE, INC | 535 BROADHOLLOW ROAD, #A-7, MELVILLE, NY 11747 | 6316154397 | | |
| | SECRET PRICES | 2B SHORE PARK ROAD, GREAT NECK, NY 11023 | 5165106252 | | |
| | TALAS #5079 | 20 WEST 20TH STREET, 5TH FLOOR, NEW YORK CITY, NY 10011 | 2122190770 | | |
| | Lee Distributors | 519 State Route 515, Vernon NJ 07462 | 973-764-91-91 | Jim Lancellotti | leedist@warwick.net |
| | Focus Interior Products | 47 Russo Place, Bereley Heights, NJ 07922 | 908-751-1800 | Peter Markham | peter.markham@focusllc.net |
| | | | | | |
| | | | | | |
| NY Count | 15 | | | | |
| OH | AGA WILSON ART STORES, INC. | 11367 WILLIAMSON RD., CINCINNATI, OH 45241 | 5134692345 | | |
| | American Interiors | 302 South Byrne Rd. Bldg. 100, Toledo, OH 43615 | 419.535.1808 | Steve Essig | Steve@aminteriors.com |
| | American Interiors | 1001 Lakeside Ave. E. , Suite 150, Cleveland, OH 44114 | 216.912.1200 | Steve Essig | Steve@aminteriors.com |
| | APG | 310 Culvert Street #400, Cincinnati, OH 45202 | 513.621.9111 | Jeff Schultz | Jschultz@apgof.com |
| OH | ATLAS BLUEPRINT & SUPPLY | 374 WEST SPRING STREET, COLUMBUS, OH 43216 | 6142245149 | | |

| | | | | | | |
|----------|----|-------------------------------|---|----------------|--------------------|----------------------------------|
| | OH | Commercial Works, Columbus | 1299 Bolton Field St., Columbus, OH 43228 | 614.851.4223 | Todd Hartman | THartman@commercial-works.com |
| | OH | Continental Office | 2601 Silver Dr., Columbus, OH 43211 | 614.262.5010 | Lisa Welch | lwelch@continentaloffice.com |
| | OH | Dupler Office | 330 W. Spring St., Ste. 150, Columbus, OH 43215 | 614.227.5640 | Brandon Dupler | DuplerB@dupleroffice.com |
| | OH | FAT CATALOG COMM FURN & EQUIP | 3736 REGENT AVENUE, CINCINNATI, OH 45212 | 8667028473 | | |
| | OH | Friends Office Source | 2300 Bright Rd., Findlay, OH 45840 | 800.427.1704 | Sue Sexton | sue@friendsoffice.com |
| | OH | FURNITURE WHOLESALERS, LLC | 8870 DARROW ROAD, #F106, TWINSBURG, OH 44087 | 8777099700 | | |
| | OH | GWS FF&E LLC | 9823 CINCINNATI DAYTON ROAD, WEST CHESTER, OH 45069 | 8004390734 | | |
| | OH | KIKS OFC PARTNERS #1079 | 13676 YORK ROAD - UNIT 1, NORTH ROYALTON, OH 44133 | 4408848000 | | |
| | OH | Loth, Inc. | 3574 East Kemper Road, Cincinnati, OH 45241 | 513.554.4900 | Angie Clayton | Aclayton@lothinc.com |
| | OH | Loth, Inc. | 855 Grandview Avenue, Columbus, OH 43215 | 614.487.4000 | Angie Clayton | Aclayton@lothinc.com |
| | OH | Ohio Desk | 1122 Prospect Avenue, Cleveland, OH 44115 | 216.623.0600 | Jim Mullane | JMullane@ohiodesk.com |
| | OH | RSFI | 401 E. Wilson Bridge Rd., Worthington, OH 43085 | 614.880.9111 | Jill Phillips | Jill@rsfi.com |
| | OH | SCHOOL OUTFITTERS | 3736 REGENT AVENUE, CINCINNATI, OH 45212 | 5133866541 | | |
| | OH | SHIPLEYS OFC SPLY #4009 | 10 NORTH FOSTER STREET, NORWALK, OH 448570030 | 4196609872 | | |
| | OH | THE BRADLEY COMPANY | 5164 SINCLAIR RD, COLUMBUS, OH 43229 | 6148476020 | | |
| | OH | WB Mason | 12985 Snow Road, Cleveland, OH 44130 | 888-WB-MASON | John Quinones | John.Quinones@wbmason.com |
| | OH | American Interiors | 302 S. Byrne Road, Toledo OH | 419-481-9273 | Kathie Funk | kfunk@aminteriors.com |
| | OH | Contract Source Grp | 2 Corporation Center, Broadview Hts. OH | 216-351-7575 | Dave Szomoru | dszomoru@contractsource.com |
| | OH | King Business Int | 6155-D Huntley RD, Columbus OH | 614-430-0020 | Darla King | darlaking@kbiinc |
| | OH | RJE-Cincinnati | 623 Broadway, Cincinnati, OH | 513-641-3700 | Kevin McKierman | kmckierman@rjecincy.com |
| | OH | NBS-NAVIGATING BUSINESS SPACE | 4 North St. Clair Street, Toledo, OH | 419-662-2040 | Jackie Freshour | JFreshour@yournbs.com |
| | OH | SeaGate Office Products | 1044 Hamilton Dr, Holland OH | 419-861-6161 | Karen Slawinski | kslawinski@seagateop.com |
| | OH | Dupler Office | 330 West Spring Street #150 | 614-227-5640 | Brandon Dupler | DuplerB@dupleroffice.com |
| | OH | Indoff | 640 Lloyd St., #5, Hubbard, OH | 330-534-2310 | Frank Turco | frank.turco@indoff.com |
| | OH | Decoration Den Interiors | 6910 Airport Highway, Suite 5, Holland OH | 419-345-7069 | Carolyn Beyersdorf | cbeyers1@gmail.com |
| | OH | Tom Sexton & Associates | 2455 Highland Road, Columbus OH | 740-319-8890 | April Guthridge | APRIL.G@TOMSEXTONASSOCIATES.COM |
| | OH | Furniture Solutions | 1329 East Kempler Road, Suite 4104A, Cincinnati OH | 513-839-6008 | Linda Fry | linda@furnituresolutionsftw.com |
| | OH | American Interiors | 302 S Byrne Rd, Toledo OH 43615 | 419-481-9262 | Cindy Banyas | EBanyas@AmInteriors.Com |
| | OH | Loth, Inc. | 3574 East Kempler Rd., Cincinnati OH | 513-554-4900 | Jeff Brock | jbrock@lothinc.com |
| OH Count | 34 | | | | | |
| | OK | ADMIRAL EXPRESS #P018 | 4020 WILL ROGERS PARKWAY, #800, OKLAHOMA CITY, OK 73108 | 4059426060 | | |
| | OK | ADMIRAL EXPRESS, INC #P018 | 1823 NORTH YELLOWOOD, BROKEN ARROW, OK 74012 | 9182494000 | | |
| | OK | BILL WARREN OFF PROD #223 | 1233 SOVEREIGN ROW, OKLAHOMA CITY, OK 73108 | 4059475676 | | |
| | OK | FENTON OFFICE MART #5051 | PO BOX 2257, STILLWATER, OK 74076 | 4053725555 | | |
| | OK | INTEC STONE COMPUTER & COPIER | 6209 SOUTH 107TH EAST AVENUE, TULSA, OK 741331613 | 9182548055 | | |
| OK Count | 5 | | | | | |
| | OR | OFFICE EXCHANGE | 630 GARFIELD, EUGENE, OR 97402 | | | |
| | OR | ONW, INC | 4342 NE FAILING STREET, PORTLAND, OR 97213 | | | |
| | OR | TOTAL OFFICE INTERIORS, INC | 1210 13TH STREET SE, SALEM, OR 97308 | | | |
| | OR | Northwest Office Interiors | 12400 SE Freeman Way Suite 105 Milwaukie, OR 97222 | (503) 785-1515 | Steve Weber | www.nwofficeinteriors.com |
| | OR | SmithCFI | 620 NE 19th Ave. Suite 225 Portland, OR 97232 | (503) 226-4151 | Jeff Iwasaki | www.smithcfi.com |
| OR Count | 5 | | | | | |
| | PA | A Pomerantz & Company | 123 South Broad St St 1260 Phila Pa 19109 | 215-408-2112 | Holly Gack | gack@pomerantz.com |
| | PA | AAA Business Solutions | 500 Glass Rd, Pittsburgh PA 15205 | 412-489-1360 | | |
| | PA | Advanced Office Environments | 160 Quaker Lane Malvern Pa 19355 | 610-993-3450 | Gary Shoemaker | gshoemaker@AdvancedOfficeEnv.com |
| | PA | AFFORDABLE OFFICE FURNITURE | 2375 Route 70 West Cherry Hill NJ 08002 | 856-488-2100 | Jack Isreal | AOFurn@aol.com |
| | PA | Alpha Office Supply | 4950 Parkside Ave #500 Philadelphia Pa 19131 | 215-226-2690 | Carmine Soto | carmine.soto@alphaos.com |
| | PA | ATD Capitol | 93 Old York Rd Suite 310 | 888-283-2378 | Bill McDonough | wmcdonough@atd.com |
| | PA | Automation Aids Inc | 420 Babylon Rd Suite B Horsham Pa 19044 | 800-234-2790 | Maury Millison | mmillison@AutomationAidsInc.com |
| | PA | Bellia Office Furniture | 1047 N Broad St Woodbury NJ 08096 | 856-845-2234 | Anthony Bellia Jr | akbellia@bellia.net |
| | PA | Benjamin Robert's LTD | 240 North Prince St Lancaster Pa 17603 | 717-291-1001 | Rob Bomberger | rob@benjaminrobertsltd.com |
| | PA | BMC Office Furniture | 320 E Gibson St Scranton Pa 18509 | 570-344-1295 | Michael McHale | michael@bmcofficefurniture.com |
| | PA | Brennan's Office Interiors | 1045 Andrew Drive Ste -2 West Chester Pa 19380 | 610-251-2331 | Mark Brennan | Mbrennan@BrennansOI.com |
| | PA | Business Interiors by Staples | 100 Springbrooke Blvd Aston Pa 19014 | 215-245-2429 | Scott Schantz | Scott.Schantz@Staples.com |
| | PA | CFI | 2129 Chestnut St Phila, PA 19103 | 215-279-1420 | Mike Yekenchik | myekenchik@cfi-knoll.com |
| | PA | CFI Legigh Valley | 1042 Hamilton St Allentown, Pa 18101 | 610-434-7236 | Beverley Kahler | beverley@cfilv-knoll.com |

| | | | | | |
|----|----------------------------------|--|---------------|--------------------|-----------------------------------|
| PA | COFCO | 2200 North American Street Phila Pa 19133 | 856-380-3218 | Charlie Embler | cembler@cofcogroup.com |
| PA | Commonwealth Business Interiors | 3447 Derry St Harrisburg Pa 17111 | 717-648-3061 | Elanie Smedly | cbiinc@comcast.net |
| PA | Continental Office | 322 North Shore Drive, 3rd Floor, Pittsburgh, PA 15212 | 412.464.2500 | Michael Sharp | msharp@continentaloffice.com |
| PA | Corporate Environments Group | 605 E Broad St Bethlehem Pa 19014 | 610974-7990 | Justin Smith | Jsmith@ceg-pa.com |
| PA | Corporate Interiors | 223 Lisa Drive New Castle De 19720 | 610-994-1302 | Neil Marshall | Nmarshall@corporate-interiors.com |
| PA | County Business Systems | 1574 Reed Rd Pennington NJ 08534 | 609-935-0177 | Joe Lennon Jr | jlennonjr@cbs-nj.co m |
| PA | Creative Business Interiors | 210 Division St Kingston Pa 18704 | 570-288-7211 | David Davis | ddavis@epix.net |
| PA | Cubicle By Design | 4030 Skyron Dr Unit C Doylestown Pa 18902 | 866-417-2823 | Lewis Pestrak | lewis@cubiclebydesign.com |
| PA | Easley & Rivers | 207 Townsend Dr., Monroeville, PA 15146 | 412.795.4482 | Jim Amorose | jima@easleyandrivers.com |
| PA | Educational Furniture Solutions | 563 N Tropper Rd Norristown Pa 19136 | 610-630-3995 | Kevin Christman | kevin@efs-llc.com |
| PA | Egronlund Inc | 1604 Liberty Ct North Wales Pa 19454 | 215-361-9076 | Ethel Gronlund | ethel@eg-office.com |
| PA | Eicholtz Company | PO Box 69 New Oxford PA 17350 | 717-624-4891 | Alan Stock | astock@eicholtzcompany.com |
| PA | Emerald Business Supply | 4807 Ashburner St Philadelphia PA 19136 | 215-333-1900 | Joe O'Connell | joeoc@ebsupplies.com |
| PA | Environmental Interiors | 5010 Linglestown Rd Harrisburg Ppa 17112 | 717-652-6060 | Kathleen Schean | kschwan@ei-ofusa.com |
| PA | Ethosource Office Furniture | 180 Grace Blvd Morgantown PA 19543 | 610-286-1766 | Bryon Kauffman | bryonk@ethosource.com |
| PA | Formcraft Interiors | 712 henderson Blvd Folcroft Pa 19302 | 610-532-4600 | Bryce Ewing | bruce.ewing@formcraft.net |
| PA | Franklin Interiors | 2740 Smallman St., Ste. 600, Pittsburgh, PA 15222-4720 | 412.261.2525 | Todd Irwin | Tirwin@franklininteriors.com |
| PA | Herre Consulting LLC | PO Box 62263 Harrisburg Pa 17106 | 717-943-7034 | Andy Herre | andyh1427@comcast.net |
| PA | Indoff Capital Region | 6340 Derry St Harrisburg Pa 17111 | 717-558-9485 | George Roksandic | george.roksandic@indoff.com |
| PA | Indoff Cenral Pa | PO Box 17 Mount Joy Pa 17552 | 717-648-5779 | Linda Till | linda.till@indoff.com |
| PA | Interior Furniture Resources | 7035 Johnstown Rd Harrisburg Pa 17112-2617 | 717-657-3000 | Jared Fleegal | jfleegal@ifr-furniture.com |
| PA | Interior Workplace Solutions | 6765 Ambassador Drive Allentown Pa 18106 | 610-391-0733 | David Torrence | Dtorrence@interiorworkplace.com |
| PA | ISG | 700 Enterprise Rd Horsham PA 19044 | 215-699-1700 | Joe DeFusco | j_defusco@isgoff.com |
| PA | JP Jay Associates | 1313 Roth Ave Allentown Pa 18102 | 610-435-9666 | Jay Malis | jpm@jpjay.com |
| PA | Kershner Office Furniture | 600 Clark Ave King of Prussia PA 19406 | 610-768-0200 | Mitchell Berman | mittchell@kershneroffice.com |
| PA | Lizell | 308 &463 Montgomeryville Pa 19446 | 215-855-1725 | Mike Walsh | MikeWalsh@Lizell.com |
| PA | Mt Lebanon Office Equipment | 1817 Banksville Rd, Pittsburgh, PA 15216 | 412.344.4300 | Rosemary Droney | rdronney@mtleboffice.com |
| PA | Newtown Office Supply | 31 Friends Lane Newtown Pa 18940 | 215-860-1171 | Jim Caracci | jcaracci@newtownofficesupply.com |
| PA | Nittany Office Equipment | 1207 Atherton St State College Pa 16801 | 814-238-0568 | Paul Kerr | paul@nittanyoffice.com |
| PA | O'Brien Business Systems | 739 E Elm St Conshohocken Pa 19428 | 610-825-3405 | Lorraine Reed | lorrainer@obriensys.com |
| PA | Office Basics | 22 Creek Circle Boothwyn Pa 19061 | 800-541-5855 | Steve Johnson | sjohnson@officebasics.com |
| PA | OFFICE CHAIRS UNLIMITED | 133 POST OAK DRIVE, BEAVER FALLS, PA 15010 | 8004107494 | | |
| PA | Office Environments Inc | 1500 Grundy Lane Bristol Pa 19007 | 267-553-1000 | Christine Repa | crepa@oeonline.com |
| PA | OFFICE FURNITURE CONCEPTS, INC | 104 BRIAN WAY, PHOENIXVILLE, PA 19460 | 6109333036 | | |
| PA | Office Furniture Plus | 500 Pine St Holmes Pa 19043 | 610-497-19043 | Frank Farmer Jr | frank@officefurnitureplus.com |
| PA | Office Furniture Specialties Inc | 8220 State Route 405 Milton Pa 17847 | 570-742-8210 | Jack Knelly | jkennely@verizon.net |
| PA | Office Service Company | 1009 Tuckerton Court Reading Pa 19605 | 610-926-9851 | Tiffany Boltz | tboltz@officeservicecompany.com |
| PA | Offix Systems | 924 Marcon Blvd Suite 102 Allentown, Pa 18109 | 610-231-2000 | Ed Schuler | edschuler@offixsystems.com |
| PA | One Point | 101 Poplar St Scranton Pa 18509 | 570-207-55101 | Bill McDonald | bmcDonald@opoffice.com |
| PA | Pemco | 5335 Progress Blvd., Bethel Park, PA 15102 | 412-837-7601 | Michelle Silvestre | |
| PA | PHILLIPS OFFICE SOLUTIONS | 501 FULLING MILL ROAD, MIDDLETON, PA 17057 | 7179485828 | | |
| PA | PHILLIPS SUPPLY COMPANY | BEADE STREET, PO BOX 30, PLYMOUTH, PA 18651 | 5707799575 | | |
| PA | Premier Office Solutions | 601 Davisville Road Willow Grove Pa 19090 | 215-734-2300 | Paul Barr | pbarr@premierofficesolutions.com |
| PA | Print O Stat Inc | 1011 West Market St York Pa 17404 | 717-854-7821 | John Horn | jhorn@printostat.com |
| PA | Pulman Interiors | 1143 Capouse Ave Scranton Pa 18509 | 570-347-5600 | Justin Pullman | justin@pulmaninteriors.com |
| PA | Quality Office Furnishings | 2699 South Queen St York Pa 17402 | 717-741-4894 | Megan Cozze | mcozze@qualitydot.com |
| PA | Richter Office | 757 Route 113 Souderton Pa 18964 | 215-723-3900 | Al Richter | sales@richteronline.com |
| PA | Source One Furniture | 100 Springdale Rd Cherry Hill NJ 08003 | 856-428-6902 | Jesse Domeracki | jesse@sourceonefurniture.com |
| PA | Spectrum | 1003 West 9th Ave King of Prussia Pa 19406 | 610-233-4685 | Mark Gross | Mgross@spectrumworkplace.com |
| PA | Stone Office Inc | 321-327 Pear St Scranton Pa 18505 | 570-342-1477 | TJ Stone | tstone@stoneofficeinc.com |
| PA | Stotz & Fatzinger | PO Box 549 Easton Pa 18042 | 610-515-0103 | Nancy Regan | nregan@stotzfatzinger.com |
| PA | SUPPLY SOURCE, INC | 415 WEST THIRD STREET, WILLIAMSPORT, PA 17701 | 5703271500 | | |
| PA | Systems Plus Office Service | 102 W. Franklin St Steelton Pa 17113 | 717-939-5200 | Lynlee Sheeler | lscheeler@systemsplusoffice.com |
| PA | Today's Systems | 142 Montgomery Ave Bala Cynwyd Pa 19004 | 610-664-7990 | Jan Ellis | jane@todayssystems.com |
| PA | Top to Bottom Interiors | 5500 6th Street, Altoona, PA 16602 | 814-942-3250 | Lori Rainey | |
| PA | Tri State Office Furniture | 1 Sexton Road, Pittsburgh, PA 15136 | 412.771.0760 | Damon Cardamone | damon@tri-stateoffice.com |

| | | | | | | |
|----------|----|-------------------------------------|---|----------------|---------------------|--|
| PA Count | PA | Versie Total Office Solutions | 4950 Parkside Ave #500 Philadelphia Pa 19131 Suite 502 | 215-849=3215 | Dorothy Alexander | Dalexander@vtosi.com |
| | PA | WB Mason | 1751 Lincoln Hwy, North Versailles, PA 15132 | 888.926.2766 | Kate Herrera | kate.herrera@wbmason.com |
| | PA | WB Mason | 1819 JFK Blvd Philadelphia Pa 19103 | 888-926-2766 | Kim Kearney | kim.kearney@wbmason.com |
| | PA | WB Mason | 113 Interchange Blvd Newark De 19711 | 888-926-2766 | Sara Jester | sara.jester@wbmason.com |
| | PA | WB Mason | 754 Roble Rd Suite 180 Allentown, Pa 18109 | 888-926-2766 | Ben Yoder | ben.yoder@wbmason.com |
| | PA | WB Mason | 3215 Espresso Way York Pa 17406 | 888-926-2766 | Kyle Guyre | kyle.guyre@wbmason.com |
| | PA | WB Mason | 151 Heller Place Bellmawr NJ 08031 | 888-926-2766 | Bryon Leopold | bryon.leopold@wbmason.com |
| | PA | Workplace Environments | 37 East Germantown Pike Suite 103 Plymouth Meeting Pa 19462 | 610-834-9877 | Jessica Furman | Jfurman@WorkplaceEnvironments.com |
| | PA | Workspace | 261 North Third St Phila Pa 19106 | 215-733-9770 | Jim Blessng | jimb@workspacellc.com |
| | PA | Workspace Interiors by Office Depot | 3001 Frost Rd Bristol Pa 19007 | 484-459-0037 | Sharon Roach | Sharon.Roache@workspaceinteriorsod.com |
| | PA | Wrigley's Business Products | 10908 N. Reading Ave Boyertown Pa 19512 | 610-367-0421 | Bret Wrigley | bwrigley@wrigleysos.com |
| | PA | Xotive Facility Solutions | 12 Veterans Square Ste 3 Media Pa 19063 | 484-444-2409 | Tara Dienno | facitlysolutions@xotive.com |
| | PA | Klingaman's Inc | 124 East Broad St, Tamaqua PA 18252 | 570-668-1540 | Mark Semasek | |
| | PA | Transamerican Office Furniture | 1800 North 12th St, Reading PA 19604 | 610-939-1201 | | |
| | PA | Interior Motives Inc | 445 Highway 202 S, Flemington NJ 08822 | 908-806-4461 | Evelyn Shallo | evelyn@interiormotives.net |
| | PA | Jiorle's Office Supply | 439 South Main Street. Phillipsburg, NJ 08865 | 908-454-3433 | Donna Schaare | dschaare@jiorles.com |
| RI Count | RI | CAPITOL STATIONERY #1068 | 1286 CRANSTON STREET, CRANSTON, RI 02920 | 4019435333 | | |
| | RI | OFFICEFURNITUREZONE.COM | 36 BRANCH AVENUE, PROVIDENCE, RI 02904 | 4012760000 | | |
| | RI | SEATINGZONE.COM | 36 BRANCH AVENUE, PROVIDENCE, RI 02904 | 4012760000 | | |
| | RI | SITCORRECT.COM | 36 BRANCH AVENUE, PROVIDENCE, RI 02904 | 4012760130 | | |
| SC Count | SC | AMERICAN PEN & PANEL | PO BOX 36276, ROCK HILL, SC 29732 | 8033240544 | | |
| | SC | CORPORATE CONCEPTS, INC | 2412 MAIN STREET, COLUMBIA, SC 29201 | 8037582900 | | |
| | SC | DUNCAN PARNELL | 3150 WEST MONTAGUE, NO. CHARLESTON, SC 29419 | 8437476033 | | |
| | SC | HERALD OFFICE SUPPLY, INC | 106 EAST ROOSEVELT STREET, DILLON, SC 29536 | 8437745155 | | |
| | SC | LORICK OFFICE PRODUCTS CO, INC | 910 WASHINGTON STREET, COLUMBIA, SC 29201 | 8032525380 | | |
| | SC | MCBRIDE OFFICE SUPP #3039 | 832 WADE HAMPTON BOULEVARD, GREENVILLE, SC 29609 | 8032711720 | | |
| | SC | MCWATERS, INC | 1104 SHOP ROAD, COLUMBIA, SC 292022306 | 8032568303 | | |
| | SC | MILLER'S OF COLUMBIA, INC | 2905 TWO NOTCH ROAD, COLUMBIA, SC 292404690 | 8032541656 | | |
| | SC | PALMETTO OFFICE SUPPLY | 1380 RUSSELL, S.E., ORANGEBURG, SC 291160678 | 8035342331 | | |
| | SC | JM Grace | 1325 St Andrews Rd, Columbia SC 29210 | 803-798-7777 | Albert Eichelberger | |
| | SD | BROWN & SAENGER | 711 WEST RUSSELL STREET, SIOUX FALLS, SD 57118 | 6053361960 | | |
| | SD | Canfields | 402 West 9th Street | (605) 274-8106 | Mike Grove | mike.grove@canfieldco.com |
| SD Count | SD | CENTRAL BUSINESS SUPPLY | 416 3RD STREET, BROOKINGS, SD 57006 | 6056926363 | | |
| | SD | Evergreen Office Products | 811 St. Joseph Street | (605) 343-8265 | Bill Newhouse | |
| | SD | Interstate | 220 South Main Ave. | (800) 888-2173 | {800} 888-2173 | gary.gaspar@i-o-p.com |
| | SD | Peeps | 807 S Broadway | (605) 886-6488 | Joel Vockrodt | joel.vockrodt@officepeeps.com |
| | SD | Western Stationers | 714 Saint Joseph Street | (605) 342-3310 | Bob Letner | |
| | SD | Brown & Saenger | 711 West Russell St, Sioux Falls SD 57118 | 605-336-1960 | Melissa | |
| | SD | Central Business | 416 3rd St, Brookings SD 57006 | 605-692-6363 | Kent Liebel | |
| | TN | A-Z OFFICE RESOURCE | 9 BUSINESS WAY, GRAY, TN 37615 | 4232620308 | | |
| TN Count | TN | METRO OFFICE PROD #1032 | 111 WESTWOOD PLACE, #200, BRENTWOOD, TN 37027 | 7705148811 | | |
| | TN | OFFICE MART | 215 SOUTH JEFFERSON AVENUE, COOKEVILLE, TN 38501 | 9315281369 | | |
| | TN | PLAZA ART - NASHVILLE | 633 MIDDLETON STREET, NASHVILLE, TN 37203 | 6152543368 | | |
| | TN | Once CBI LLC/DBA CBI | 701 Cherry Street. Chattanooga TN 37402 | 865-321-4900 | Dean Vance | dean.vance@cbi-in.com |
| | TX | Charter Furniture (OFUSA) | 15101 Midway Rd, Addison, TX 75001 | 972-385-1911 | Rob Gannon | Rgannon@furniturebycharter.com |
| TX Count | TX | Cornerstone Interiors Inc. | PO Box 2107 Frisco, Texas 75034 | 469-384-9700 | Bobby Reese | info@cornerstone-interiors.com |
| | TX | Corporate Interiors | 3491 Hickory Grove Ln. Frisco, TX 75033 | 214.705.7879 | Mark Williamson | mark@corporate-interiors.net |
| | TX | Corporate Source, Ltd. | 1505 Oak Lawn Ave. Ste. #100, Dallas, TX 75207 | 214.468.0468 | Kimberly Tourangeau | Ktourangeau@tospartners.com |
| | TX | Greenwood Office Outfitters | 2951 Suffolk Drive, Suite 640, 76133-1156 | 877.884.9104 | Kathy Roff | kröff@greenwoodoffice.com |
| | TX | JKC Designs, Inc. | 202 W. Louisiana Street Suite 101, McKinney, Texas 75069 | 972-542-7225 | Jan Christensen | jan@jkcdesigns.com |
| | TX | Office Interiors Group | 2025A Midway Road, Carrollton, TX 75006 | 972.388.7848 | Gary Pearson | |

| | | | | | |
|----|--|---|-------------------|------------------|--|
| TX | Office Resource Group | 1735 W Crosby Rd, Carrollton, TX 75006 | (214) 823-3375 | Ross Lowe | ross@orgdesk.com |
| TX | Preferred Office Products | 1701 W. Walnut Hill Lane, Irving, TX 75038 | 214.358.1200 | Brad Davis | BradD@popexpress.com |
| TX | Rockford Business Interiors | 211 East Riverside Dr, Austin TX 78767 | 512-442-0703 | Tammy Reed | |
| TX | Statton Design | 1725 E. Southlake Blvd. Suite 290, Southlake, TX 76092 | (817) 424-1414 | Jom Statton | jom@stattondesigngroup.com |
| Tx | 180 Office Solutions | 2011B Lamar, Round Rock, Tx 78664 | 512-992-0392 | Wyatt Russell | |
| TX | 9 TO 5 OFFICE PRODUCT CENTER, INC. | 13960 TRINITY BLVD,DALLAS, TX 75261 | 817-255-8610 | JEFFREY L. COOK | JCOOK@SOSTEXAS.COM |
| TX | A & W OFFICE SUPPLY, INC. | 222 South Staples,CORPUS CHRISTI, TX 78401 | 361-883-6784 | WES WITTNER | WWITTNER@SBCGLOBAL.NET |
| TX | ABLES-LAND INC. | 420 SOUTH FANNIN,TYLER, TX 75711 | 903-593-8407 x228 | DONNA VESSELS | DONNA@ABLESLAND.COM |
| TX | ACE ENTERPRISES | 11604 MURCHINSON STREET,MANOR, TX 78653 | 512-250-8173 x4 | AMY ARNOLD | ALABIZNESS@AOL.COM |
| TX | ACP DIRECT | PO BOX 703168, DALLAS, TX 75370 | 9722484600 | | |
| TX | ARMSTRONG OFFICE CONCEPTS, LLC. | 3205 DWYER LANE, FLOWER MOUND, TX 75022 | 972-355-6648 | JULIE ARMSTRONG | juliea@armstrongofficeconcepts.com |
| TX | Austin Business Furniture | 9300 United Drive, #3, Austin, TX 78758 | 512-832-6400 | Jay Femal | |
| TX | BAKER OFFICE PRODUCTS, INC. | 1301 13TH STREET,LUBBOCK, TX 794081920 | 806-763-2520 | MARIANNE MOORE | MMOORE@BAKEROFFICEPRODUCTS.COM |
| TX | BARNHILL OFFICE | SYSTEMS & INTERIOR, ABILENE, TX 796041933 | 3256723982 | | |
| TX | BKM Total Office of TX | 9755 Clifford Drive Suite 100 | 2149027200 | Mike Paris | mparis@bkmmtexas.com |
| TX | Broussard Group | 3559 Belgium Lane, San Antonio, TX 78219 | 210-224-6220 | Brett Broussard | |
| TX | BUFFALO BUSINESS PRODUCTS | 1236 SOUTHRIDGE COURT,HURST , TX 76053 | 512-832-6400 | JAY FEMAL | JFEMAL@ABFURN.COM |
| TX | BUILT FOR DREAMS | 3416 JOLIET AVENUE,LUBBOCK, TX 79413 | 806-412-4800 | JOSEY GUEVARA | JGUEVARA@BUILTORDREAMS.COM |
| TX | BUSINESS ESSENTIALS#3049 | PO BOX 37, GRAPEVINE, TX 76099 | 8173281617 | | |
| TX | Business Interiors | 1111 Valley View Ln, Irving, TX 75061 | (800) 568-9281 | | |
| TX | BUSINESS INTERIORS - ELPASO | 28 CONCORD, #C,EL PASO, TX 79906 | 915-591-9393 | CHRISTY LECHUGA | CHRISTY.LECHUGA@BUSINESSINTERIORS-EP.COM |
| TX | BUSINESS INTERIORS BY STAPLES - AUSTIN, STAP | 6400 HOLLISTER,HOUSTON, TX 77040 | 713-934-6302 | PAM OLIVER | PAM.OLIVER@STAPLES.COM |
| TX | BUSINESS INTERIORS BY STAPLES - CORPUS CHRIS | 6400 HOLLISTER,HOUSTON, TX 77040 | 713-934-6302 | PAM OLIVER | PAM.OLIVER@STAPLES.COM |
| TX | BUSINESS INTERIORS BY STAPLES - DALLAS | 1111 VALLEY VIEW LN,DALLAS, TX 75391 | 817-858-2359 | GABY HERNANDEZ | GHERNANDEZ@BUSINESSINTERIORS.COM |
| TX | BUSINESS INTERIORS BY STAPLES - HOUSTON, ST | 6400 HOLLISTER,HOUSTON, TX 77040 | 713-934-6302 | PAM OLIVER | PAM.OLIVER@STAPLES.COM |
| TX | BUSINESS INTERIORS BY STAPLES - SAN ANTONIO, | 6400 HOLLISTER,HOUSTON, TX 77040 | 713-934-6302 | PAM OLIVER | PAM.OLIVER@STAPLES.COM |
| TX | Business Interiors of Texas | 223 N. Chaparral, Corpus Christi, TX 78401 | 361-881-8801 | Janet Maxwell | |
| TX | Carroll's Office Furniture | 5615 S.Rice Ave, Houston, TX 77081 | 713-667-6668 | Frank Carroll | frank@carrolls.com |
| Tx | Cielo Office Products | 1408 E. Jasmine Avenue, Suite A, McAllen, Tx 78501 | 956-688-6001 | David Barrera | |
| TX | COASTAL OFFICE PRODUCTS, INC. | 1514 NORTH BEN JORDAN, #B,VICTORIA, TX 77901 | 361-578-5392 | LINDA COOPER | LINDA@COASTALTx.COM |
| TX | CONTRACT RESOURCE GROUP | 7108 OLD KATY ROAD, #150, HOUSTON, TX 77024 | 7138030100 | | |
| TX | CONTRACTA OFFICE FURNISHINGS | 2777 STEMMONS FREEWAY, #199,DALLAS, TX 75207 | 214-631-1330 x115 | RICHARD BERG | RICKB@CONTRACTA.COM |
| TX | CRG Office | 7108 Old Katy Road, Suite 150 | 713.803.0100 | Jamie Ward | Jward@crgoffice.com |
| Tx | CSI Enterprises | 11103 San Pedro Avenue, Suite 212 San Antonio, Tx 78216 | 210-288-5096 | Ricardo Cardenas | |
| TX | DALLAS DESK, INC. | 15207 MIDWAY RD.,ADDISON, TX 75001 | 972-788-1802 | RUSS WALDROP | RUSSW@DALLASDESK.COM |
| TX | DC Interiors | 6896A Alamo Down Parkway, San Antonio, TX 78238 | 210-521-9900 | Darlene Casias | |
| TX | Debner & Associates | 8020 Katy Freeway, Houston, TX 77024 | 713-782-1300 | Pam Teel | |
| TX | DESIGN ASSOCIATES INTERNATIONAL, INC. | 11615 FOREST CENTRAL DRIVE, 101,DALLAS, TX 75243 | 214-720-6083 | MIKE BARNES | MBARNES@DAIINC.COM |
| TX | DEWITT POTH & SON | 102 WEST STREET, YOAKUM, TX 77995 | 3612933791 | | |
| TX | DICK OFFICE SUPPLY | PO BOX 2256,MCALLEN, TX 78502 | 972-619-7400 | JEFF BLUE | JEFF@INTERIORRESOURCESDFW.COM |
| TX | EDUCATOR'S DEPOT, INC. | 17424 W. GRAND PARKWAY SOUTH, #206,SUGAR LAND, TX 77479 | 866-736-2012 | ALAN CLARKE | CUSTOMERSERVICE@EDDEPOTINC.COM |
| TX | EL PASO AUTOMATED OFFICE & INDUSTRIAL SYST | 11045 ARGAL COURT,EL PASO, TX 79935 | 915-590-1992 | DAVID VEGA | AUTOMATEDSYST@AOL.COM |
| TX | ENSEMBLE OFFICE ESSENTIALS LLC | 1827 TROUP HWY,TYLER, TX 75701 | 903-268-5853 | BRYAN LOVETT | BLOVETT@ENSEMBLELTD.COM |
| TX | ERGONOMIC OFFICE FURNITURE SOLUTIONS | 600 NORTH HIGHWAY 3,LEAGUE CITY, TX 77573 | 281-316-2288 | JOHN JAMARIK | THEERGOMAN@AOL.COM |
| Tx | Espacios | 791 McPherson Road, Suite 106, Laredo, Tx 78045 | 956-791-7183 | Raul Salinas | |
| TX | FACILITIES CONNECTION | 240 E. SUNSET DRIVE,EL PASO, TX 79922 | 915-834-7107 | None | PHBRANCH@FACILITIESCONNECTION.COM |
| TX | FACILITY INTERIORS, INC. - PLANO | 6200 TENNYSON PARKWAY, #150,PLANO, TX 75024 | 713-585-7884 | CHERYL STOWERS | CHERYLS@FMGI.COM |
| TX | FIRMIN'S OFFICE CITY | 2217 NORTH STATE LINE AVENUE,TEXARKANA, TX 75501 | 903-793-5596 | CHUCK FIRMIN | CFIRMIN@FIRMINS.COM |
| TX | FMG | 6100 West Plano Parkway Suite 1400. Plano, TX | 214-556-4700 | | |
| TX | FMG | 6801 Portwest, Houston, TX 77024 | 713-963-0678 | Angela Pena | |
| TX | FURNITURE FOR BUSINESS | 12012 TECHNOLOGY BLVD, #201,AUSTIN, TX 78727 | 512-833-9000 x306 | MIDGE FLETCHER | MIDGE@FURNITUREFORBUSINESS.COM |
| TX | FURNITURE MARKETING GROUP, INC. | 6200 TENNYSON PARKWAY, #150,PLANO, TX 75024 | 713-585-7884 | CHERYL STOWERS | CHERYLS@FMGI.COM |
| TX | G I Seaman Co. | 4201 International Pkwy, Carrollton, TX 75007 | (214) 764-6400 | | |
| TX | Gateway Printing & Office Supply | 14803 Bulverde Road , San Antonio, TX 78247 | 210-650-3995 | Butch Shook | |
| TX | GENERAL OFFICE SUPPLY INC. | 1020 WEST 8TH,AMARILLO, TX 79101 | 806-373-2877 | DEBBIE ADAMS | DADAMS@GENERAL-OFFICESUPPLY.COM |
| TX | GLOBAL I.T. SOLUTIONS | 3850 GLADERIDGE, STE A,HOUSTON, TX 77068 | 281-631-0763 | ARTEKA JOHNSON | ARTEKA@SBCGLOBAL.NET |

| | | | | | |
|----|--|---|-------------------|------------------|---------------------------------------|
| TX | GOMEZ FLOOR COVERING INC. | 3816 BINZ ENGLEMAN, #B-125,SAN ANTONIO, TX 78219 | 210-651-5002 | STEVE WHITENER | SWHITENER@GOMEZFC.COM |
| TX | HBI OFFICE SOLUTIONS, INC. | 308 HIGHWAY 75 NORTH,HUNTSVILLE, TX 77320 | 936-295-5708 | LYNNE REYNOLDS | LYNNE@HBI-INC.CON |
| TX | INTELLIGENT INTERIORS, INC. | 15401 ADDISON ROAD,ADDISON, TX 75001 | 972-716-9974 | KRAIG WELLSHEAR | IORDERS@INTELLIGENTINTERIORS.NET |
| TX | INTERIOR RESOURCES | 1403 SLOCUM ST., ,DALLAS , TX 75207 | 956-533-2057 | DALE WINTER | DBWMASTEROFDELIGHT@OFUSARGV.COM |
| TX | J. TYLER SERVICES, INC. | 5920 MILWEE,HOUSTON, TX 77092 | 713-468-2166 | Jennifer | LONGBOTHAMJ@JTYLER.COM |
| TX | JIMENEZ CONTRACT SERVICES, LTD | 1246 SILBER ROAD, HOUSTON, TX 77055 | 7136816407 | | |
| TX | MANNING'S SCHOOL SUPPLY | 4144 DOWLEN RD.,BEAUMONT, TX 77706 | 409-899-1122 | CORINNE CREASON | CORINNEC@MANNINGSUPPLY.COM |
| TX | MARNOY INTERESTS, LTD. DBA OFFICE PAVILION | 10030 BENT OAK DRIVE,HOUSTON, TX 77040 | 713-595-0543 | MOLLIE ELLERKAMP | MOTALVARO@OPHOUSTON.COM |
| TX | MARTIN'S OFFICE SPLY #1045 | 822 WEST PEARL STREET, GRANBURY, TX 76048 | 8175947374 | | |
| TX | McCoy | 6869 Old Katy Road, Houston, TX 77024 | 713-862-4600 | | |
| TX | MCCOY ROCKFORD, INC.- dba ROCKFORD BUSINE | 211 EAST RIVERSIDE DRIVE,AUSTIN, TX 78704 | 512-416-4317 | JOHN RADEMACHER | JRADEMACHER@ROCKFORD-TEXAS.COM |
| TX | MCPC INC. | 21555 DRAKE ROAD ,STRONGSVILLE, OH 44149 | 440-268-4394 | MATTHEW CURTIS | MATTHEW.CURTIS@MCPC.COM |
| TX | Nelson Interiors | 1914 Grandstand Drive, San Antonio, TX 78238 | 210-684-2624 | Emily Howard | |
| TX | NELSON INTERIORS, LLC | 5417 BANDARA RD, STE 601,SAN ANTONIO, TX 78238 | 210-684-2624 | ROBBIE J. NELSON | ROBBIE@NELSONINTERIORS.COM |
| TX | NOLANS OFFICE PRODUCTS, INC. | 16120 COLLEGE OAK, #105,SAN ANTONIO, TX 78249 | 210-653-7770 | MARK A. NOLAN | MARK@NOLANSONLINE.COM |
| Tx | Office Edge | 2314 Rutland Drive, Suite 225, Austin, Tx 78758 | 512-835-1891 | Danny Lowe | |
| TX | OFFICE FURNITURE INNOVATIONS LLC | 7026 OLD KATY ROAD, #264,HOUSTON, TX 77024 | 713-868-2634 | MELINDA HAMMOND | JEDISON@OFILLC.COM |
| TX | OFFICE FURNITURE INTERIORS, INC. | 1901 SHIPMAN DRIVE,SAN ANTONIO, TX 78219 | 210-444-1376 | JEFF ZAGORIN | JZAGORIN@OFFICEFURNITUREINTERIORS.COM |
| TX | OFFICE FURNITURE THAT WORKS | 2508 SPRINGHILL,GRAPEVINE, TX 76051 | 817-688-7403 | RUSS WALDROP | RAWALDROP@HOTMAIL.COM |
| TX | OFFICE PRODUCTS WHSE #3014 | 135 SOUTH MAIN STREET, IRVING, TX 75060 | 9724381100 | | |
| Tx | Office Resource Center | 10751 Sentinel, San Antonio, Tx 78217 | 210-650-5002 | Craig Veltri | |
| TX | Office Source LTD | 1133 Broadway, San Antonio, TX 78215 | 210-212-7742 | Kay Harig | |
| TX | OFFICEWISE FURNITURE AND SUPPLY - AMARILLC | 1200 S. TAYLOR,AMARILLO, TX 79101 | 806-766-8888 | TOMMY SANSOM | TSANSOM@OFFICEWISECO.COM |
| TX | OFFICEWISE FURNITURE AND SUPPLY - LUBBOCK | 1212 AVENUE J,LUBBOCK, TX 79401 | 806-766-8888 | TOMMY SANSOM | TSANSOM@OFFICEWISECO.COM |
| TX | OM WORKSPACE AUSTIN | 10801 N. MOPAC, BLDG 2,AUSTIN, TX 78759 | 512-349-0715 | ROB BECKER | ROBBECKER@OMWORKSPACE.COM |
| TX | P & L OFFICE SUPPLY #3061 | 321 BUTTERNUT, ABILENE, TX 79602 | 3256736250 | | |
| TX | PDME, INC #3056 | 1120 TORO GRANDE BLVD, #2-208, CEDAR PARK, TX 78613 | 5123357173 | | |
| TX | Perry Office Plus | 1401 N. 3rd, Temple, TX 76501 | 254-778-4755 | | |
| TX | PLANO OFFICE SUPPLY | 705 AVENUE K,PLANO, TX 75074 | 972-424-8561 | TOM LOWE | POS@PLANOOFFICESUPPLY.COM |
| Tx | RHTX, LLC | 4434 Centergate Street, San Antonio, Tx 78217 | 210-308-5577 | Heidi Busmail | donnasalome16@outlook.com |
| TX | RIO GRANDE/BPSI | 1616 BASSETT AVENUE,EL PASO, TX 79901 | 915-544-8710 x25 | DAVE HORSLEY | DHORSLEY@RIOGRANDEBPSI.COM |
| TX | Royer & Schutts | 200 Bailey Avenue, Ste 300 Fort Worth, Texas 76107 | 817.332.5424 | | |
| TX | SAFEGUARD UNIVERSAL | 2741 SWANTNER,CORPUS CHRISTI, TX 78404 | 361-884-8640 | ANTHONY ANZALDUA | AANZALDUA@SAFEGUARDUNIVERSAL.COM |
| TX | SAN ANTONIO LIGHTHOUSE FOR THE BLIND | 2305 ROOSEVELT AVE.,SAN ANTONIO, TX 78210 | 210-533-5195 | MARIE CARTER | MCARTER@SALIGHHOUSE.ORG |
| TX | Shelton Keller | 6301-9 E. Stassney Lane, #100, Austin, TX 78744 | 512-481-1500 | Diana Keller | |
| TX | SMARKETING BUSINESS SYSTEM, INC. | 2525 WEST BELLFORT,HOUSTON, TX 77054 | 713-529-5898 | LEROY JONES | LEROY@SMARKETINGTX.COM |
| TX | SOUTHWEST SOLUTIONS GROUP, INC | 4355 EXCEL PARKWAY #300, ADDISON, TX 75001 | 9722501970 | | |
| TX | TAB PRODUCTS CO, LLC | 100 CONGRESS, #2105,AUSTIN, TX 78701 | 281-254-2851 | TAMMY DONNELLY | TDONNELLY@TAB.COM |
| TX | TECHCENTER DESIGN, INC. | 13110 HWY 290 WEST, #100,AUSTIN, TX 78709 | 512-407-8447 | LORETTA GRAY | LORETTA@TECHCENTERDESIGN.COM |
| TX | TEXAS FURNITURE SOURCE, INC. | 14560 MIDWAY ROAD,FARMERS BRANCH, TX 75244 | 972-490-0456 | RON PARR | RPTEXASFURNITURE@SBCGLOBAL.NET |
| TX | Texas Wilson | 6812 Fairgrounds Parkway, San Antonio, TX 78238 | 210-647-8800 | Tammy Poe | |
| TX | THE CORNER OFFICE, LLC | 1113 VINE STREET, #150, HOUSTON, TX 77002 | 8327671509 | | |
| TX | THE LUCK COMPANY | PO BOX 7768,HOUSTON, TX 77270 | 713-527-0708 | JERE LUCK | JERE@THELUCKCOMPANY.COM |
| TX | The OFIS | 7110 Old Katy Rd., #200, Houston, TX 77024 | 713-629-5599 | Rachel Kennedy | |
| TX | THE ORANGE STATIONER #3009 | 701 DIVISION AVENUE, ORANGE, TX 77630 | 4098863636 | | |
| TX | THE SPENCER COMPANY | 2121 NORTH AKARD STREET, #100,DALLAS, TX 75201 | 214-720-0345 | MARY SPENCER | mspencer@spencer-furniture.com |
| TX | THOMAS CONTRACT FURNITURE, INC. | 1170 QUAKER STREET,DALLAS, TX 75356 | 214-741-3331 x107 | MIKE THOMAS | MIKE@THOMASFURNITURE.COM |
| TX | TOPP OFFICE SUPPLY #3089 | 440 NORTH EASTMAN ROAD, #E, LONGVIEW, TX 75606 | 9037532663 | | |
| TX | TURNKEY PROJECT SERVICES | 3200 HIGH RIVER ROAD, #120,FORT WORTH, TX 76155 | 817-633-3030 | CINDY LOVE | CHRIS@TURNKEYPROJECTSERVICES.COM |
| TX | VANDERBURG DRAFTING SUPPLY | 2373 VALLEY VIEW LANE AT I-35, DALLAS, TX 75234 | 9722433355 | | |
| TX | VANGUARD ENVIRONMENTS, INC. | 7026 OLD KATY ROAD, #260,HOUSTON, TX 77024 | 713-871-8686 | GAYLE SMITH | GAYLE@VANGUARDENVIRONMENTS.COM |
| TX | Velocity Business Products | 335 PENNBRIGHT DRIVE, #130,, Houston, TX 77090 | 281/453-0101 | JD Pedigo | |
| TX | V-Quest Office Machines and Supplies, LTD. | 4159 E Hwy 29 Suite A, Georgetown, TX 78626 | 512.763.8800 | Tara Brown | |
| TX | WAVE | 6200 TENNYSON PARKWAY, PLANO, TX 75024 | 2145564900 | | |
| TX | WE BID FURNITURE | 1750 Empire Central Suite A,DALLAS, TX 75235 | 214-267-8888 | ROBERT DESHONG | WEBID2@AOL.COM |
| TX | WELLS & KIMICH, INC | 5530 BRYSTONE DRIVE, HOUSTON, TX 77041 | 7138569900 | | |

| | | | | | | |
|-----------|-----|---|---|--------------------|------------------|---|
| | TX | WILSON OFFICE INTERIORS | 1444 OAK LAWN AVENUE, DALLAS, TX 75207 | 972-389-8820 | JAMIE BARRETT | JBARRETT@WRGTEXAS.COM |
| | TX | WILSON OFFICE SUPPLY | 820 EIGHTH STREET, WICHITA FALLS, TX 76301 | 940-723-4174 | JON GORDON | OFUSA@WF.NET |
| | TX | WILSON PROJECT MANAGEMENT | 1444 OAK LAWN AVENUE, DALLAS, TX 75207 | 817-771-9306 | BROOKE BLOMSTROM | BLOMSTROMBR@WILSON-PM.COM |
| | TX | WILTON'S OFFICEWORKS | 181 NO. EARL RUDDER FREEWAY, BRYAN, TX 77802 | 979-268-0062 | JEFF MONROE | JMONROE@WILTONS.COM |
| | TX | Wittigs Office Interiors | 2018 Avenue B, Suite 300, San Antonio, TX 78215 | 210-270-0100 | Mark Wittig | |
| | TX | WORKPLACE RESOURCE - AUSTIN | 1717 W. 6TH ST., STE.190, AUSTIN, TX 78703 | 210-226-5141 | VIRGINIA VISSER | VIRGINIA_VISSER@WORKPLACERESOURCETX.COM |
| | TX | WORKPLACE RESOURCE - SAN ANTONIO | 4400 NE LOOP 410, #130, SAN ANTONIO, TX 78218 | 210-226-5141 | VIRGINIA VISSER | VIRGINIA_VISSER@WORKPLACERESOURCETX.COM |
| | TX | Workplace Solutions | 2651 N Harwood Street, #300 Dallas, Tx 75201 | 214-741-9667 | | |
| | TX | WORKSPACE RESOURCE | 11133 I-45 SOUTH, #330, CONROE, TX 77302 | 936-756-1512 | KAREN MACFARLAND | KMACFARLAND@WORKSPACE-RESOURCE.COM |
| | TX | Workspace Solutions | 3660 Thousand Oaks #220, San Antonio, TX 78247 | 210-366-4414 | Bill Schiller | |
| | TX | WORKSPACE SOLUTIONS, INC. | 1901 SHIPMAN DRIVE, SUITE A, SAN ANTONIO, TX 78219 | 210-366-4414 | MIKE SCHILLER | MIKE@TXWORKSPACESOLUTIONS.COM |
| | TX | WRG | 2639 E Rosemeade Pkwy, Carrollton, TX 75007 | (972) 446-9100 | | |
| | TX | Staples Business Advantage | 6400 HOLLISTER, HOUSTON, TX 77040 | 513-878-7565 | Mike Flick | Mike.Flick@staples.com |
| | TX | Heights Office Products | 9901 Broadway Suite 114, San Antonio TX 78217 | 210-822-9671 | Ed Zuzula | ezuzula@heightsofficeproducts.com |
| | TX | Barnett Furniture Solutions | 8546 Broadway suite 111 san antonio texas 78217 | 210-854-4277 | Evan Barnett | evan@bfsitx.com |
| | TX | A Bargas & Associates | 10622 Gulfdale san antonio texas 78216 | 210-344-2821 | Almon Bargas | cbargas@abargasco.com |
| | TX | Indeco Sales | 805 E. 4th Avenue belton texas 76513 | 254-791-6905 | Kevin Goldston | kevin.goldston@indecosales.com |
| | TX | Longhorn Office Products | 2210 Denton drive austin texas 78758 | 512-672-4567 | Mike Winkler | mwinkler@longhornop.com |
| | TX | Bullchase | 1420 Cypress Creek Road suite 200-310 cedar park tx 78613 | 512-558-2855 | Marianne Galea | marianne@bullchase.com |
| | TX | Collaborative Office Furniture | 8 Greenway Plaza, Suite 200, Houston, TX 77046 | 281-831-5485 | John Ofield | jofield@collaborative-office.com |
| | TX | Letourneau-Keller | 5819 Milwee, Houston, TX 77092 | 713-681-0033 X224 | Anthony Martinez | anthonym@letourneaukeller.com |
| | TX | Pioneer Contract | 8090 Kempwood Drive, Houston, TX 77055-1003 | 713-464-8200 | Frank Fort | frank@pioneercontract.com |
| | TX | Kay Davis and Associates | 2216 Wheeler Ave, Houston, TX 77004 | 713-541-5468 | Danette Davis | danette@kaydavisassoc.com |
| | TX | Facility Solutions Plus | 16810 Barker Springs Road, Suite 219 | 713-497-4495 | Jack McIntyre | jmcintyre@facilitiesolutionsplus.com |
| | TX | NMG | 2301 Caroline, Houston, TX 77004 | 281-240-1007 | Crystal Lowe | clowe@nmg.us.com |
| | TX | Capital Furniture | 5155 Blalock, Houston, TX 77041 | 713-690-8325 | Rob Jordan | rjordan@capitalfurniture.com |
| | Tx | A Bargas Co. | 10622 Gulfdale, San Antonio, Tx 78216 | 210-344-2821 | Jay Wright | |
| TX Count | 146 | | | | | |
| USA Count | 1 | USA Office Depot | 6600 N Military Trail, Boca Raton, FL 33496 | 877-353-9100 x4221 | David McGinnis | david.mcginis@officedepot.com |
| | UT | GSA PRINT DEPOT, INC | 356 NORTH 750 WEST, #212, AMERICAN FORK, UT 840031679 | 6612508263 | | |
| | UT | Inside Out | 479 South 700 East, Salt Lake City, UT 84102 | 801-973-2009 | Shane Phippen | shane@insideoututah.com |
| | UT | INTERIORS WEST, LLC | 254 EAST 100 SOUTH, SALT LAKE CITY, UT 84111 | 8019334949 | | |
| | UT | Layton Office | 1101 E Cambridge Circle #3, Layton, UT 84040 | 801-773-2512 | Jeff Williams | jeff@laytonofficesupply.com |
| | UT | NATIONWIDE DRAFTING & OFFICE | SUPPLY, INC, PARK CITY, UT 84060 | 4356497565 | | |
| | UT | SPACESAVER INTERMOUNTAIN, LLC | 249 SOUTH 400 EAST, SALT LAKE CITY, UT 84111 | 8013635882 | | |
| | UT | Western Interior Services | 160 West 2100 South, Salt Lake City, UT 84115 | 801-973-8255 | Steve Rich | steve@westerninterior.com |
| | UT | CCG Howells 358 S. Rio Grande Salt Lake City, | 358 S. Rio Grande Salt Lake City, UT 84101 | 801-359-6622 | Bob Kmetzsch | www.cchowells.com |
| | UT | EduTek Corp | 79 W. 4500 S. Murray, UT 84107 | 801-747-0050 | Todd Fairbourne | www.edutekcorp.com |
| | UT | Interior Solutions | 522 S. 400 W. Salt Lake City, UT 84101 | 801-531-7538 | Jason Woodbury | www.interiorsolutions.net |
| UT Count | 10 | | | | | |
| | VA | Advanced Office Koncepts | 419 S. Lynnhaven Rd. Suite 106 VA Beach, VA 23452 | 757.463.6400 | Mickey Mullaney | mick@aok-inc.com |
| | VA | Barrows Inc | 1302 Rockland Ave Roanoke, VA 24012 | 540-777-2167 | Patty Justice | pattyj@barrowsinc.com |
| | VA | DELTA GRAPHIC, INC | 12532 BRANDERS BRIDGE ROAD, CHESTER, VA 23831 | 8047486448 | | |
| | VA | ENGINEERSUPPLY.COM, LLC | 21430 TIMBERLAKE ROAD, #349, LYNCHBURG, VA 24502 | 8005918907 | | |
| | VA | Harris Office | 520 Kimball Ave NE Roanoke, VA 24012 | 540-344-5449 | Doug Hyre | dhyre@harrisofficefurniture.com |
| | VA | NEW DAY OFFICE PRODUCTS & | FURNISHINGS, INC, SUFFOLK, VA 23435 | 7573980718 | | |
| | VA | ReDistrict | 66 Canal Center Plaza Alexandria, VA 22314 | 703-276-8901 | Gary Donley | garyr@re-district.com |
| | VA | Systems Furniture Gallery | 4425 Brookfield Corporate Dr Chantilly, VA 20105 | 703-631-3375 | Geoff Griffin | Geoffg@systems-furniture.com |
| VA Count | 8 | | | | | |
| | VT | EXTERUS BUSINESS FURNITURE | 4750 SHELBURNE ROAD, #10, SHELBURNE, VT 05482 | | | |
| | VT | OFFICE ENVIRONMENTS, INC | 5 GREEN TREE DRIVE, SOUTH BURLINGTON, VT 05403 | | | |
| VT Count | 2 | | | | | |
| | WA | Apex Facility Resources, Inc. | 20219 87th Ave. South, Kent, WA 98031 | 206-686-3357 | | www.apexfacility.com |
| | WA | BRUTZMAN'S, INC #363 | 2501 N COLUMBIA CTR BOULEVARD, KENNEWICK, WA 993360044 | 5097350300 | | |
| | WA | CATALYST ACTIVATION | 10848 E. MARGINAL WAY Seattle, WA 98168 | 206-762-8818 | TODD Cunningham | tcunningham@binw.com |

| | | | | | |
|-------------|-------------------------------|---|----------------|------------------|--------------------------------|
| WA | COMMERCIAL OFFICE INTERIORS | 2601 4TH AVENUE, #700, SEATTLE, WA 981211253 | 2064487333 | | |
| WA | COMPLETE OFFICE, LLC | 11521 E MARGINAL WAY S, #100, SEATTLE, WA 98168 | 2066280059 | | |
| WA | HARRIS OFFICE EQUIP | 605 NORTH 1ST STREET, YAKIMA, WA 98901 | 5092482980 | | |
| WA | OPEN SQUARE | 5601 6TH AVE S SEATTLE WA 98108 | 206-768-8000 | Todd Fairweather | TFairweather@bankandoffice.com |
| WA | QUALITY DISCOUNT #X029 | PO BOX 64520, UNIVERSITY PLACE, WA 98464 | 2535647721 | | |
| WA | RE-JUICED STUDIO | 18521 - 76th Ave W, Ste 104 Edmonds, WA 98026 | 425-673-2670 | CANDY GAUL | candy@re-juiced.com |
| WA | SYSTEM SOURCE | 130 ANDOVER PARK E STE 301 | 206-285-2208 | RUDY MCKINNEY | rmckinney@systemsourc.com |
| WA | WORKPOINTE | 9877 40th AVE S SEATTLE WA 98118 | 206-763-4030 | MATT ARNOLD | matt@workpointe.com |
| WA | Brutzman's | 2600 N. Columbia Ctr. Blvd. #100 Richland, WA 99352 | (509) 735-0300 | Ken Brutzman | www.burtzmans.com |
| WA | The Creative Office | 721 Legion Way SE Olympia, WA 98501 | (360) 754-1732 | Lowell Gordon | www.creativeof.com |
| WA Count | 13 | | | | |
| WI | BEYOND THE OFFICE DOOR, LLC | 913 YOUNG STREET, WAUSAU, WI 54403 | 7158034041 | | |
| WI | BSI | W222 N630 Cheaney Road, Waukesha, WI 53186 | (262) 955-6400 | | |
| WI | CJ and Associates | 16915 W Victor Rd, New Berlin, WI 53151 | (262) 786-1772 | | |
| WI | Corporate Design Interiors | 1711 Paramount Ct Waukesha WI 53186 | 2625211010 | | |
| WI | Creative Business Interiors | 1535 S 101st St, Milwaukee, WI 53214 | (414) 545-8500 | | |
| WI | EVERYTHING2GO.COM, LLC | 250 EAST WISCONSIN AVENUE, MILWAUKEE, WI 53202 | 4147651100 | | |
| WI | INDUSTRIES FOR THE BLIND, INC | 445 SOUTH CURTIS ROAD, WEST ALLIS, WI 532141016 | 4147783040 | | |
| WI | MASTER GRAPHICS | 810 W. BADGER, MADISON, WI 537259508 | 6082564884 | | |
| WI | RACE, INC #1009 | 1351 PLANEVIEW DRIVE, #1, OSHKOSH, WI 54904 | 9202363420 | | |
| WI | Staples | 11528 W Rogers St, West Allis, WI 53227 | (414) 375-6241 | | |
| WI | Emmons Business Interiors | 5225 Joerns Dr, Stevens Point WI 54481 | 715-345-8933 | Penny Grimm | |
| WI Count | 11 | | | | |
| WV | Champion Industries | P.O. Box 2968, Huntington, WV 25728-2968 | 304.528.2791 | Kelli Bragg | kbragg@champion-industries.com |
| WV | Contemporary Galleries | 1210 Smith St, Charleston, WV 25301 | 304.344.1231 | Paul Santer | paulcontgal@aim.com |
| WV | Omega Commercial Interiors | 510 HARTMAN RUN RD. MORGANTOWN, WV 26505 | 304.581.6701 | Peggy Lovio | plovio@omegacomint.com |
| WV Count | 3 | | | | |
| WY | WYOMING OFC PRD & #4017 | PO BOX 1201, CASPER, WY 82602 | 3074727367 | | |
| WY | Wyoming Stationery | 328 West Yellowstone, Casper WY 82601 | 307-234-1511 | | |
| WY Count | 2 | | | | |
| Grand Count | 761 | | | | |

Key Contract Personnel

Executive Support

Sharad Mathur, VP of Sales and Innovation, 763-536-6743

sharadmathur@safcoproducts.com

Marketing

Carrie Eidem, Senior Marketing Manager, 763-536-6754

carrieeidem@safcoproducts.com

11+ Years of Marketing Experience

Sales

Yvonne Moore, State and Local Contracts Manager, 763-536-6788

yvonnemoore@safcoproducts.com

11+ Years of Contract Experience

Sales Support

Mary Weisen, State Contract Customer Care Rep, 763-536-6797

maryweisen@safcoproducts.com

30 years of Customer Service Experience

Financial Reporting

Yvonne Moore, State and Local Contracts Manager, 763-536-6788

yvonnemoore@safcoproducts.com

11+ Years of Contract Experience

Accounts Payable

LDI Corporate AP Department, 763 536-6637

A_P@libertydiversified.com

Combined 30+ years of experience

Contract Management

Yvonne Moore, State and Local Contracts Manager, 763-536-6788

yvonnemoore@safcoproducts.com

11+ Years of Contract Experience



Key Employee Qualifications and Experience

State / Local Contract Sales Manager

- Register online annually for contract bid notification
- Make decisions on every bid to determine risk and reward
- Add and delete dealers per contract limitations and requirements
- Add and delete product from active contracts
- Submit request for price increases on all active contracts following a commercial increase
- Contract renewals and extensions
- Annual electronic update for certification of insurance requests
- Conference calls when necessary for information or disputes
- Navigate the web, looking for new contract opportunities
- Determine market strategy for underperforming contracts
- Prepare bids and negotiate contract terms on discount, freight, commission, accessorial charges, return charges, warranty extensions, and any terms unlike commercial terms and conditions
- Evaluate tier discounting using cost analysis
- Track sales and losses for continuous improvement
- Training on processes for internal staff
- Minority Report card
- Provide product for competitive bid quote directly for end user
- Update and maintain electronic excel price lists with contract specific information
- Manage pricing plans in JDE
- Create a sheet to communicate terms and conditions for each contract to use in the field
- Complete electronic vendor registration forms
- Report sales for admin fee (vendor portal) through provided web or email
- Submit check request by deadline

State Sales Support, Admin, Customer Service

- Provide detailed support to the field and external dealers
- Prioritize and respond to emails
- Warranty
- Edit orders
- Calculate and pay commissions
- Returns when necessary/credits when necessary
- Set up new accounts and update old accounts when necessary
- Follow up with special non-dock end users
- Resolve pending discrepancies
- Download sales, create excel spreadsheet
- Provide quotes using contract pricing
- Help manage large projects
- Enter Orders using contract terms sheets
- Submit requests for new account set up
- Acknowledge all end user orders to dealer of record

Senior Marketing Manager

- Penetrate market channels effectively to meet objectives via knowledge and strategic planning and deployment
- Transform keen understanding of all communication mediums into plan that drives revenue optimization by channel, consumer segment, and vertical
- Transfer industry expertise into sound go-to-market strategies & executional plan
- Lead for Strategic Initiatives
- Development of the comprehensive marketing strategy as well as specific plans for all channels served; contract, ecommerce, other (mega/wholesale)
- Develop and manage strong partnership with sales leadership; travel into field at minimum 1x/quarter.
- Assess, understand, and communicate future market shifts - be the expert for the organization
- Leadership of market team pillar; 5-year market plan, strategy work, & overall growth plan as well as oversight of the execution of the same
- Bachelor's degree minimum.
- 10+ years of experience within a Marketing Manager role
- Leadership experience to include project management

Team Competencies/Talents/Personal Attributes (Note: Take from LDI Values in Practice Leading Self/Others/Business & Function):

- Care - Strong aptitude for cross functional awareness, alignment and agreement
 - Innovation - Ability to identify and articulate the unseen opportunities for growth
 - Trust - Natural giver of trust; inherent recipient of confidence
 - Excellence - Instinctively driven to be the best in every aspect possible
- Position Summary:

Top 10 Omnia customers for the previous year from Oct 2018-Oct 2019

| Agency | Annual Sales | Contact Person | Phone Number |
|---|---------------|-------------------|----------------|
| WASHINGTON AND LEE UNIVERSITY - STC Total | \$ 692,062.30 | Truman Payne | 540-458-8361 |
| BEXAR COUNTY AUDITOR - AP - STC Total | \$ 74,776.92 | Jorge Alvarado | 210-335-1897 |
| City of Portland Total | \$ 65,076.63 | George Carhart | 207-874-8682 |
| City of Brecksville Total | \$ 56,614.03 | Rick Riehle | 513-617-5333 |
| Mining Land and Water Total | \$ 53,629.64 | Timothy Stratton | 907-269-0998 |
| El Paso Community College Total | \$ 46,678.09 | Cassandra Guevara | (915) 831-6305 |
| UNT System Business Service Center Total | \$ 41,279.62 | Monica Madrid | 940-369-5500 |
| KANSAS CITY KANSAS PUBLIC SCHOOLS Total | \$ 39,273.73 | Doug Clements | 913-7824441 |
| Virginia Polytechnic Institute Total | \$ 25,905.51 | Angela Jones | 540-231-4333 |
| City of Richardson Total | \$ 24,823.04 | Ali Nobles | 972-744-4130 |

Include entity name: Washington and Lee University
Contact name and title: Truman Payne, Facilities Planner
Contact phone 540-458-8361
Contact email: tpayne@wlu.edu
City, State: Lexington, VA
Years serviced: Multiple Systems purchased 8+ years to recently purchased and installed system in June 2019.
Description of services: Mobile 1000 Storage system for books, volumes, archives
Annual volume: \$692,062 in 2019

Include entity name: Texas State Technical College
Contact name and title: Adan Alvarez, Senior Project Manager
Contact phone: 540-458-8361
Contact email: adan.alvarez@harlingen.tstc.edu
City, state: Edinburg, TX
Years serviced: 5
Description of services: 4 phases of projects over 5 years E5, Training Tables, Caseloads, Seating, Storage
Annual volume: \$367,962 for 2018 and 28,184 for 2019

Include entity name: Bronx District Attorney's Office
Contact name and title: Peter Kennedy, Assistant DA.
Contact phone: 718-838-7269
Contact email: Kennedyp@bronxda.ny.gov
City, State: Bronx, NY City, NY
Years serviced: 1 year
Description of services: TechWorks/Technical Workbenching Furniture and 4-Post Shelving
Annual Sales: 76,278 in 2018

Include entity name: University of SC at Upstate
Contact name and title: Freda Davison, Dean of the Library
Contact phone 864-503-5610
Contact email: fdavison@uscupstate.edu
City, State: Spartanburg, SC
Years serviced: 2
Description of services: Mobile 1000 Storage system for books, volumes, archives
Annual Sales: \$197,460 in 2018 and \$134,295 in 2019

Include entity name: Concordia Seminary, Library
Contact name and title: Eric Stancliff, Assistant Director of Library Services
Contact phone 314-505-7033
Contact email: stancliffe@csl.edu
City, State: St. Louis, MO
Years serviced: Multiple M1000 and 4-post shelving systems purchased in 2017 and installed in 2018.
Description of services: Mobile 1000 Storage system for books, volumes, archives
Annual Sales: \$73,501 in 2018

Include entity name: City of Philadelphia Department of Records
Contact name and title: Joshua Blay, Registrar and Collections Manager
Contact phone: 215-685-9404
Contact email: joshua.blay@phila.gov
City, state: Philadelphia, PA
Years serviced: 1
Description of services: Flat Files
Annual volume: \$117,000 in 2018

Include entity name: LA County Superior Court
Contact name and title: Hovig Bodozian, Project Manager
Contact phone: 626-471-7686
Contact email: HBodozian@lacourt.org
City, state: Los Angeles, CA
Years serviced: 3
Description of services: Casegoods, Seating, Height Adjustable Tables
Annual volume: \$250,000 in 2018 and \$100,000 in 2019

Include entity name: Bexar County Auditor
Contact name and title: Jonathan Nanes, Bexar County Juvenile Probation
Contact phone: 210-335-1846
Contact email: jnanes@bexar.org
City, state: San Antonio, TX
Years serviced: 3
Description of services: Seating, Lounge, Casegoods, and Mailroom
Annual volume: \$35,121 in 2018 and \$74,776 in 2019

Include entity name: Kern County Aging and Adult Services
Contact name and title: Michele Timmerman Program Coordinator
Contact phone 661.868.1054
Contact email: timmermanm@kerncounty.com
City, State: Bakersfield, CA
Years serviced: 1
Description of services: Mobile 1000 Filing System installed in July 2019
Annual Sales: \$30,079 in 2019

Include entity name: Department of Child Safety
Contact name and title: Gary Coley, Real Estate Manager
Contact phone: 602.255.2784
Contact email: Gary.Coley@AZDCS.GOV
City, state: Phoenix, AZ
Years serviced: 5
Description of services: Meeting and Training, Mailroom, and Filing and Storage
Annual volume: 126,633 in 2019

EXHIBIT B
ADMINISTRATION AGREEMENT, EXAMPLE

ADMINISTRATION AGREEMENT

THIS ADMINISTRATION AGREEMENT (this "Agreement") is made this ____ day of _____ 20____, between National Intergovernmental Purchasing Alliance Company, a Delaware corporation d/b/a OMNIA Partners, Public Sector ("OMNIA Partners, Public Sector"), and _____ ("Supplier").

RECITALS

WHEREAS, the _____ (the "Principal Procurement Agency") has entered into a Master Agreement effective _____, 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 _____ (the "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 (collectively, "Public Agencies"), that register (either via registration on the OMNIA Partners, Public Sector website or execution of a Master Intergovernmental Cooperative Purchasing Agreement, attached hereto as Exhibit B) (each, 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 OMNIA Partners, Public Sector to Public Agencies;

WHEREAS, OMNIA Partners, Public Sector serves as the contract administrator of the Master Agreement on behalf of Principal Procurement Agency;

WHEREAS, Principal Procurement Agency desires OMNIA Partners, Public Sector to proceed with administration of the Master Agreement; and

WHEREAS, OMNIA Partners, Public Sector 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 OMNIA Partners, Public Sector and Supplier.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, OMNIA Partners, Public Sector 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. OMNIA Partners, Public Sector 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 OMNIA Partners, Public Sector, its agents, employees, directors, and representatives under this Agreement including, but not limited to, Supplier's obligation to obtain appropriate insurance.

4. OMNIA Partners, Public Sector 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 OMNIA Partners, Public Sector 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, OMNIA Partners, Public Sector shall not be: (i) 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) 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) 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. OMNIA Partners, Public Sector 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.

6. OMNIA Partners, Public Sector shall not be responsible for Supplier's performance under the Master Agreement, and Supplier shall hold OMNIA Partners, Public Sector harmless from any liability that may arise from the acts or omissions of Supplier in connection with the Master Agreement.

7. WITHOUT LIMITING THE GENERALITY OF THE FOREGOING, OMNIA PARTNERS, PUBLIC SECTOR EXPRESSLY DISCLAIMS ALL EXPRESS OR IMPLIED REPRESENTATIONS AND WARRANTIES REGARDING OMNIA PARTNERS, PUBLIC SECTOR'S PERFORMANCE AS A CONTRACT ADMINISTRATOR OF THE MASTER AGREEMENT. OMNIA PARTNERS, PUBLIC SECTOR SHALL NOT BE LIABLE IN ANY WAY FOR ANY SPECIAL, INCIDENTAL, INDIRECT, CONSEQUENTIAL, EXEMPLARY, PUNITIVE, OR RELIANCE DAMAGES, EVEN IF OMNIA PARTNERS, PUBLIC SECTOR IS ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

TERM OF AGREEMENT; TERMINATION

8. This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the provisions of Sections 3 – 8 and 12 – 23, hereof and the

indemnifications afforded by the Supplier to OMNIA Partners, Public Sector in the Master Agreement, to the extent such provisions survive any expiration or termination of the Master Agreement, shall survive the expiration or termination of this Agreement.

9. 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. If such breach is not cured within thirty (30) days of written notice to Supplier, in addition to any and all remedies available at law or equity, OMNIA Partners, Public Sector shall have the right to terminate this Agreement, at OMNIA Partners, Public Sector'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.

NATIONAL PROMOTION

10. OMNIA Partners, Public Sector and Supplier shall publicize and promote the availability of the Master Agreement's products and services to Public Agencies and such agencies' employees. Supplier shall require each Public Agency to register its participation in the OMNIA Partners, Public Sector program by either registering on the OMNIA Partners, Public Sector website (www.omniapartners.com/publicsector), or executing a Master Intergovernmental Cooperative Purchasing Agreement prior to processing the Participating Public Agency's first sales order. 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.

11. 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 OMNIA Partners, Public Sector. Supplier shall be responsible for obtaining permission or license of use and payment of any license fees for all content and images Supplier provides to OMNIA Partners, Public Sector or posts on the OMNIA Partners, Public Sector website. Supplier shall indemnify, defend and hold harmless OMNIA Partners, Public Sector for use of all such content and images including copyright infringement claims. Supplier and OMNIA Partners, Public Sector each hereby grant to the other party a limited, revocable, non-transferable, non-sublicensable right to use such party's logo (each, the "Logo") solely for use in marketing the Master Agreement. Each party shall provide the other party with the standard terms of use of such party's Logo, and such party shall comply with such terms in all material respects. Both parties shall obtain approval from the other party prior to use of such party's Logo. Notwithstanding the foregoing, 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.

ADMINISTRATIVE FEE, REPORTING & PAYMENT

12. An "Administrative Fee" shall be defined and due to OMNIA Partners, Public Sector from Supplier in the amount of three percent (3%) ("Administrative Fee Percentage") multiplied by 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"). From time to time the parties may mutually agree in writing to a lower Administrative Fee Percentage for a specifically identified Participating Public Agency's Contract Sales.

13. Supplier shall provide OMNIA Partners, Public Sector with an electronic accounting report monthly, in the format prescribed by OMNIA Partners, Public Sector, summarizing all Contract Sales for each calendar month. The Contract Sales reporting format is provided as Exhibit C ("Contract Sales Report"), attached hereto and incorporated herein by reference. Contract Sales Reports for each calendar month shall be provided by Supplier to OMNIA Partners, Public Sector by the 10 day of the following month. Failure to provide a Contract Sales Report 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 OMNIA Partners, Public Sector's sole discretion.

14. Administrative Fee payments are to be paid by Supplier to OMNIA Partners, Public Sector at the frequency and on the due date stated in Section 13, above, for Supplier's submission of corresponding Contract Sales Reports. Administrative Fee payments are to be made via Automated Clearing House (ACH) to the OMNIA Partners, Public Sector designated financial institution identified in Exhibit D. Failure to provide a payment of the Administrative Fee 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 OMNIA Partners, Public Sector's sole discretion. All Administrative Fees not paid when due shall bear interest at a rate equal to the lesser of one and one-half percent (1 1/2%) per month or the maximum rate permitted by law until paid in full.

15. Supplier shall maintain an accounting of all purchases made by Participating Public Agencies under the Master Agreement. OMNIA Partners, Public Sector, or its designee, in OMNIA Partners, Public Sector's sole discretion, reserves the right to compare Participating Public Agency records with Contract Sales Reports submitted by Supplier for a period of four (4) years from the date OMNIA Partners, Public Sector receives such report. In addition, OMNIA Partners, Public Sector 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 OMNIA Partners, Public Sector at the location designated by OMNIA Partners, Public Sector. In the event an underreporting of Contract Sales and a resulting underpayment of Administrative Fees is revealed, OMNIA Partners, Public Sector will notify the Supplier in writing. Supplier will have thirty (30) days from the date of such notice to resolve the discrepancy to OMNIA Partners, Public Sector's reasonable satisfaction, including payment of any Administrative Fees due and owing, together with interest thereon in accordance with Section 13, and reimbursement of OMNIA Partners, Public Sector's costs and expenses related to such audit.

GENERAL PROVISIONS

16. 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 OMNIA Partners, Public Sector and Supplier, the provisions of this Agreement shall prevail.

17. 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.

18. This Agreement and OMNIA Partners, Public Sector's rights and obligations hereunder may be assigned at OMNIA Partners, Public Sector's sole discretion to an affiliate of OMNIA Partners, Public Sector, any purchaser of any or all or substantially all of the assets of

OMNIA Partners, Public Sector, or the successor entity as a result of a merger, reorganization, consolidation, conversion or change of control, whether by operation of law or otherwise. Supplier may not assign its obligations hereunder without the prior written consent of OMNIA Partners, Public Sector.

19. 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. OMNIA Partners, Public Sector:

OMNIA Partners, Public Sector
Attn: President
840 Crescent Centre Drive
Suite 600
Franklin, TN 37067

B. Supplier:

20. 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.

21. 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.

22. This Agreement shall inure to the benefit of and shall be binding upon OMNIA Partners, Public Sector, the Supplier and any respective successor and assign thereto; subject, however, to the limitations contained herein.

23. This Agreement will be construed under and governed by the laws of the State of Delaware, excluding its conflicts of law provisions and any action arising out of or related to this Agreement shall be commenced solely and exclusively in the state or federal courts in Williamson County Tennessee.

24. This Agreement may be executed in counterparts, each of which is an original but all of which, together, shall constitute but one and the same instrument. The exchange of copies of this Agreement and of signature pages by facsimile, or by .pdf or similar electronic transmission, will constitute effective execution and delivery of this Agreement as to the parties and may be used in lieu of the original Agreement for all purposes. Signatures of the parties transmitted by facsimile, or by .pdf or similar electronic transmission, will be deemed to be their original signatures for any purpose whatsoever.

[INSERT SUPPLIER ENTITY NAME]

**NATIONAL
INTERGOVERNMENTAL
PURCHASING ALLIANCE
COMPANY, A DELAWARE
CORPORATION D/B/A OMNIA
PARTNERS, PUBLIC SECTOR**

Signature

Name

Title

Date

Signature

Sarah Vavra

Name

Sr. Vice President, Public Sector

Contracting

Title

Date

EXHIBIT F
FEDERAL FUNDS CERTIFICATIONS

FEDERAL CERTIFICATIONS
ADDENDUM FOR AGREEMENT FUNDED BY U.S. FEDERAL GRANT

TO WHOM IT MAY CONCERN:

Participating Agencies may elect to use federal funds to purchase under the Master Agreement. This form should be completed and returned.

DEFINITIONS

Contract means a legal instrument by which a non-Federal entity purchases property or services needed to carry out the project or program under a Federal award. The term as used in this part does not include a legal instrument, even if the non-Federal entity considers it a contract, when the substance of the transaction meets the definition of a Federal award or subaward

Contractor means an entity that receives a contract as defined in Contract.

Cooperative agreement means a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity that, consistent with 31 U.S.C. 6302-6305:

- (a) Is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States (see 31 U.S.C. 6101(3)); and not to acquire property or services for the Federal government or pass-through entity's direct benefit or use;
- (b) Is distinguished from a grant in that it provides for substantial involvement between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.
- (c) The term does not include:
 - (1) A cooperative research and development agreement as defined in 15 U.S.C. 3710a; or
 - (2) An agreement that provides only:
 - (i) Direct United States Government cash assistance to an individual;
 - (ii) A subsidy;
 - (iii) A loan;
 - (iv) A loan guarantee; or
 - (v) Insurance.

Federal awarding agency means the Federal agency that provides a Federal award directly to a non-Federal entity

Federal award has the meaning, depending on the context, in either paragraph (a) or (b) of this section:

- (a)(1) The Federal financial assistance that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability; or
- (2) The cost-reimbursement contract under the Federal Acquisition Regulations that a non-Federal entity receives directly from a Federal awarding agency or indirectly from a pass-through entity, as described in § 200.101 Applicability.
- (b) The instrument setting forth the terms and conditions. The instrument is the grant agreement, cooperative agreement, other agreement for assistance covered in paragraph (b) of § 200.40 Federal financial assistance, or the cost-reimbursement contract awarded under the Federal Acquisition Regulations.
- (c) Federal award does not include other contracts that a Federal agency uses to buy goods or services from a contractor or a contract to operate Federal government owned, contractor operated facilities (GOCOs).
- (d) See also definitions of Federal financial assistance, grant agreement, and cooperative agreement.

Non-Federal entity means a state, local government, Indian tribe, institution of higher education (IHE), or nonprofit organization that carries out a Federal award as a recipient or subrecipient.

Nonprofit organization means any corporation, trust, association, cooperative, or other organization, not including IHEs, that:

- (a) Is operated primarily for scientific, educational, service, charitable, or similar purposes in the public interest;
- (b) Is not organized primarily for profit; and

(c) Uses net proceeds to maintain, improve, or expand the operations of the organization.

Obligations means, when used in connection with a non-Federal entity's utilization of funds under a Federal award, orders placed for property and services, contracts and subawards made, and similar transactions during a given period that require payment by the non-Federal entity during the same or a future period.

Pass-through entity means a non-Federal entity that provides a subaward to a subrecipient to carry out part of a Federal program.

Recipient means a non-Federal entity that receives a Federal award directly from a Federal awarding agency to carry out an activity under a Federal program. The term recipient does not include subrecipients.

Simplified acquisition threshold means the dollar amount below which a non-Federal entity may purchase property or services using small purchase methods. Non-Federal entities adopt small purchase procedures in order to expedite the purchase of items costing less than the simplified acquisition threshold. The simplified acquisition threshold is set by the Federal Acquisition Regulation at 48 CFR Subpart 2.1 (Definitions) and in accordance with 41 U.S.C. 1908. As of the publication of this part, the simplified acquisition threshold is \$150,000, but this threshold is periodically adjusted for inflation. (Also see definition of § 200.67 Micro-purchase.)

Subaward means an award provided by a pass-through entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the pass-through entity. It does not include payments to a contractor or payments to an individual that is a beneficiary of a Federal program. A subaward may be provided through any form of legal agreement, including an agreement that the pass-through entity considers a contract.

Subrecipient means a non-Federal entity that receives a subaward from a pass-through entity to carry out part of a Federal program; but does not include an individual that is a beneficiary of such program. A subrecipient may also be a recipient of other Federal awards directly from a Federal awarding agency.

Termination means the ending of a Federal award, in whole or in part at any time prior to the planned end of period of performance.

The following certifications and provisions may be required and apply when Participating Agency expends federal funds for any purchase resulting from this procurement process. Pursuant to 2 C.F.R. § 200.326, all contracts, including small purchases, awarded by the Participating Agency and the Participating Agency's subcontractors shall contain the procurement provisions of Appendix II to Part 200, as applicable.

APPENDIX II TO 2 CFR PART 200

(A) Contracts for more than the simplified acquisition threshold currently set at \$150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Pursuant to Federal Rule (A) above, when a Participating Agency expends federal funds, the Participating Agency reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

(B) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to Federal Rule (B) above, when a Participating Agency expends federal funds, the Participating Agency reserves the right to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror as detailed in the terms of the contract.

Does offeror agree? YES  _____ Initials of Authorized Representative of offeror

(C) Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA)

Pursuant to Federal Rule (G) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency member resulting from this procurement process, the offeror agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

Does offeror agree? YES  Initials of Authorized Representative of offeror

(H) Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the Executive Office of the President Office of Management and Budget (OMB) guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Pursuant to Federal Rule (H) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency. If at any time during the term of an award the offeror or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency, the offeror will notify the Participating Agency.

Does offeror agree? YES  Initials of Authorized Representative of offeror

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by Participating Agency, the offeror certifies that during the term and after the awarded term of an award for all contracts by Participating Agency resulting from this procurement process, the offeror certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- (1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does offeror agree? YES  Initials of Authorized Representative of offeror

RECORD RETENTION REQUIREMENTS FOR CONTRACTS INVOLVING FEDERAL FUNDS

When federal funds are expended by Participating Agency for any contract resulting from this procurement process, offeror certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The offeror further certifies that

offeror will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does offeror agree? YES JB Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When Participating Agency expends federal funds for any contract resulting from this procurement process, offeror certifies that it will comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18).

Does offeror agree? YES JB Initials of Authorized Representative of offeror

CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS

To the extent offeror is notified that purchases are made with Federal Highway Administration, Federal Railroad Administration, or Federal Transit Administration funds, offeror certifies that it will supply only those products that comply with all applicable provisions of the Buy America Act and agrees to provide such certification or applicable waiver with respect to specific products to any Participating Agency upon request. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition. Offeror supplies a broad product offering which includes specific Buy America Act compliant products.

Does offeror agree? YES JB Initials of Authorized Representative of offeror

CERTIFICATION OF ACCESS TO RECORDS – 2 C.F.R. § 200.336

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents.

Does offeror agree? YES JB Initials of Authorized Representative of offeror

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does offeror agree? YES JB Initials of Authorized Representative of offeror

Offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted above.

Offeror's Name: Safco Products Co.

Address, City, State, and Zip Code: _____

Phone Number: _____ Fax Number: _____

Printed Name and Title of Authorized Representative: Ronda Bayer, Vice President, General Counsel & Secretary

Email Address: rondabayer@libertydiversified.com

Signature of Authorized Representative: Ronda Bayer Date: 12/6/19

EXHIBIT G
NEW JERSEY BUSINESS COMPLIANCE

NEW JERSEY BUSINESS COMPLIANCE

Suppliers intending to do business in the State of New Jersey must comply with policies and procedures required under New Jersey statutes. All offerors submitting proposals must complete the following forms specific to the State of New Jersey. Completed forms should be submitted with the offeror's response to the RFP. Failure to complete the New Jersey packet will impact OMNIA Partners, Public Sector's ability to promote the Master Agreement in the State of New Jersey.

- DOC #1 Ownership Disclosure Form
- DOC #2 Non-Collusion Affidavit
- DOC #3 Affirmative Action Affidavit
- DOC #4 Political Contribution Disclosure Form
- DOC #5 Stockholder Disclosure Certification
- DOC #6 Certification of Non-Involvement in Prohibited Activities in Iran
- DOC #7 New Jersey Business Registration Certificate

New Jersey suppliers are required to comply with the following New Jersey statutes when applicable:

- all anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38;
- Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act;
- Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26; and
- Bid and Performance Security, as required by the applicable municipal or state statutes.

OWNERSHIP DISCLOSURE FORM
(N.J.S. 52:25-24.2)

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the offeror shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Company Name: Safco Products Co
Street: 9300 W Research Center Rd
City, State, Zip Code: New Hope, NJ 55428

Complete as appropriate:

I _____, certify that I am the sole owner of _____, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I _____, a partner in _____, do hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:

I Rick Stanley, an authorized representative of Safco Products Co, a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the individual partners owning a 10% or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

| Name | Address | Interest |
|--------------------------------|--------------------------------|------------|
| Liberty Diversified | 5600 N Hwy 169 Minneapolis, MN | 55428 100% |
| LOI is a family owned business | | |

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Date

Rick Stanley

President
Authorized Signature and Title

NON-COLLUSION AFFIDAVIT

Company Name: Safco Products CoStreet: 9300 W Research Center RdCity, State, Zip Code: New Hope, MN 55428State of MNCounty of HennepinI, Rick Stanley of
the City of New Hope
Name Cityin the County of Hennepin, State of
MN

of full age, being duly sworn according to law on my oath depose and say that:

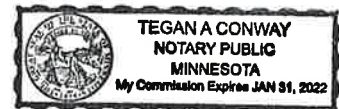
I am the President of the firm of
Safco Products Co.
Title Company Name

the Offeror making the Proposal for the goods, services or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said Offeror has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said proposal and in this affidavit are true and correct, and made with full knowledge that relies upon the truth of the statements contained in said proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by

Safco Products Co.
Company NameRick Stanley President, Safco Products
Authorized Signature & Title

Subscribed and sworn before me

this 5 day of December, 2019Tegan Conway
Notary Public of Minnesota
My commission expires Jan 31, 2022

SEAL

**AFFIRMATIVE ACTION AFFIDAVIT
(P.L. 1975, C.127)**

Company Name: Safco Products Co
Street: 9300 W Research Center Rd
City, State, Zip Code: New Hope, MN 55428

Proposal Certification:

Indicate below company's compliance with New Jersey Affirmative Action regulations. Company's proposal will be accepted even if company is not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Vendors must submit with proposal:

1. A photo copy of their Federal Letter of Affirmative Action Plan Approval

OR

2. A photo copy of their Certificate of Employee Information Report

OR

3. A complete Affirmative Action Employee Information Report (AA302) X

Public Work – Over \$50,000 Total Project Cost:

- A. No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the
- B. Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

12/5/19

Date

Paul Stoly, Safco Products

Authorized Signature and Title

**P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE**

**PROCUREMENT, PROFESSIONAL AND SERVICE
CONTRACTS**

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these

regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

A handwritten signature in blue ink, appearing to read "Rank Stulzy", is written over a horizontal line.

Signature of Procurement Agent

STATE OF NEW JERSEY

**Division of Purchase & Property
Contract Compliance Audit Unit
EEO Monitoring Program**

EMPLOYEE INFORMATION REPORT

IMPORTANT-READ INSTRUCTIONS CAREFULLY BEFORE COMPLETING FORM. FAILURE TO PROPERLY COMPLETE THE ENTIRE FORM AND TO SUBMIT THE REQUIRED \$150.00 FEE MAY DELAY ISSUANCE OF YOUR CERTIFICATE. DO NOT SUBMIT EEO-1 REPORT FOR SECTION B, ITEM 11. For Instructions on completing the form, go to: http://www.state.nj.us/treasury/contract_compliance/pdf/aa302ins.pdf

SECTION A - COMPANY IDENTIFICATION

| | | | | | |
|---|--|---|---------------------|---|-------------------|
| 1. FID. NO. OR SOCIAL SECURITY 41-0911459 | | 2. TYPE OF BUSINESS <input type="checkbox"/> 1. MFG <input type="checkbox"/> 2. SERVICE <input checked="" type="checkbox"/> 3. WHOLESALE <input type="checkbox"/> 4. RETAIL <input type="checkbox"/> 5. OTHER | | 3. TOTAL NO. EMPLOYEES IN THE ENTIRE COMPANY 300 | |
| 4. COMPANY NAME Safo Products Co. | | | | | |
| 5. STREET 5600 N. Highway 169 | | CITY Minneapolis | COUNTY Hennepin | STATE MN | ZIP CODE 55428 |
| 6. NAME OF PARENT OR AFFILIATED COMPANY (IF NONE, SO INDICATE) Liberty Diversified | | | CITY Minneapolis | STATE MN | ZIP CODE 55428 |
| 7. CHECK ONE: IS THE COMPANY: <input type="checkbox"/> SINGLE-ESTABLISHMENT EMPLOYER <input checked="" type="checkbox"/> MULTI-ESTABLISHMENT EMPLOYER | | | | | |
| 8. IF MULTI-ESTABLISHMENT EMPLOYER, STATE THE NUMBER OF ESTABLISHMENTS IN NJ 0 | | | | | |
| 9. TOTAL NUMBER OF EMPLOYEES AT ESTABLISHMENT WHICH HAS BEEN AWARDED THE CONTRACT 120 | | | | | |
| 10. PUBLIC AGENCY AWARDED CONTRACT Region 4 ESC | | | | | |
| | | CITY Houston | COUNTY Harris | STATE TX | ZIP CODE 77092 |
| Official Use Only | | DATE RECEIVED | INAUG. DATE | ASSIGNED CERTIFICATION NUMBER | |

SECTION B - EMPLOYMENT DATA

11. Report all permanent, temporary and part-time employees ON YOUR OWN PAYROLL. Enter the appropriate figures on all lines and in all columns. Where there are no employees in a particular category, enter a zero. Include ALL employees, not just those in minority/non-minority categories, in columns 1, 2, & 3. **DO NOT SUBMIT AN EEO-1 REPORT.**

| JOB CATEGORIES | ALL EMPLOYEES | | | PERMANENT MINORITY/NON-MINORITY EMPLOYEE BREAKDOWN | | | | | | | | | |
|---|---|----------------|------------------|--|----------|--------------|----------|-----------|--------------------|----------|--------------|----------|-----------|
| | COL. 1 TOTAL (Cols 2 & 3) | COL. 2 MALE | COL. 3 FEMALE | ***** MALE ***** | | | | | ***** FEMALE ***** | | | | |
| | | | | BLACK | HISPANIC | AMER. INDIAN | ASIAN | NON MIN. | BLACK | HISPANIC | AMER. INDIAN | ASIAN | NON MIN. |
| Officials/ Managers | 27 | 11 | 16 | 0 | 0 | 0 | 1 | 10 | 0 | 1 | 0 | 0 | 15 |
| Professionals | 9 | 4 | 5 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 0 | 0 | 5 |
| Technicians | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Sales Workers | 14 | 8 | 6 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 0 | 0 | 6 |
| Office & Clerical | 68 | 22 | 46 | 1 | 0 | 0 | 0 | 21 | 6 | 0 | 0 | 2 | 38 |
| Craftworkers (Skilled) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Operatives (Semi-skilled) | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Laborers (Unskilled) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Service Workers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 120 | 47 | 73 | 2 | 0 | 0 | 1 | 44 | 6 | 1 | 0 | 2 | 64 |
| Total employment From previous Report (if any) | 81 | 31 | 50 | 1 | 0 | 0 | 0 | 30 | 2 | 1 | 0 | 3 | 44 |
| Temporary & Part-Time Employees | The data below shall NOT be included in the figures for the appropriate categories above. | | | | | | | | | | | | |
| | 0 | 3 | 2 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 2 |

| | | | |
|---|--|---|---|
| 12. HOW WAS INFORMATION AS TO RACE OR ETHNIC GROUP IN SECTION B OBTAINED? <input type="checkbox"/> 1. Visual Survey <input checked="" type="checkbox"/> 2. Employment Record <input type="checkbox"/> 3. Other (Specify) | | 14. IS THIS THE FIRST Employee Information Report Submitted? 1. YES <input type="checkbox"/> 2. NO <input checked="" type="checkbox"/> | 15. IF NO, DATE LAST REPORT SUBMITTED MO. DAY YEAR 11 15 2016 |
| 13. DATES OF PAYROLL PERIOD USED From: 11/18/2019 To: 11/29/2019 | | | |

SECTION C - SIGNATURE AND IDENTIFICATION

| | | | | |
|--|---------------------|----------------------------------|--------------------|--------------------------------|
| 16. NAME OF PERSON COMPLETING FORM (Print or Type) Tegan Conway | | SIGNATURE <i>Tegan Conway</i> | TITLE Paralegal | DATE MO DAY YEAR 12 6 19 |
| 17. ADDRESS NO. & STREET 5600 N. Highway 169 | CITY Minneapolis | COUNTY Hennepin | STATE MN | ZIP CODE 55428 |
| PHONE (AREA CODE, NO., EXTENSION) 763 - 536 - 6619 | | | | |

Contractor Affidavit under O.C.G.A. § 13-10-91(b)(1)

The undersigned contractor ("Contractor") executes this Affidavit to comply with O.C.G.A. § 13-10-91 related to any contract to which Contractor is a party that is subject to O.C.G.A. § 13-10-91 and hereby verifies its compliance with O.C.G.A. § 13-10-91, attesting as follows:

- a) The Contractor has registered with, is authorized to use and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program;
- b) The Contractor will continue to use the federal work authorization program throughout the contract period, including any renewal or extension thereof;
- c) The Contractor will notify the public employer in the event the Contractor ceases to utilize the federal work authorization program during the contract period, including renewals or extensions thereof;
- d) The Contractor understands that ceasing to utilize the federal work authorization program constitutes a material breach of Contract;
- e) The Contractor will contract for the performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the Contractor with the information required by O.C.G.A. § 13-10-91(a), (b), and (c);
- f) The Contractor acknowledges and agrees that this Affidavit shall be incorporated into any contract(s) subject to the provisions of O.C.G.A. § 13-10-91 for the project listed below to which Contractor is a party after the date hereof without further action or consent by Contractor; and
- g) Contractor acknowledges its responsibility to submit copies of any affidavits, drivers' licenses, and identification cards required pursuant to O.C.G.A. § 13-10-91 to the public employer within five business days of receipt.

194994
Federal Work Authorization User Identification Number

3/4/2009
Date of Authorization

Safro Products Co.
Name of Contractor

Region 4 ESC
Name of Project

Region 4 ESC
Name of Public Employer

I hereby declare under penalty of perjury that the foregoing is true and correct.

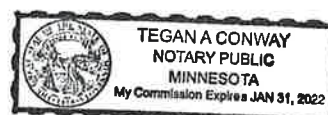
Executed on Dec 6, 2019 in New Hope (city), MN (state).

Rick Stanley
Signature of Authorized Officer or Agent

Rick Stanley, President
Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME
ON THIS THE 6 DAY OF Dec, 2019.

Tegan Conway
NOTARY PUBLIC
My Commission Expires: 11/31/22



E-VERIFY AND PRIVATE EMPLOYER AFFIDAVIT

Pursuant To O.C.G.A. § 36-60-6(d)

By executing this affidavit, the undersigned private employer verifies one of the following with respect to its application for an occupational tax certificate, alcohol license, or other document required to operate a business as referenced in O.C.G.A. § 36-60-6(d):

Business Name: _____

SECTION 1 (Choose ONE of the following)

- (A) ☐ On January 1 of the below-signed year, the individual, firm, or corporation employed **ten (10) or less employees.** (Proceed to Section 3)
- (B) ☐ On January 1 of the below-signed year, the individual, firm, or corporation employed **more than ten (10) employees** and has registered with the E-Verify program. (Proceed to Section 2)

SECTION 2

The employer has registered with and utilizes the Federal Work Authorization program commonly known as E-Verify, in accordance with the applicable provisions and deadlines established in O.C.G.A. §36-60-6. The undersigned private employer also attests that its E-Verify number and date of authorization are as follows:

E-Verify Number: 194994

Date of Authorization: 3/4/2009 (Proceed to Section 3)

SECTION 3

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on December 6, 2019 in New Hope (city), MN (state)

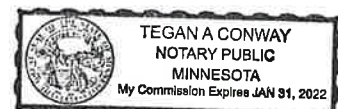
Printed Name of Authorized Officer or Agent: Rich Stanley

Title of Authorized Officer or Agent: President

Signature of Authorized Officer or Agent: Rich Stanley

SUBSCRIBED AND SWORN BEFORE ME
ON THIS THE 6 DAY OF December, 2019

Tegan Conway
NOTARY PUBLIC
My Commission Expires: 1/31/22



C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). Please refer back to these instructions for the appropriate links, as the Local Finance Notices include links that are no longer operational.

1. The disclosure is required for all contracts in excess of \$17,500 that are **not awarded** pursuant to a “fair and open” process (N.J.S.A. 19:44A-20.7).
2. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
3. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
4. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a. The Division has prepared model disclosure forms for each county. They can be downloaded from the “County PCD Forms” link on the Pay-to-Play web site at <http://www.nj.gov/dca/divisions/dlgs/programs/lpcl.html#12>. ~~They will be updated from time-to-time as necessary.~~
 - b. A public agency using these forms **should edit them to properly reflect the correct legislative district(s).** As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**
 - c. Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d. The form may be used “as-is”, subject to edits as described herein.
 - e. The “Contractor Instructions” sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f. The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
5. It is recommended that the contractor also complete a “Stockholder Disclosure Certification.” This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract (See Local Finance Notice 2006-7 for additional information on this obligation at http://www.nj.gov/dca/divisions/dlgs/resources/lfns_2006.html). A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. NOTE: This section is not applicable to Boards of Education.

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Contractor Instructions

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a “fair and open” process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee*
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
 - of the public entity awarding the contract
 - of that county in which that public entity is located
 - of another public entity within that county
 - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county

The disclosure must list reportable contributions to any of the committees that exceed \$300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an “interest” ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs).

When the business entity is a natural person, “a contribution by that person’s spouse or child, residing therewith, shall be deemed to be a contribution by the business entity.” [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure.

Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report.

The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor’s responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement.

The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor’s submission and is disclosable to the public under the Open Public Records Act.

The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law. **NOTE: This section does not apply to Board of Education contracts.**

* N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26

County Name:

State: Governor, and Legislative Leadership Committees

Legislative District #s:

State Senator and two members of the General Assembly per district.

County:

Freeholders

{County Executive}

County Clerk

Surrogate

Sheriff

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM
THE PAY TO PLAY SECTION OF THE DLGS WEBSITE A COUNTY-
BASED, CUSTOMIZABLE FORM.**

STOCKHOLDER DISCLOSURE CERTIFICATION**Name of Business:**

☒ I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

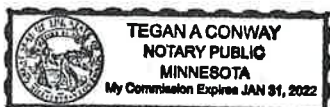
OR

☐ I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:☐ Partnership☐ Corporation☐ Sole Proprietorship☐ Limited Partnership☐ Limited Liability Corporation☐ Limited Liability Partnership☐ Subchapter S Corporation**Sign and notarize the form below, and, if necessary, complete the stockholder list below.**Stockholders:

| | |
|---|---------------|
| Name: <u>Liberty Diversified International</u> | Name: |
| Home Address: <u>5600 N Hwy 169</u> <u>Minneapolis, MN 55428</u> | Home Address: |
| Name: | Name: |
| Home Address: | Home Address: |
| Name: | Name: |
| Home Address: | Home Address: |

| | |
|---|--|
| <u>Teg Conway</u> Subscribed and sworn before me this <u>5</u> day of <u>December, 2019</u> (Notary Public) My Commission expires: <u>1/31/22</u> | <u>Paul St. G.</u> (Affiant) _____ (Print name & title of affiant) _____ (Corporate Seal) |
|---|--|



Certification of Non-Involvement in Prohibited Activities in Iran

Pursuant to N.J.S.A. 52:32-58, Offerors must certify that neither the Offeror, nor any of its parents, subsidiaries, and/or affiliates (as defined in N.J.S.A. 52:32 – 56(e) (3)), is listed on the Department of the Treasury's List of Persons or Entities Engaging in Prohibited Investment Activities in Iran and that neither is involved in any of the investment activities set forth in N.J.S.A. 52:32 – 56(f).

Offerors wishing to do business in New Jersey through this contract must fill out the Certification of Non-Involvement in Prohibited Activities in Iran here:

http://www.state.nj.us/humanservices/dfd/info/standard/fdc/disclosure_investmentact.pdf.

Offerors should submit the above form completed with their proposal.

**STATE OF NEW JERSEY -- DIVISION OF PURCHASE AND PROPERTY
DISCLOSURE OF INVESTMENT ACTIVITIES IN IRAN**

Quote Number: _____

Bidder/Offeror: _____

PART 1: CERTIFICATION

BIDDERS MUST COMPLETE PART 1 BY CHECKING EITHER BOX.

FAILURE TO CHECK ONE OF THE BOXES WILL RENDER THE PROPOSAL NON-RESPONSIVE.

Pursuant to Public Law 2012, c. 25, any person or entity that submits a bid or proposal or otherwise proposes to enter into or renew a contract must complete the certification below to attest, under penalty of perjury, that neither the person or entity, nor any of its parents, subsidiaries, or affiliates, is identified on the Department of Treasury's Chapter 25 list as a person or entity engaging in investment activities in Iran. The Chapter 25 list is found on the Division's website at <http://www.state.nj.us/treasury/purchase/pdf/Chapter25List.pdf>. Bidders must review this list prior to completing the below certification. **Failure to complete the certification will render a bidder's proposal non-responsive.** If the Director finds a person or entity to be in violation of law, s/he shall take action as may be appropriate and provided by law, rule or contract, including but not limited to, imposing sanctions, seeking compliance, recovering damages, declaring the party in default and seeking debarment or suspension of the party.

PLEASE CHECK THE APPROPRIATE BOX:

☒ I certify, pursuant to Public Law 2012, c. 25, that neither the bidder listed above nor any of the bidder's parents, subsidiaries, or affiliates is listed on the N.J. Department of the Treasury's list of entities determined to be engaged in prohibited activities in Iran pursuant to P.L. 2012, c. 25 ("Chapter 25 List"). I further certify that I am the person listed above, or I am an officer or representative of the entity listed above and am authorized to make this certification on its behalf. **I will skip Part 2 and sign and complete the Certification below.**

OR

☐ I am unable to certify as above because the bidder and/or one or more of its parents, subsidiaries, or affiliates is listed on the Department's Chapter 25 list. I will provide a detailed, accurate and precise description of the activities in Part 2 below and sign and complete the Certification below. Failure to provide such will result in the proposal being rendered as non-responsive and appropriate penalties, fines and/or sanctions will be assessed as provided by law.

PART 2: PLEASE PROVIDE FURTHER INFORMATION RELATED TO INVESTMENT ACTIVITIES IN IRAN

You must provide a detailed, accurate and precise description of the activities of the bidding person/entity, or one of its parents, subsidiaries or affiliates, engaging in the investment activities in Iran outlined above by completing the boxes below.

EACH BOX WILL PROMPT YOU TO PROVIDE INFORMATION RELATIVE TO THE ABOVE QUESTIONS. PLEASE PROVIDE THOROUGH ANSWERS TO EACH QUESTION. IF YOU NEED TO MAKE ADDITIONAL ENTRIES, CLICK THE "ADD AN ADDITIONAL ACTIVITIES ENTRY" BUTTON.

| | |
|---|--------------------------------------|
| Name _____ | Relationship to Bidder/Offeror _____ |
| Description of Activities _____ | |
| Duration of Engagement _____ Anticipated Cessation Date _____ | |
| Bidder/Offeror Contact Name _____ | Contact Phone Number _____ |

ADD AN ADDITIONAL ACTIVITIES ENTRY

Certification: I, being duly sworn upon my oath, hereby represent and state that the foregoing information and any attachments thereto to the best of my knowledge are true and complete. I attest that I am authorized to execute this certification on behalf of the above-referenced person or entity. I acknowledge that the State of New Jersey is relying on the information contained herein and thereby acknowledge that I am under a continuing obligation from the date of this certification through the completion of any contracts with the State to notify the State in writing of any changes to the answers of information contained herein. I acknowledge that I am aware that it is a criminal offense to make a false statement or misrepresentation in this certification, and if I do so, I recognize that I am subject to criminal prosecution under the law and that it will also constitute a material breach of my agreement(s) with the State of New Jersey and that the State at its option may declare any contract(s) resulting from this certification void and unenforceable.

All Name (Print):

Rick Stanley

Signature:

Rick Stanley

Title:

President

Date:

12/5/19

**NEW JERSEY BUSINESS REGISTRATION CERTIFICATE
(N.J.S.A. 52:32-44)**

Offerors wishing to do business in New Jersey must submit their State Division of Revenue issued Business Registration Certificate with their proposal here. Failure to do so will disqualify the Offeror from offering products or services in New Jersey through any resulting contract.

<http://www.state.nj.us/treasury/revenue/forms/njreg.pdf>



STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

Taxpayer Name:

SAFCO PRODUCTS COMPANY

Trade Name:**Address:**5600 NORTH HIGHWAY 169
NEW HOPE, MN 55420**Certificate Number:**

0851201

Effective Date:

May 11, 1998

Date of Issuance:

December 06, 2019

For Office Use Only:

20191206175711599

EXHIBIT H

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 OMNIA Partners, Public Sector 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 <https://www.usa.gov/local-governments>.

Certain Public Agencies and Political Subdivisions:

c) Qualification and Experience (20 Points)

i. Provide a brief history of the Offeror, including year it was established and corporate office location.

Safco® Products has over 50 years of experience as a leading, mid-market manufacturer of office furniture, ancillary products and K12 educational solutions. In 1966, Safco began as a manufacturer of corrugated products for the office, but production soon evolved to include steel files, carts, trash receptacles and industrial seating. Over the years, we have continued to expand our catalog. Through thoughtful design, development and acquisition, Safco now offers an extensive product line that reaches all the way across the workplace from the front office to the warehouse.

In 2016, we acquired Focal Upright™ and the Mayline® Company, The Focal product line expanded our footprint of active working solutions allowing us to create a collection around movement-based workplace solutions. The Safco Active Collection consists of a variety of desks, seating and ancillary products designed to help keep workers more active throughout their workday.

The Mayline acquisition provided Safco the opportunity to broaden our manufacturing capabilities and custom product assortment. Casegoods, high density storage, mailroom furniture and TechWorks® Workstations have enabled Safco to provide a more comprehensive selection of products to our customers.

Learn by Safco® was launched in 2019 as a way to better serve customers in the K12 education marketplace. Our focus on the education market allows us to intentionally enhance our products based on today's learning environments. Flexible seating, mobility and multifunctional products are designed to enhance every educational environment from the classroom to the principal's office - and everywhere in between.

Safco continues to grow and diversify our product line to meet the changing needs of work and education spaces. Our vast assortment of seating, tables, organizational and storage products, trash and recycling receptacles, and custom options allow Safco products to be part of every workspace solution.

Safco is privately held, part of the Liberty Diversified International (LDI) family of companies.

LOI is a family owned company with over 100 years of experience in corrugated paper and packaging, and office solutions.

ii. Describe Offeror's reputation in the marketplace.

Safco has been in business for over 55 years, is financially stable, and has a significant presence in the contract furniture market, business products market, office furniture catalogs, and ecommerce space. We have an excellent reputation and are proud of our business relationships with several major commercial customers such as Toyota, Boeing, Amazon, Comcast, Google, Home Depot, and Dick's Sporting Goods. We also have a significant presence in the government market with a GSA contract servicing the military and the FBI, and over 20 current and active state contracts. In 2019, we received the Independent Stationers Contract award for Top 5 Manufacturer and the Ergo Expo Attendees Choice Award.

iii. Describe Offeror's reputation of products and services in the marketplace.

Safco is known for our durable, high quality manufactured products, which include many produced for niche categories like high-density storage, meeting and training, shipping and mailroom, and technical workbenches. Our experience in these areas makes us a valuable partner in creating collaborative and space-saving designs. Safco's case goods are easy to assemble and configure, and our line of quick ship products provides fast, convenient solutions. As a full line provider with a wide selection of products, Safco can be a single source solution for all furniture needs. We offer products for every workspace from individual/private offices to open plan environments – including benching applications – to collaborative spaces that promote conversation and brainstorming. Our customers appreciate the custom and configurable options within our product lines as well, which offer them the opportunity to tailor aspects of our products to suit the specific needs of their space, and customers can also take advantage of our space planning services. Using surveys and client-supplied floor plans, our team of space planning experts provide workspace and storage solution designs that can incorporate anything from our full catalog of products, from large office suites all the way down to small desktop accessories. Plus, our design renderings will show just how Safco products fit into the space, adding colors and textures so customers can see what their new environment will look like. Our customer service is routinely named among the best in the industry, and our strong commitment to our customers' satisfaction is evident. In 2016 and 2019, we received the Ideal Award for Best Overall Value. In 2018, we received the Ideal Award for Most Innovative Product.

iv. Describe the experience and qualification of key employees.

Attached to Tab 4

v. Describe Offeror's experience working with the government sector.

Safco has been awarded a GSA contract since 2011 and is currently managing over 20 active state contract awards as well.

vi. Describe past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors.

Safco is involved in litigation from time to time that arises in the ordinary course of business. Safco has not filed or been involved in any bankruptcy during its more than fifty years in business.

vii. Provide a minimum of 10 customer references relating to the products and services within this RFP. Include entity name, contact name and title, contact phone and email, city, state, years serviced, description of services and annual volume.

Attached to Tab 4

viii. Provide any additional information relevant to this section.

Safco has no additional information to provide.



Key Employee Qualifications and Experience

State / Local Contract Sales Manager

- Register online annually for contract bid notification
- Make decisions on every bid to determine risk and reward
- Add and delete dealers per contract limitations and requirements
- Add and delete product from active contracts
- Submit request for price increases on all active contracts following a commercial increase
- Contract renewals and extensions
- Annual electronic update for certification of insurance requests
- Conference calls when necessary for information or disputes
- Navigate the web, looking for new contract opportunities
- Determine market strategy for underperforming contracts
- Prepare bids and negotiate contract terms on discount, freight, commission, accessorial charges, return charges, warranty extensions, and any terms unlike commercial terms and conditions
- Evaluate tier discounting using cost analysis
- Track sales and losses for continuous improvement
- Training on processes for internal staff
- Minority Report card
- Provide product for competitive bid quote directly for end user
- Update and maintain electronic excel price lists with contract specific information
- Manage pricing plans in JDE
- Create a sheet to communicate terms and conditions for each contract to use in the field
- Complete electronic vendor registration forms
- Report sales for admin fee (vendor portal) through provided web or email
- Submit check request by deadline

State Sales Support, Admin, Customer Service

- Provide detailed support to the field and external dealers
- Prioritize and respond to emails
- Warranty
- Edit orders
- Calculate and pay commissions
- Returns when necessary/credits when necessary
- Set up new accounts and update old accounts when necessary
- Follow up with special non-dock end users
- Resolve pending discrepancies
- Download sales, create excel spreadsheet
- Provide quotes using contract pricing
- Help manage large projects
- Enter Orders using contract terms sheets
- Submit requests for new account set up
- Acknowledge all end user orders to dealer of record

Senior Marketing Manager

- Penetrate market channels effectively to meet objectives via knowledge and strategic planning and deployment
- Transform keen understanding of all communication mediums into plan that drives revenue optimization by channel, consumer segment, and vertical
- Transfer industry expertise into sound go-to-market strategies & executional plan
- Lead for Strategic Initiatives
- Development of the comprehensive marketing strategy as well as specific plans for all channels served; contract, ecommerce, other (mega/wholesale)
- Develop and manage strong partnership with sales leadership; travel into field at minimum 1x/quarter.
- Assess, understand, and communicate future market shifts - be the expert for the organization
- Leadership of market team pillar; 5-year market plan, strategy work, & overall growth plan as well as oversight of the execution of the same
- Bachelor's degree minimum.
- 10+ years of experience within a Marketing Manager role
- Leadership experience to include project management

Team Competencies/Talents/Personal Attributes (Note: Take from LDI Values in Practice Leading Self/Others/Business & Function):

- Care - Strong aptitude for cross functional awareness, alignment and agreement
 - Innovation - Ability to identify and articulate the unseen opportunities for growth
 - Trust - Natural giver of trust; inherent recipient of confidence
 - Excellence - Instinctively driven to be the best in every aspect possible
- Position Summary:

Include entity name: Washington and Lee University
Contact name and title: Truman Payne, Facilities Planner
Contact phone 540-458-8361
Contact email: tpayne@wlu.edu
City, State: Lexington, VA
Years serviced: Multiple Systems purchased 8+ years to recently purchased and installed system in June 2019.
Description of services: Mobile 1000 Storage system for books, volumes, archives
Annual volume: \$692,062 in 2019

Include entity name: Texas State Technical College
Contact name and title: Adan Alvarez, Senior Project Manager
Contact phone: 540-458-8361
Contact email: adan.alvarez@harlingen.tstc.edu
City, state: Edinburg, TX
Years serviced: 5
Description of services: 4 phases of projects over 5 years E5, Training Tables, Casegoods, Seating, Storage
Annual volume: \$367,962 for 2018 and 28,184 for 2019

Include entity name: Bronx District Attorney's Office
Contact name and title: Peter Kennedy, Assistant DA.
Contact phone: 718-838-7269
Contact email: Kennedyp@bronxda.ny.gov
City, State: Bronx, NY City, NY
Years serviced: 1 year
Description of services: TechWorks/Technical Workbenching Furniture and 4-Post Shelving
Annual Sales: 76,278 in 2018

Include entity name: University of SC at Upstate
Contact name and title: Freda Davison, Dean of the Library
Contact phone 864-503-5610
Contact email: fdavison@uscupstate.edu
City, State: Spartanburg, SC
Years serviced: 2
Description of services: Mobile 1000 Storage system for books, volumes, archives
Annual Sales: \$197,460 in 2018 and \$134,295 in 2019

Include entity name: Concordia Seminary, Library
Contact name and title: Eric Stancliff, Assistant Director of Library Services
Contact phone 314-505-7033
Contact email: stancliffe@csl.edu
City, State: St. Louis, MO
Years serviced: Multiple M1000 and 4-post shelving systems purchased in 2017 and installed in 2018.
Description of services: Mobile 1000 Storage system for books, volumes, archives
Annual Sales: \$73,501 in 2018

Include entity name: City of Philadelphia Department of Records
Contact name and title: Joshua Blay, Registrar and Collections Manager

Contact phone: 215-685-9404
Contact email: joshua.blay@phila.gov
City, state: Philadelphia, PA
Years serviced: 1
Description of services: Flat Files
Annual volume: \$117,000 in 2018

Include entity name: LA County Superior Court
Contact name and title: Hovig Bodozian, Project Manager
Contact phone: 626-471-7686
Contact email: HBodozian@lacourt.org
City, state: Los Angeles, CA
Years serviced: 3
Description of services: Casegoods, Seating, Height Adjustable Tables
Annual volume: \$250,000 in 2018 and \$100,000 in 2019

Include entity name: Bexar County Auditor
Contact name and title: Jonathan Nanes, Bexar County Juvenile Probation
Contact phone: 210-335-1846
Contact email: jnanes@bexar.org
City, state: San Antonio, TX
Years serviced: 3
Description of services: Seating, Lounge, Casegoods, and Mailroom
Annual volume: \$35,121 in 2018 and \$74,776 in 2019

Include entity name: Kern County Aging and Adult Services
Contact name and title: Michele Timmerman Program Coordinator
Contact phone 661.868.1054
Contact email: timmermanm@kerncounty.com
City, State: Bakersfield, CA
Years serviced: 1
Description of services: Mobile 1000 Filing System installed in July 2019
Annual Sales: \$30,079 in 2019

Include entity name: Department of Child Safety
Contact name and title: Gary Coley, Real Estate Manager
Contact phone: 602.255.2784
Contact email: Gary.Coley@AZDCS.GOV
City, state: Phoenix, AZ
Years serviced: 5
Description of services: Meeting and Training, Mailroom, and Filing and Storage
Annual volume: 126,633 in 2019



Value Add

Balance of Line product: These categories are ancillary categories that fit in the related products category, and add value to Safco's customers.

Ergonomic and Active Products: Our line of ergonomic and active products allows users to keep moving and comfortable throughout their workday. With a variety of options, every worker can have a more relaxing and active way to work.

Waste Receptacles: Our extensive line of waste and recycling receptacles can help keep any work environment clean. Safco has indoor/outdoor trash cans, under-desk wastebaskets, large- capacity trash and recycling centers, customizable options, and more to fit every waste need.

Facilities: Safco has the products to help you do the heavy lifting. Our line of hand trucks, platform trucks and dollies can easily move large and heavy items across the work environment.

Safco is a sole source solution:

Safco is known for our durable, high quality manufactured products, which include many produced for niche categories like high-density storage, meeting and training, shipping and mailroom, and technical workbenches. Our experience in these areas makes us a valuable partner in creating collaborative and space-saving designs. Safco's case goods are easy to assemble and configure, and our line of quick ship products provides fast, convenient solutions. As a full line provider with a wide selection of products, Safco can be a single source solution for all furniture needs. We offer products for every workspace from individual/private offices to open plan environments – including benching applications – to collaborative spaces that promote conversation and brainstorming. Our customers appreciate the custom and configurable options within our product lines as well, which offer them the opportunity to tailor aspects of our products to suit the specific needs of their space, and customers can also take advantage of our space planning services.

Space Planning Services:

Safco offers Space Planning. Our team of space planning experts provide workspace and storage solution designs that include our entire product offering, right down to every last mesh organizer. We offer individual/private office and open plan spaces including benching applications, as well as collaborative space ideal, for conversation and brainstorming. Our online or printable surveys and our "how to" guides will direct dealer and users to provide the necessary details, allowing our space planners to create tailored solutions. Our design renderings showcase how Safco products will fit into their space and bring in color and textures so they can see what the planned space will look like.

Cutting Edge Manufacturing Facility:

Safco has made technological advances through the use of our new, state of the art manufacturing facility. Our cutting edge machines include a new automated panel bender, new automated laser cutter, and new powder coat paint process.

Past Experience:

Safco is not new to public sector business, as we previously held the Omnia_NIPA contract. I was the contract manager that bid that contract for legacy Mayline, before Safco purchased the assets of Mayline. My position requirement was to grow contract sales, but I needed a solution for states with no state contract options, to fill in the gaps for states with limited product categories on their contract, and a contract that would satisfy the "3 bid" rule, as an alternative to formal bidding. It had to be a competitively bid contract that allowed education, non-profit, municipalities, and state agencies to purchase quality product at a competitive price. We found it with Omnia_NIPA and reassigned the contract to Safco during the acquisition 3 years ago. We started out slow, but every year since then, we have seen growth in this contract, making it our largest national cooperative purchasing contract, with annual sales reaching \$1.6 million. The future is bright. We have several projects on the horizon, and many dealers that have standardized on the previous Omnia_NIPA contract, look forward to continuing the relationships that are already in place. Safco looks forward to increasing our market share through company dedication, and variety of eye catching marketing materials.



Marketing Plan:

Safco will promote the use of this contract for the public sector and within our K12 education initiative. We will host a webinar for our national sales team and rep groups. Presentation materials such as slides and talking points will be distributed to further enhance their training. Emails with updated terms and conditions will be distributed among the authorized dealer network.

Safco will create a co-branded press release sent for publication to: Business of Furniture, Workplace Furniture, OPI, Educational Dealer and Independent Dealer Magazines. It will also be published on the Safco website. We advertise monthly in these publications as well.

Safco will create an internal Omnia website, linked to the Omnia Partners landing page and keep it updated with approved authorized dealers, product additions and price increases.

Safco will co-brand existing brochures and marketing materials to support the Master Agreement. These will be distributed via our rep groups, email and dealer database, and at trade shows. They will be linked via the OMNIA Partners landing page on the website.

Safco is committed to continuing to attend trade shows, or providing the samples and marketing materials so one of our authorized dealers can represent our product and contract at the shows. We have already reserved a booth at the NIGP Annual Forum in the Omnia section. This will be our third consecutive year participating. Safco will adequately staff all trade show booths and provide emails and banners to support the forum, and co-branded marketing materials.

Marketing Tools:

Safco® Products will create a variety of marketing tools to support this contract.

Our activities include, but are not limited to:

Dedicated overview landing page with:

- o Logo
- o Link to Omnia website
- o Summary of contract and services offered
- o Due Diligence Documents: copy of solicitation, copy of contract and any amendments, marketing materials

Devoted product page

Co-branded Press Release PDF

Digital/printed flyer focused on the contract opportunities

Co-branded brochures, sell sheets and other flyers (digital and print) to participate in a variety of trade shows

Webinars to our sales force

PPT slide(s) describing the contract opportunities

Presentation at our annual Principal's meeting

At this time we are creating a PIM (product information management) system for easy retrieval of product data, creating a modern platform for our company website, and adding a rep portal, due to be completed in Jan 2020. This is added value to the customer because information on our website will be easy to navigate.

ACKNOWLEDGMENT AND ACCEPTANCE
OF REGION 4 ESC's OPEN RECORDS POLICY

OPEN RECORDS POLICY

All proposals, information and documents submitted are subject to the Public Information Act requirements governed by the State of Texas once a Contract(s) is executed. If an Offeror believes its response, or parts of its response, may be exempted from disclosure, the Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt and include detailed reasons to substantiate the exemption. Price is not confidential and will not be withheld. Any unmarked information will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 4 ESC must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the Offeror are not acceptable. Region 4 ESC must comply with the opinions of the OAG. Region 4 ESC assumes no responsibility for asserting legal arguments on behalf of any Offeror. Offeror is advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

Signature below certifies complete acceptance of Region 4 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).

Check one of the following responses to the Acknowledgment and Acceptance of Region 4 ESC's Open Records Policy below:

- ☒ We acknowledge Region 4 ESC's Open Records Policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.
- ☐ We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

(Note: Offeror must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Offeror must include detailed reasons to substantiate the exemption(s). Price is not confidential and will not be withheld. All information believed to be a trade secret or proprietary must be listed. It is further understood that failure to identify such information, in strict accordance with the instructions, will result in that information being considered public information and released, if requested under the Public Information Act.)

Date

12/5/19

Auth. Sign. President Sefu Products
Authorized Signature & Title

ANTITRUST CERTIFICATION STATEMENTS
(Tex. Government Code § 2155.005)
Attorney General Form

I affirm under penalty of perjury of the laws of the State of Texas that:

1. I am duly authorized to execute this Contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
2. In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
3. In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and
4. Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company

SafcoProductsCo.

Contact

Rick Stanley

Signature

Rick Stanley

Printed Name

President

Position with Company

Address

9300 W Research

Center Rd

New Hope, MN 55428

**Official
Authorizing
Proposal**

Signature

Printed Name

Position with Company

Phone

763-536-6700

Fax

N/A

Implementation of House Bill 1295

Certificate of Interested Parties (Form 1295):

In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least \$1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

Filing Process:

Starting on January 1, 2016, the commission made available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. This process is known as acknowledging the certificate. The commission will post the acknowledged Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency. The posted acknowledged form does not contain the declaration of signature information provided by the business.

A certificate will stay in the pending state until it is acknowledged by the governmental agency. Only acknowledged certificates are posted to the commission's website.

Electronic Filing Application:

https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

Frequently Asked Questions:

https://www.ethics.state.tx.us/resources/FAQs/FAQ_Form1295.php

Changes to Form 1295: <https://www.ethics.state.tx.us/data/filinginfo/1295Changes.pdf>

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Safco Products Co.
Minneapolis, MN United States

Certificate Number:
2019-567556

Date Filed:
12/06/2019

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Region 4 ESC

Date Acknowledged:

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

19-18
Furniture, installation and related services

| 4 | Name of Interested Party | City, State, Country (place of business) | Nature of interest (check applicable) | |
|---|---|--|--|--------------|
| | | | Controlling | Intermediary |
| | Homan, Matthew | Minneapolis, MN United States | X | |
| | Lenzen, David | Minneapolis, MN United States | X | |
| | Fiterman, Michael | Minneapolis, MN United States | X | |
| | Liberty Diversified International, Inc. | Minneapolis, MN United States | X | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

5 Check only if there is NO Interested Party.

☐

6 UNSWORN DECLARATION

My name is _____, and my date of birth is _____.

My address is _____, _____, _____, _____, _____.
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in _____ County, State of _____, on the _____ day of _____, 20____.
(month) (year)

Signature of authorized agent of contracting business entity
(Declarant)

Texas Government Code 2270 Verification Form

House Bill 89 (85R Legislative Session), which adds Chapter 2270 to the Texas Government Code, provides that a governmental entity may not enter into a contract with a company without verification that the contracting vendor does not and will not boycott Israel during the term of the contract.

Furthermore, Senate Bill 252 (85R Legislative Session), which amends Chapter 2252 of the Texas Government Code to add Subchapter F, prohibits contracting with a company engaged in business with Iran, Sudan or a foreign terrorist organization identified on a list prepared by the Texas Comptroller.

I, Rick Stanley, as an authorized representative of

Safco Products Co., a contractor engaged by

Insert Name of Company

Region 4 Education Service Center, 7145 West Tidwell Road, Houston, TX 77092, verify by this writing that the above-named company affirms that it (1) does not boycott Israel; and (2) will not boycott Israel during the term of this contract, or any contract with the above-named Texas governmental entity in the future.

Also, our company is not listed on and we do not do business with companies that are on the Texas Comptroller of Public Accounts list of Designated Foreign Terrorists Organizations found at <https://comptroller.texas.gov/purchasing/docs/foreign-terrorist.pdf>.

I further affirm that if our company's position on this issue is reversed and this affirmation is no longer valid, that the above-named Texas governmental entity will be notified in writing within one (1) business day and we understand that our company's failure to affirm and comply with the requirements of Texas Government Code 2270 et seq. shall be grounds for immediate contract termination without penalty to the above-named Texas governmental entity.

I swear and affirm that the above is true and correct.

Rick Stanley
Signature of Named Authorized Company Representative

12/5/19
Date

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form- LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Contractor, Safco Products Co., certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 et seq., apply to this certification and disclosure, if any.

Rick Stanley

Signature of Contractor's Authorized Official

Rick Stanley, President

Name and Title of Contractor's Authorized Official

12/5/19

Date"

Offeror agrees to comply with all terms and conditions outlined in the Special Conditions section of this solicitation.

Offeror's Name: Safco Products Co.

Address, City, State, and Zip Code: 9300 W Research Center Rd
New Hope, MN 55428

Phone Number: 763-536-6700 Fax Number: N/A

Printed Name and Title of Authorized Representative: Rick Stanley, President

Email Address: rick.stanley@safcoproducts.com

Signature 12/5/19 of Authorized Representative: Rick Stanley Date:

QUESTIONNAIRE

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

1. Diversity Programs

- Do you currently have a diversity program or any diversity partners that you do business with? ☐ Yes ☒ No
(If the answer is yes, attach a statement detailing the structure of your program, along with a list of your diversity alliances and a copy of their certifications.)

2. Diverse Vendor Certification Participation

Region 4 ESC encourages the use of under-utilized businesses (HUB), minority and women business enterprises (MWBE), and small and/or disadvantaged business enterprises (SBE) both as prime and subcontractors. Offerors shall indicate below whether or not they and/or any of their subcontractors (and if so which) hold certification in any of the classified areas and include proof of such certification with their response.

a. Minority Women Business Enterprise

Respondent certifies that this firm is an MWBE

☐ Yes ☒ No

List certifying agency: _____

b. Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)

Respondent certifies that this firm is a SBE or DBE

☐ Yes ☒ No

List certifying agency: _____

c. Historically Underutilized Businesses (HUB)

Respondent certifies that this firm is a HUB

☐ Yes ☒ No

List certifying agency: _____

d. Historically Underutilized Business Zone Enterprise (HUBZone)

Respondent certifies that this firm is a HUBZone

☐ Yes ☒ No

List certifying agency: _____

e. Other

Respondent certifies that this firm is a recognized diversity certificate holder

☐ Yes ☒ No

List certifying agency: _____

3. Has Offeror made and is Offeror committed to continuing to take all affirmative steps set forth in 2 CFR 200.321 as it relates to the scope of work outlined in this solicitation? ☒ Yes ☐ No

RECEIPT OF ADDENDUM NO. 1 ACKNOWLEDGEMENT

Offeror shall acknowledge this addendum by signing below and include in their proposal response.

Company Name Safus Products Co
Contact Person Rick Stanley
Signature Rick Stanley
Date 12/5/19

Crystal Wallace
Region 4 Education Service Center
Business Operations Specialist