

LOS RIOS COMMUNITY COLLEGE DISTRICT

1919 Spanos Court, Sacramento, CA 95825
Phone (916) 568-3071 FAX (916) 568-3145
Purchasing Department

American River College Cosumnes River College Folsom Lake College Sacramento City College

NOTICE TO BIDDERS

Districtwide Furniture and Other Related Services - BID# 19017

Notice is hereby given that the Board of Trustees of the Los Rios Community College District (District) will receive sealed bids for a lump sum contract according to the specifications prepared for Los Rios Community College District and described in general as: **Districtwide Furniture and Related Services – BID# 19017.**

The work shall consist of, but not be limited to, **providing furniture, design, installation and additional related support services districtwide.**

The Bidder shall include in the bid all labor, tools, transportation, equipment, services, incidentals, taxes and materials for a complete and working project in conformance with the Contract Documents. **Bidder must submit the Bidder (Pre) Qualification Questionnaire by Thursday, May 16, 2019 2:00 PM to the Purchasing Department via mail, email or fax using contact information below. Only approved, qualified bidders will be allowed to participate in the competitive solicitation process to submit a formal bid response. Bidder notification regarding qualification status will be available no later than Thursday May 30, 2019.**

US Mail
TO: LRCCD Board of Trustees
Attn: Purchasing Dept.
2100 Northrop Avenue, Suite 200
Sacramento, CA 95825

Hand Delivered
TO: LRCCD Board of Trustees
Attn: Purchasing Dept.
2100 Northrop Avenue, Suite 200
Sacramento, CA 95825

The estimated cost will vary by project. The prior five-year contract expenditures reached approximately \$6,000,000 with an average annual spend of \$1.2M. The time allowed for completion is **determined by each project schedule.** The contract term shall be for a period of twenty-four (24) months with three (3) annual renewal options.

Work to be performed under the Contract Documents requires a California State License Board **Classification D-34, Prefabricated Equipment Contractor.**

A **mandatory** pre-bid project conference for **approved, qualified bidders** is scheduled for Tuesday, **Wednesday, June 5, 2019 at 2:00 PM.** Attendance at the pre-bid conference is **required**, as it may be the only opportunity for bidders to review the bidding documents with the District. All interested parties should report to the conference room at **Facilities Management, 3753 Bradview Drive, Sacramento, CA 95827; there is no requirement** to obtain a temporary parking pass **and you will be required to sign the visitor's log.**

Bids must be received at the Los Rios Community College District Facilities Management Office

during the business hours of 8:00 AM through 4:30 PM, Monday through Friday, holidays excepted.

US Mail
TO: LRCCD Board of Trustees
Attn: Purchasing Dept.
3753 Bradview Drive
Sacramento, CA 95827

Hand Delivered
TO: LRCCD Board of Trustees
Attn: Purchasing Dept.
3753 Bradview Drive
Sacramento, CA 95827

Bids will be accepted until **Thursday June 27, 2019 at 2:30 pm** at which time bids will be opened and read aloud at the address listed above in the Conference Room. No faxed bids will be accepted. Bids shall be submitted in a sealed envelope with the bid number, project name, and the bidder's name, license number & address clearly marked on the front of the envelope. For purposes of the bid opening, the time of day shall be as shown on the public clock located at the same office as listed above.

Each bidder must submit a bid to the District on the bid forms provided in the Contract Documents. **Valid proof of insurance equal to or exceeding the District's required amount must be submitted with the bid.**

Pursuant to section 1770, and following, of the California Labor Code, the Contractor shall pay not less than the prevailing rate of per diem wages as determined by the Director of the California Department of Industrial Relations. Copies of such prevailing rate of per diem wages are on file at the Business Office of the Los Rios Community College District, 1919 Spanos Court, Sacramento, CA 95825. Those copies shall be made available to any interested party upon request. Independent of any other liability that may attach or be assessed, the Contractor shall forfeit, as penalty to the Los Rios Community College District, Fifty Dollars (\$50.00) for each calendar day or portion thereof, for each worker paid less than the stipulated prevailing rates, with Certifiable Payroll, for any work done under the contract by him/her or by any subcontractor under him, in violation of the provisions of such Labor Code.

Bona fide California licensed contractor bidders may view and secure copies of the proposed Project Manual/Specifications and Drawings from:

ARC Document Solutions
800 Broadway
Sacramento, CA 95818
Phone: 916-443-1322
Fax: 916-325-2455
WEB: www.e-arc.com/ca/sacramento

- ❖ No partial sets will be issued.
- ❖ Call for applicable charges.
- ❖ All charges are non-refundable.

Drawings and specifications may be examined at the following plan rooms:

Sacramento Builders' Exchange
1331 T Street
Sacramento, CA 95814-7107
Phone: (916) 442-8991

Sacramento Builders' Exchange
151 N. Sunrise Ave., Suite 511
Roseville, CA 95661
Phone: (916) 782-4762

Placer County Builders' Exchange
10656 Industrial Avenue, Suite 160
Roseville, CA 95678

El Dorado Builders' Exchange
3430 Robin Lane, Suite 7
Cameron Park, CA 95682

Phone: (530) 889-3953

Phone: (530) 672-2955

All inquiries regarding this bid should be directed in writing via email to Paula Gordon, Purchasing Supervisor, gordonp@losrios.edu. The Los Rios Community College District and its Board of Trustees reserve the right to reject any or all bids received and/or waive any minor irregularity of a bid as the public good may require. **All bids will remain subject to acceptance for 90 days after the day of the bid opening.**

Dated: April 26, 2019

770 L St., Suite 950
Sacramento, CA 95814-3361
(916) 567-9654 • Fax: (888) 567-1193

FILING STAMP

LOS RIOS COMMUNITY COLLEGE DIST.
PAULA GORDON
1919 SPANOS COURT
SACRAMENTO CA 95825-3981

Proof of Publication
(C.C.P. §2015.5)

State of California)
County of Sacramento)

Bid: 19017

Blanket PO #B1099593

I am a citizen of the United States; I am over the age of 18 years. I am the principal clerk of THE SACRAMENTO GAZETTE, a community newspaper printed and published in the English language, and adjudged to be a Newspaper of General Circulation for the City and County of Sacramento by the Sacramento County Superior Court on August 12, 1997. That the notice, of which the annexed is a printed copy, has been published in each regular and entire issue of THE SACRAMENTO GAZETTE and not in any supplement thereof on the following date(s), to wit:

04-26-19

05-03-19

Executed on: **05-03-19**
at Sacramento, California

I certify under penalty of perjury that the foregoing is true and correct:

David A. Fong



THE SACRAMENTO GAZETTE

(916) 567-9654

NOTICE TO BIDDERS
BID #19017

Notice is hereby given that the Board of Trustees of the Los Rios Community College District, County of Sacramento, State of California, will receive up to and not later than 2:30 PM, Thursday June 27, 2019 sealed bids from qualified proposers for the project described as Districtwide Furniture & Related Services - Bid # 19017. Prequalification questionnaire must be submitted no later than 2:00 PM, Thursday May 16, 2019. The mandatory pre-bid conference for qualified proposers is scheduled for Wednesday, June 5, 2019 at 2 PM.

Faxed bids will not be accepted. Bids shall be publicly opened at the LRCCD Facilities Management Office, 3753 Bradview Drive, Sacramento, CA 95827 in the Facilities Management Conference Room, on the above stated date at the time indicated.

The work shall consist of, but is not limited to, providing furniture, design, installation and additional related support services for District Colleges and Facilities.

All inquiries regarding this bid should be directed in writing to Paula Gordon, Purchasing Supervisor, LRCCD Purchasing Department, gordonp@losrios.edu.

Ad#: 87699 — 04-26-19 05-03-19

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GAZETTE MEDIA CO., LLC

LOS RIOS COMMUNITY COLLEGE DISTRICT

PRESENTED TO BOARD OF TRUSTEES

DATE: August 14, 2019

SUBJECT:	Contract Award: Districtwide Furniture & Related Services	ATTACHMENT: None	
		ENCLOSURE: None	
AGENDA ITEM:	Action Item D	TYPE OF BOARD CONSIDERATION:	
RECOMMENDED BY:	Mario Rodriguez, Vice Chancellor Finance & Administration	CONSENT/ROUTINE	
		FIRST READING	
APPROVED FOR CONSIDERATION:	Brian King, Chancellor	ACTION	X
		INFORMATION	

BACKGROUND:

The District's five-year furniture contract was awarded in 2014 and expires August 24, 2019. During the five-year contract, the District spent over \$6 million to furnish new construction and replace obsolete furniture.

District Purchasing published a request for bids for a single vendor, multi-year contract to continue the standardized furniture program District wide in accordance with Ed Code 81644. This type of contract has provided: 1) uniformity and flexibility of office workstation furniture for all locations; 2) ergonomically sound equipment; 3) firm competitive pricing; 4) complete installation; and 5) significant time savings for all employees in the research and purchase of office furniture. Required services include design services and custom catalogs that are provided to District and college staff. Furniture covered under this contract includes freestanding modular furniture, wall mounted furniture, panel systems, training room furniture, lab chairs, task seating, ADA compliant desks and file cabinets.

The initial contract is for two (2) years with an option for annual renewal for up to three (3) additional years. Discount rate offered from list prices will remain firm throughout the contract. Purchases will be made on an as needed basis. Estimated annual expenditures will vary based upon the nature and timing of facilities projects.

STATUS:

The plans and specifications were publicly advertised for qualified bidders. Qualified bidders were asked to provide a lump sum bid amount. Invitations to qualify were forwarded to firms specializing in modular furniture systems. Bidders were asked to provide a firm discount rate from list pricing and specific pricing on typical workstations. A total of three (3) bids were received.

Qualified Bidder Name	Product	Single Discount	Base Bid	Alternate 1	Alternate 2	Alternate 3	Total Bid
Campbell Keller	Allsteel	64.50%	\$25,228.79	\$19,053.56	\$10,084.84	\$1,382.73	\$55,749.92
MTA*	N/A	N/A	N/A	N/A	N/A	N/A	Non-Responsive
VCO*	N/A	N/A	N/A	N/A	N/A	N/A	Non-Responsive

*Non-Responsive: MTA did not include seating with Typical configurations per bid requirement and they quoted multiple discounts on base and alternate bid contrary to bid requirement.

*Non-Responsive: VCO did not bid to the requirements in the Typical configuration and specifications.

The lowest responsive, responsible bidder was determined by adding the sum of the base bid and three (3) alternates as well as thoroughly reviewing submitted bids.

RECOMMENDATION:

It is recommended that the Board of Trustees award the contract for Bid #19017 to Campbell Keller for the base bid and three (3) alternates, for a total bid amount of \$55,749.92.

July 24, 2019

Campbell Keller
ATTN: Craig Campbell
3041 65th Street, #3
Sacramento, CA 95820

VIA EMAIL: ccampbell@campbellkeller.com

Subject: Notice of Intent to Award – Bid # 19017 Districtwide Furniture & Related Services

The Los Rios Community College District Board intends to award a contract to Campbell Keller for the Districtwide Furniture & Related Services - Bid #19017 during the August 14, 2019 meeting.

The contract pricing shall be for the single discount off published list price at 64.5% for the single manufacturer Allsteel and for the hourly design rate of \$75.00. The total bid amount of \$55,749.92 used to determine the low bidder includes the workstation typical levels (base bid) plus the alternates.

The term of the contract will be for an initial term of two (2) years with the option to extend three additional one (1) year terms not to exceed five (5) years.

Upon Board approval and issuance of the Notice of Award, the following documents will be requested:

- Four (4) signed copies of the Contract provided within the Project Manual.
- Insurance Certificates and Additional Insured Endorsements as described in the Project Manual, General Conditions, Article 10, pages 4-5.

Thank you and please direct any questions you may have to Paula Gordon, Purchasing Supervisor at (916) 568-3149.

Sincerely,

Paula Gordon

Paula Gordon,
Purchasing Supervisor
Phone: 916-568-3149
Fax: 916-568-3145

cc: Bid File

August 15, 2019

Campbell Keller
ATTN: Craig Campbell
3041 65th Street, #3
Sacramento, CA 95820

VIA EMAIL: ccampbell@campbellkeller.com

Subject: Notice of Award – Bid # 19017 Districtwide Furniture & Related Services

The Los Rios Community College District Board has approved the award of a contract to Campbell Keller for the Districtwide Furniture & Related Services - Bid #19017 during the August 14, 2019 meeting.

The contract pricing shall be for the single discount off published list price at 64.5% for the single manufacturer Allsteel and for the hourly design rate of \$75.00. The total bid amount of \$55,749.92 used to determine the low bidder includes the workstation typical levels (base bid) plus the alternates.

The term of the contract will be for an initial term of two (2) years with the option to extend three additional one (1) year terms not to exceed five (5) years.

Please mail or deliver the following documents to my attention within 10 calendar days, preferably by 8/20/19:

- Four (4) signed copies of the Contract provided within the Project Manual.
- Insurance Certificates and Additional Insured Endorsements as described in the Project Manual, General Conditions, Article 10, pages 4-5.

After the contract is fully executed, we will contact you to set up campus visits. Thank you and please direct any questions you may have to Paula Gordon, Purchasing Supervisor at (916) 568-3149.

Sincerely,

Paula Gordon

Paula Gordon,
Purchasing Supervisor
Phone: 916-568-3149
Fax: 916-568-3145

cc: Bid File

CONTRACT

Districtwide Furniture and Other Related Services - BID# 19017

THIS CONTRACT, made and entered into this 15 day of August, 2019
between Los Rios Community College District, a political subdivision of the State of California,
hereinafter referred to as District, and Jones-Campbell Co., Inc. DBA Campbell Keller,
hereinafter referred to as Contractor;

WITNESSETH:

WHEREAS, the Board of Trustees of said District heretofore caused plans and specifications for the work hereinafter mentioned to be prepared, and thereafter did approve and adopt said plans and specifications; and,

WHEREAS, the Board of Trustees of said District did cause to be noticed for the time and in the manner required by law a Notice inviting sealed bids for the performance of said work; and,

WHEREAS, Contractor, in response to such Notice, submitted to the Board of Trustees of said District within the time specified in said Notice, and in the manner provided for therein, a sealed bid for the performance of the work specified in said plans and specifications, which said bid and proposal, and the other bids and proposals submitted in response to said Notice, the Board of Trustees of said District publicly opened and canvassed in the manner provided by law; and,

WHEREAS, Contractor was the lowest responsive responsible bidder for the performance of said work, and said Board of Trustees of said District, as a result of the canvass of said bids, did determine and declare Contractor to be the lowest responsive responsible bidder for the work and award to him/her a contract therefore.

NOW, THEREFORE, in consideration of the above, it is mutually agreed between the parties hereto as follows, to wit:

SCOPE OF WORK:

The work shall consist of, but not be limited to, **providing furniture, design, installation and additional related support services districtwide.**

TERMS AND CONDITIONS

This Contract, and the Contract Documents, consist of the Contract Documents identified in the General Terms & Conditions, Article 9, all of which are incorporated herein by reference as though set forth in full, and all of which are part of this Contract, and Contractor and District agree to comply with and fulfill all obligations, promises, covenants and conditions imposed upon each of them in the Contract Documents. All of said work done under this Contract shall be performed to the satisfaction of the Board of Trustees of said District, or its representative, who shall have the right to reject any and all materials and supplies furnished by Contractor which do not strictly comply with said plans and specifications, together with the right to require Contractor to replace any and all work furnished by Contractor which shall not either in Workmanship or material be in strict accordance with said plans and specifications.

Furniture & Related Services
Districtwide
BID 19017

Upon condition the Contractor faithfully performs its obligations herein, District agrees to authorize and make payment to Contractor (subject to the terms and conditions of the Contract Documents) at the:

SINGLE DISCOUNT:	Sixty-Four and 1/2 percent	64.5 %
	(specify in words)	(specify in figures)
HOURLY DESIGN:	Seventy Five dollars per hour	75.00/hour
	(specify in words)	(specify in figures)

IN WITNESS WHEREOF, District and Contractor have caused this Agreement to be signed as of the day and year first above written.

Mario Rodriguez
Vice Chancellor Finance and Admin
Los Rios Community College District

DISTRICT:

Los Rios Community College District
by the Board of Trustees

CONTRACTOR:

Campbell Keller

By:

(Signature of Authorized Agent)

Date:

8/16/19

By:

(Signature of Authorized Agent)

Date:

8/14/19

(If signature is by other than the sole proprietor, general partner, or corporate officers, attach an original Power of Attorney.)

Base Bid All Inclusive

Line 1. Discount off of published list price: 64.5 %

Line 2. Lead time from order date to installation: Can vary, usually 6 weeks

Show List Prices as follows:

Line 3. Typical 'A' (see drawings in Special Conditions)

	(LOW) Level One	(MEDIUM) Level Two	(HIGH) Level Three
	\$ 13,166.00	\$ 13,945.00	\$ 14,944.00
Brand name and model of product being offered	Allsteel Terrace	Allsteel Terrace	Allsteel Terrace

Line 4. Typical 'B' (see drawings in Special Conditions)

	(LOW) Level One	(MEDIUM) Level Two	(HIGH) Level Three
	\$ 9,450.00	\$ 9,960.00	\$ 9,602.00
Brand name and model of product being offered	Allsteel Cadence	Allsteel Cadence	Allsteel Cadence

Line 5. Grand Total List: \$ 71,067.00

(Total each of the six typical price levels for 'A' and 'B' listed on Line 3 and Line 4)

Line 6. Grand Total Net after Discount: \$ 25,228.79

(Apply the discount off of published price on Line 1 to the Grand Total List on Line 5)

Handwritten signature

Alternate 1

Line A1. Add option for laminate panels (laminate exterior, fabric interior) to Typical 'A' as shown on Line 3.

	(LOW) Level One	(MEDIUM) Level Two	(HIGH) Level Three
Alternate 1 pricing	\$ 16,865.00	\$ 17,644.00	\$ 19,163.00
Brand name and model of product being offered	Allsteel Terrace	Allsteel Terrace	Allsteel Terrace

Line A2. Grand Total List: \$ 53,672.00

(Total each of the three Alternate 1 price levels for 'A' listed on Line A1)

Line A3. Grand Total Net after Discount: \$ 19,053.56

(Apply the discount off of published price on Line 1 to the Grand Total List on Line A2)

Alternate 2

Line A4. Add option for laminate office furnishings to Typical 'B' Level 1 and Level 2 as shown on Line 4.

	(LOW) Level One	(MEDIUM) Level Two
Alternate 2 pricing	\$ 13,962.00	\$ 14,446.00
Brand name and model of product being offered	Allsteel - Terrace	Allsteel Terrace

Line A5. Grand Total List: \$ 28,408.00

(Total each of the two Alternate 2 price levels for 'B' listed on Line A4)

Line A6. Grand Total Net after Discount: \$ 10,084.84

(Apply the discount off of published price on Line 1 to the Grand Total List on Line A5)

Pricing shall include, design, specification, receiving, up to 30 days of warehousing, delivery, and installation.

Include with this pricing the 2D and 3D drawings of each typical and level, and the separate breakdown of each typical and level by quantity, order numbers, description and list prices for each component to constitute the entire typical. Each pricing breakdown should be totaled and match the pricing stated above.

Provide hourly fee: \$ 75.00

(includes reconfiguration design, long range planning, cooperative project services)

Use of Contract by Other Agencies:

Other public agencies in the State of California may wish to procure Standard Office Furniture and related Support Services per the items and conditions as specified in this ITB. Any agency utilizing this contract would deal directly with the vendor and not through Los Rios Community College District. Please indicate if your company would be willing to extend this contract to other agencies.

☒ Yes, length of time pricing will remain firm: 365 days

☐ No

Alternate 3 Drop Ship (No Installation)

Line B1. Lead time from order date to delivery: Can vary, usually 6 weeks
(do not include prevailing wage)

Show List Prices as follows:

Line B3 Chairs:

	(TASK1 - SHORT CYLINDER - MESH) Level One	(TASK2 - AVERAGE CYLINDER - UPHOLSTERED) Level Two	(MATCHING STOOL W/FOOT REST) Level Three
Alternate B3 pricing	\$ 798.00	\$ 1,051.00	\$ 1,340.00
Brand name and model of product being offered	Allsteel - Scout	Allsteel - Scout	Allsteel - Scout

Line B4 Ergonomics:

	(KEYBOARD PLATFORM) Level One	(MONITOR ARM) Level Two
Alternate B4 pricing	\$	\$ 706.00
Brand name and model of product being offered	See secondary list per addendum #1	Allsteel ZW820D

Line B5. Grand Total List: \$ 3,895.00

(Total each of the five typical price levels for Chairs and Ergonomics set forth on Lines B3 and B4)

Line B6. Grand Total Net after Discount: \$ 1,382.73

(Apply the discount off of published price on Line 1 to the Grand Total List on Line B5)

Pricing to include, product specification, receiving, up to 30 days of warehousing, and delivery. Include with this pricing each product catalog, order numbers, description and list prices for each item.

Use of Contract by Other Agencies:

Other public agencies in the State of California may wish to procure Standard Office Furniture and related Support Services per the items and conditions as specified in this ITB. Any agency utilizing this contract would deal directly with the vendor and not through Los Rios Community College District. Please indicate if your company would be willing to extend this contract to other agencies.

 X Yes, length of time pricing will remain firm: 365 days

 No

The bidder agrees to perform the Base Bid and all Alternates for the Grand Total Net after Discount:

Line C1. Base Bid

The bidder agrees to perform the **Base Bid** work for the Grand Total Net after Discount (Line 6):

Twenty Five Thousand two hundred twenty eight dollars & 79/100 Dollars \$ 25,228.79
(Specify total dollar amount in words printed or typed) (Specify in figures)

Line C2. Alternate No. 1

Alternate laminate panels. Provide an ADDITIVE amount for the Grand Total Net after Discount (Line A3):

Nineteen Thousand, fifty three dollars and fifty six cents Dollars \$ 19,053.56
(Specify total dollar amount in words printed or typed) (Specify in figures)

Line C3. Alternate No. 2

Alternate laminate office furnishing. Provide an ADDITIVE amount for the Grand Total Net after Discount (Line A6):

Ten Thousand eighty four dollars and eight four cents Dollars \$ 10,084.84
(Specify total dollar amount in words printed or typed) (Specify in figures)

Line C4. Alternate No. 3

Alternate Drop Ship (No Installation). Provide an ADDITIVE amount for the Grand Total Net after Discount (Line B6):

One Thousand three hundred eighty two dollars and seventy three cents Dollars \$ 1,382.73
(Specify total dollar amount in words printed or typed) (Specify in figures)

Line C5. Total Bid

Total bid amount shall include the Base Bid Grand Total Net after Discount amounts and the sum of all alternates (Line C1 plus Line C2 plus Line C3 and Line C4):

Fifty five thousand seven hundred forty nine dollars and ninety two cents Dollars \$ 55,749.92
(Specify total dollar amount in words printed or typed) (Specify in figures)

The lowest responsive bid shall be determined based on the sum of the base bids, all additive and all deductive alternates.

3. The bidder—having the appropriate active license required by the State of California and having carefully read and examined the plans, specifications, and all related bidding documents as prepared by the Los Rios Community College District for the project described as: **Districtwide Furniture Bid & Related Services - BID# 19017**, as well as having performed a full and complete examination of the proposed work and all information available to bidder, and being familiar with all the conditions related to the proposed work, including the availability of materials, equipment, and labor—hereby offers to furnish all labor, materials, tools, transportation, delivery, services, equipment and taxes necessary to complete the work of the described project in accordance with the Contract Documents, and to complete all requirements

SECONDARY "NON-AWARD" MANUFACTURERS

List secondary manufacturers, product series if not the entire product offering, and single discount from the manufacturer's published list price. If pricing corresponds to existing contract, include contract name and number and whether services are included with pricing.

Name & Series:	Lead time from order to installation:	Discount from List Price:
9 to 5 Seating *	Will Vary	53.00 %
Action Laminates *	Will Vary	33.00 %
Allermuir *	Will Vary	27.00 %
Allseating *	Will Vary	40.00 %
Arcadia *	Will Vary	36.00 %
Arconas *	Will Vary	33.00 %
Artcobell *	Will Vary	45.00%
Berco *	WillVary	40.00 %
Beyond *	Will Vary	27.0 %
Bretford *	Will Vary	27.00 %
Cabott Wren *	Will Vary	33.00 %
Central Valley Casework	Will Vary	27.00 %
Chief/Legrand *	Will Vary	53.00 %
Claridge *	Will Vary	40.00 %

*Asterisk applies to manufacturers that charge additional freight based on size of order, which will be an additional charge beyond discounted price. Most manufacturers have been adding tariffs for the current China trade conflict which is also an additional charge to the discounted price, similar to fuel surcharges for large spikes in gas prices. These additional charges cannot be added after an order is placed. They are to be clearly displayed on Campbell Keller proposals, and must be agreed to by the buyer in advance of ordering.

SECONDARY "NON-AWARD" MANUFACTURERS

List secondary manufacturers, product series if not the entire product offering, and single discount from the manufacturer's published list price. If pricing corresponds to existing contract, include contract name and number and whether services are included with pricing.

Name & Series:	Lead time from order to installation:	Discount from List Price:
Clarín *	Will Vary	30.00 %
Clarús *	Will Vary	33.00 %
Community *	Will Vary	40.00 %
Creative Wood *	Will Vary	20.00 %
Custom Transitions *	Will Vary	27.00 %
DFM *	Will Vary	20.00 %
Diversified Woodcrafts *	Will Vary	50.00 %
Eagan Visual *	Will Vary	33.00 %
EMU *	Will Vary	1.00 %
Encore *	Will Vary	40.00 %
Enwork *	Will Vary	53.00 %
ERG *	Will Vary	33.00 %
ESI *	Will Vary	40.00 %
Fireking *	Will Vary	33.00 %

*Asterisk applies to manufacturers that charge additional freight based on size of order, which will be an additional charge beyond discounted price. Most manufacturers have been adding tariffs for the current China trade conflict which is also an additional charge to the discounted price, similar to fuel surcharges for large spikes in gas prices. These additional charges cannot be added after an order is placed. They are to be clearly displayed on Campbell Keller proposals, and must be agreed to by the buyer in advance of ordering.

SECONDARY "NON-AWARD" MANUFACTURERS

List secondary manufacturers, product series if not the entire product offering, and single discount from the manufacturer's published list price. If pricing corresponds to existing contract, include contract name and number and whether services are included with pricing.

Name & Series:	Lead time from order to installation:	Discount from List Price:
Fleetwood *	Will Vary	27.00 %
Fomcore *	Will Vary	43.00 %
Forms+Surfaces *	Will Vary	-25.00 %
Global Industrial *	Will Vary	27.00 %
Grand Rapids *	Will Vary	33.00 %
Great Openings *	Will Vary	27.00 %
Gressco *	Will Vary	-6.00 %
Gunlocke *	Will Vary	40.00 %
Haskell *	Will Vary	40.00 %
HBF *	Will Vary	33.00 %
HON *	Will Vary	46.00 %
HPL *	Will Vary	33.00 %
Humanscale *	Will Vary	46.00 %
ICF *	Will Vary	33.00 %

*Asterisk applies to manufacturers that charge additional freight based on size of order, which will be an additional charge beyond discounted price. Most manufacturers have been adding tariffs for the current China trade conflict which is also an additional charge to the discounted price, similar to fuel surcharges for large spikes in gas prices. These additional charges cannot be added after an order is placed. They are to be clearly displayed on Campbell Keller proposals, and must be agreed to by the buyer in advance of ordering.

SECONDARY "NON-AWARD" MANUFACTURERS

List secondary manufacturers, product series if not the entire product offering, and single discount from the manufacturer's published list price. If pricing corresponds to existing contract, include contract name and number and whether services are included with pricing.

Name & Series:	Lead time from order to installation:	Discount from List Price:
ISE *	Will Vary	33.00 %
Jasper Chair *	Will Vary	40.00%
Jonti-Craft *	Will Vary	20.00 %
Keilhauer *	Will Vary	33.00 %
KI *	Will Vary	35.00 %
Lakeshore *	Will Vary	-19.00 %
Leland *	Will Vary	33.00 %
Lencore *	Will Vary	20.00 %
Liat (formerly Jasper Library) *	Will Vary	27.00 %
Lightcorp *	Will Vary	40.00 %
Loftwall *	Will Vary	33.00 %
Lowenstein *	Will Vary	27.00 %
Lyon *	Will Vary	27.00 %
Magnuson Group *	Will Vary	27.00 %

*Asterisk applies to manufacturers that charge additional freight based on size of order, which will be an additional charge beyond discounted price. Most manufacturers have been adding tariffs for the current China trade conflict which is also an additional charge to the discounted price, similar to fuel surcharges for large spikes in gas prices. These additional charges cannot be added after an order is placed. They are to be clearly displayed on Campbell Keller proposals, and must be agreed to by the buyer in advance of ordering.

SECONDARY "NON-AWARD" MANUFACTURERS

List secondary manufacturers, product series if not the entire product offering, and single discount from the manufacturer's published list price. If pricing corresponds to existing contract, include contract name and number and whether services are included with pricing.

Name & Series:	Lead time from order to installation:	Discount from List Price:
Mayline *	Will Vary	40.00 %
Media Technology *	Will Vary	37.00 %
Mitchell Mfg. *	Will Vary	39.00 %
Mitlite *	Will Vary	27.00 %
MTS *	Will Vary	40.00 %
National *	Will Vary	45.00 %
National Public Seating *	Will Vary	36.00 %
Nevins *	Will Vary	40.00 %
Norval Nieval *	Will Vary	40.00 %
Nxtwall *	Will Vary	20.00 %
OFS *	Will Vary	45.00 %
Oklahoma Sound *	Will Vary	36.00 %
Palmer Hamilton *	Will Vary	40.00 %
Paragon *	Will Vary	27.00 %

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Name & Series:	Lead time from order to installation:	Discount from List Price:
Peter Pepper *	Will Vary	27.00 %
PhabLab *	Will Vary	20.00 %
Republic *	Will Vary	27.00 %
RFM/Reimers *	Will Vary	40.00 %
Safco *	Will Vary	33.00 %
Scholar Craft *	Will Vary	40.00 %
Screenflex *	Will Vary	1.00 %
Seating Concepts *	Will Vary	27.00 %
Sit-on-it/Exemplis *	Will Vary	40.00 %
Smith Systems *	Will Vary	27.00 %
Spacesaver (Systems and Space) *	Will Vary	27.00 %
SPEC *	Will Vary	39.00 %
Special T *	Will Vary	40.00 %
Surface Works *	Will Vary	33.000 %

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Name & Series:	Lead time from order to installation:	Discount from List Price:
Swiftspace *	Will Vary	33.00 %
Tenjam *	Will Vary	45.00 %
Tropitone *	Will Vary	27.00 %
Ultrasite *	Will Vary	-2.00 %
Unika Vaev *	Will Vary	-33.00 %
Versteel *	Will Vary	33.00 %
Via *	Will Vary	33.00 %
VS *	Will Vary	14.00 %
Wenger *	Will Vary	-33.00 %
Wisconsin Bench *	Will Vary	53.00 %
Workrite *	Will Vary	48.00 %
Workrite 3170-22TGB + UB317RL25 \$245.44/unit	Will Vary	
	Will Vary	
	Will Vary	

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