

**Bid Title:** Catalog Bid for Office Furniture  
**Bid Opening Date:** Wednesday, October 26, 2016  
**Contact/Department:** Chuck Ellsworth - Purchasing  
**RFB-2016-084**

<b>BIDDERS - → → → → →</b>	<b>Upstate Office Furniture</b>	<b>Staples</b>	<b>Tero Consulting</b>	<b>Nickerson Corporation</b>	<b>Stevens Office Interiors</b>
<b>Proposal - Signed &amp; Duplicated</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Non-Collusion Bidding Certificates</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Insurance Acknowledgement</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Election Law Statement</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Gifts Statement</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Iranian Divestment Certification</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Bidders Check List</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>W-9</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>
<b>Addendum No. 1</b>	<b>Y</b>	<b>N</b>	<b>Y</b>	<b>Y</b>	<b>N</b>
<b>Delivery (Days)</b>	<b>21 D</b>	<b>10-21 D</b>	<b>10 D</b>	<b>21 D</b>	<b>14 D</b>

1. Discount - current Essendant Catalog		<b>42.5%</b>	<b>25.0%</b>		
2. Discount - current S.P. Richards Catalog		<b>42.5%</b>	<b>15.0%</b>		
3. Discount - approved equal Essendant/ SP Richards  Catalog Name:	<b>50.0%</b> <b>Office USA</b>	<b>42.5%</b> <b>Staples 2016</b>	<b>15.0%</b> <b>Office Star 2015</b>		<b>40.0%</b> <b>Office Source Distributing</b>
4. Discount -specific manufacturer  A. Company Name: Discount:  B. Company Name: Discount:  C. Company Name: Discount:  D. Company Name:	<b>Various</b>  <b>50.0%</b>	<b>Hon</b>  <b>57.0%</b>  <b>Allsteel</b>  <b>56.5%</b>  <b>Global</b>  <b>54.0%</b>  <b>Multiple - See Attached</b>	<b>Tera Consulting</b>  <b>25.0%</b>	<b>Diffuser Specialists</b>  <b>10.0%</b>  <b>PSISC</b>  <b>10.0%</b>	

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<b>BIDDERS - → → → → →</b>	<b>Sustainable Office Solutions</b>	<b>Syracuse Business Center</b>	<b>Syracuse Office Environments</b>	<b>WB Mason</b>	
<b>Proposal - Signed &amp; Duplicated</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>Non-Collusion Bidding Certificates</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>Insurance Acknowledgement</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>Election Law Statement</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>Gifts Statement</b>	<b>Y</b>	<b>N</b>	<b>Y</b>	<b>Y</b>	
<b>Iranian Divestment Certification</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>Bidders Check List</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>W-9</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	
<b>Addendum No. 1</b>	<b>N</b>	<b>N</b>	<b>Y</b>	<b>N</b>	
<b>Delivery (Days)</b>	<b>BLANK</b>	<b>21 D</b>	<b>21 D</b>	<b>21 D</b>	

1. Discount - current Essendant Catalog		<b>42.0%</b>	<b>44.0%</b>	<b>44.0%</b>	
2. Discount - current S.P. Richards Catalog			<b>46.9%</b>		
3. Discount - approved equal Essendant/ SP Richards  Catalog Name:	<b>53.0%</b> <b>COE/Office Source</b>		<b>45.0%</b> <b>Cherry Man/ Idesk</b>		
4. Discount -specific manufacturer  A. Company Name: Discount: B. Company Name: Discount: C. Company Name: Discount:	<b>AIS</b> <b>74.1%</b> <b>Seating Inc</b> <b>52.0%</b> <b>Global</b> <b>57.0%</b>	<b>Allsteel</b> <b>56.0%</b> <b>1OF</b> <b>55.0%</b>	<b>Hon</b> <b>55.0%</b> <b>Humanscale</b> <b>45.0%</b> <b>VIA Seating</b> <b>45.0%</b>	<b>Office Source</b> <b>54.0%</b> <b>OFM</b> <b>52.0%</b>	

**STAPLES**

BROOME COUNTY  
DIVISION OF PURCHASING  
PROPOSAL SHEET  
(Cont'd)  
FOR

**CATALOG BID FOR OFFICE FURNITURE FOR VARIOUS BROOME COUNTY  
DEPARTMENTS, AND OPEN TO THE POLITICAL SUBDIVISIONS**

1. Discount to be applied to the current Essendant (formerly USS) Catalog \_\_\_\_\_ %
2. Discount to be applied to the current S.P. Richards Catalog \_\_\_\_\_ %
3. Discount to be applied to approved equal Essendant (formerly USS) or S.P. Richards \_\_\_\_\_ %

Specify Catalog: \_\_\_\_\_

4. Discount to be applied to specific Manufacturer(s) of furniture:

D. Manufacturer:

1. Company Name: National Office Furniture
2. Discount: 54 %

E. Manufacturer:

1. Company Name: Artrobell
2. Discount: 40 %

F. Manufacturer:

1. Company Name: Balt/Bestrite
2. Discount: 40 %

**CATALOGS / PRICE SHEETS TO BE PROVIDED**

At the start of contract, the contractor must provide the appropriate Essendant (formerly USS), S.P. Richards, or equal catalog/price sheet, or other catalogs/price sheets that were bid in this contract at no charge. The contractor must provide pricing sheets/guides, catalogs to the Purchasing Office anytime there are price changes, or upon request at no charge.

**BIDDERS MUST SUBMIT THIS ORIGINAL SHEET WITH THE PROPOSAL.**

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BROOME COUNTY  
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FOR

**CATALOG BID FOR OFFICE FURNITURE FOR VARIOUS BROOME COUNTY  
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- 1. Discount to be applied to the current Essendant (formerly USS) Catalog \_\_\_\_\_%
- 2. Discount to be applied to the current S.P. Richards Catalog \_\_\_\_\_%
- 3. Discount to be applied to approved equal Essendant (formerly USS) or S.P. Richards \_\_\_\_\_%

Specify Catalog: \_\_\_\_\_

- 4. Discount to be applied to specific Manufacturer(s) of furniture:

G. Manufacturer:

- 1. Company Name: Humanscale
- 2. Discount: 45 %

H. Manufacturer:

- 1. Company Name: Intensa
- 2. Discount: 46 %

I. Manufacturer:

- 1. Company Name: Swiftspace
- 2. Discount: 38 %

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- 3. Discount to be applied to approved equal Essendant (formerly USS) or S.P. Richards \_\_\_\_\_ %

Specify Catalog: \_\_\_\_\_

- 4. Discount to be applied to specific Manufacturer(s) of furniture:

J. Manufacturer:

- 1. Company Name: Gunlocke
- 2. Discount: 51 %

K. Manufacturer:

- 1. Company Name: Hale
- 2. Discount: 40 %

L. Manufacturer:

- 1. Company Name: National Public Seating
- 2. Discount: 36 %

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