



January 25, 2007

Columbia Manufacturing, Inc.
Attn: Don Bieker
One Cycle Street
Westfield, MA 01086

Subject: MHEC Contract #C07, Furniture

Dear Don Bieker:

I extend to you our congratulations on having been selected as one of our contract vendors and welcome you to our midst. Enclosed is a copy of your above-referenced contract. Each Consortium member receives copies of all contracts. Please note that only those schools listed on the attached Membership List are entitled to the discounts and prices offered under this contract.

Twenty-eight years of experience has shown that how well your firm does under this contract will depend entirely upon how much time and effort you put into promoting yourself and your contract. I suggest that you contact each Consortium Member by phone, in person or by mail to introduce yourself. You may reproduce copies of your actual contract pages for distribution; however, our logo may not be reproduced without permission. Members may request copies of catalogs. Be sure to keep your catalogs and/or materials up-to-date, informing me and the other members of any changes that might occur.

As called for in the terms and conditions of the bid, you will be required to file a Sales Volume Report at the end of each fiscal year, June 30. It is very important that your firm keep accurate records, for your report must include the total dollar volume transacted with each school under the contract.

If during the term of the contract your reporting responsibilities are transferred to another individual, please so advise us.

We appreciate your interest in and support of the MHEC and wish you success during this contract term. If, at any time you have questions concerning the contracts, please feel free to call me.

Sincerely,

MASSACHUSETTS HIGHER
EDUCATION CONSORTIUM

Jake E. Bishop, C.P.M
Chairman

JEB:smb
Enclosures





Massachusetts Higher Education Consortium
505 East Pleasant Street
Amherst, MA 01003-9242

MC07-C07

01/01/2007 through 12/31/2008

Judy Thornton
judythornton@mhec.net
Phone: (413) 577-0702
FAX: (413) 577-0692

Furniture

Instructions and Information pertaining to the use of this contract

- 1 The contractor will ship and bill the material requested on each purchase order directly to the respective school.
- 2 Each purchase order issued against this contract should be marked, "MHEC Contract: FURNITURE MC07-C07"
- 3 Orders may be phoned in to the vendor of your choice if confirming orders are authorized by your school. All phone orders must be confirmed in writing and clearly marked, "CONFIRMATION - DO NOT DUPLICATE."
- 4 Use of the contract is left to the discretion of each respective school. No guarantee of volume has been made to the vendors.
- 5 Various types of purchase orders may be issued against the contract by each respective school, with no dollar limit.
- 6 Persons who use this contract will be responsible for pricing their purchase orders from the catalogues or price lists furnished to their respective school by each vendor. (See the Membership List at the front of the contracts booklet for the name of the individual at your school who has the price books). If additional copies of catalogues are needed, the respective school should contact the respective vendor directly. Please be careful to price orders accurately, using current price lists.
- 7 Catalogues and price lists may be subject to periodic price adjustments, if applicable, but the discounts will remain fixed throughout the term of the contract. Price increases must be justified by the National Wholesale Price Index or by a manufacturer's increase which is beyond the control of the dealer. Such increases must be approved by the Contracts Coordinator of the MHEC before they are sent out to the membership.
- 8 **IMPORTANT:** Just as vendor discounts vary, so do vendor list prices. Therefore, the largest discount may not necessarily mean the "best price." You are urged to check net prices for comparable products carefully among the various vendors. You will note that several of the vendors offer the same brands of furniture, however, the discounts, services, availability of supply, and locations served, vary.

The following page is an alphabetical index of office furniture brand with a complete listing of contract lines offered.

- 9 **All vendors will supply catalogs for lines awarded to all MHEC member institutions upon request.**
- 10 FIRE CODE



All seating supplied under this contract shall meet the test requirements set forth in the State of California Technical Bulletin #133, entitled "Flammable Test Procedure For Seating Furniture for use in Public Occupancies", dated January 1991. NOTE: It is the responsibility of the institution to specify California Technical Bulletin 133 per Massachusetts Fire Code.

The following label shall be attached to every article Of regulated seating, upholstered and re-upholstered furniture complying with Bulletin #133.

NOTICE: THIS ARTICLE IS MANUFACTURED FOR USE IN PUBLIC OCCUPANCIES AND MEETS THE FLAMMABILITY REQUIREMENTS OF CALIFORNIA BUREAU OF HOME FURNISHINGS TECHNICAL BULLETIN #133. CARE SHOULD BE EXERCISED NEAR OPEN FLAME OR WITH BURNING CIGARETTES.

The minimum size of the label shall be 2" x 3" and the minimum size of type shall be 1/8" in length. All type shall be in capital letters.

Additionally, the intended user and head of the local fire department shall be provided with a copy of the certification required by Massachusetts Fire Prevention Regulation, 527 CMR 29.00.

- 11 MHEC contract information is available to members on the Web at www.mhec.net



Awarded Vendors and Brands

1 Adden Furniture, Inc.

Adden

2 Affordable Interior Systems

Affordable Interior Systems (AIS)

3 Agati, Inc.

Agati, Inc.

4 Allseating Corporation

Allseating, Anatome, Now Seating

5 Aram A. Kaz Company

Adelphia, American Seating, Cape, Corriander, Curtition, Delher, Flexsteel, Flex-Y-Plan, Jasper Chair, Jasper Seating JSI, Legacy Furn., Magnuson, Marvel

6 Arcadia Chair Company

Arcadia Chair Company

7 Arconas Corporation

Arconas

8 Atlantic Data Furniture, dba. Design Options

Design Options

9 August Incorporated

August

10 B Nevins Ltd.

Nevins

11 BBE Office Interiors

Artopex, HumanScale, La-Z-Boy Business, West Coast Industries

12 BioFit Engineered Products

BioFit

13 Blockhouse, Inc.

Blockhouse

14 Bretford Manufacturing, Inc.

Bretford

15 Broadway Office Interiors

CME, Global, Knoll, Kwalu, Novikoff, West Coast Industries

16 Business Interiors

Details, Metro, National Office Furniture, Steelcase, Stelter Partners

17 Butler Woodcrafters, Inc.

Butler Woodcrafters Inc.

18 Carrington Company, The

Carrington Company, Hamilton Sorter

19 Chase Décor, Inc.

American of Martinsville, Beachley, Berco, Broyhill Contract, Broyhill Upholstery, C.M.E. Caseworks, Cano Corporation, Chase Décor, Inc., Classico Seating, Dauphin, F. W. Lombard Co., Fairfield, Flex-Y-Plan, GAR Products, Glaro Products, Grosfillex, Harden Contract, Harden Hospitality, HLC (Hickory Leather), Inwood, Irwin Seating, ISE, Jasper Seating JSI, Lakeside Mfg., Lawrence Metal Products, Montisa, Nessen Lighting, New Age Industrial, Novikoff, Quaker, R.P.I., Shafer Commercial Seating, Sims Superior Seating, Southwood, Stakmore, Standard Desk, Taylor Chair, Taylor Desk, United Chair, Wildwood Lamps, Wood Goods



Awarded Vendors and Brands

20 Clarin

Clarin, Learning Systems, Universal Learning Systems

21 Colecraft Commercial Furnishings

Colecraft Commercial Furnishings

22 Columbia Manufacturing, Inc.

Columbia, Columbia

23 Comprehensive Facilities Solutions

ADI, Carolina Business Furniture, Chromcraft, Datum, EMU, Evolve Furniture Group, Howe, Izzy Design, Jasper Desk, Jolt Lighting, KFI Seating, Knap & Vogt, Knoll, Quaker, Sitmatic, Southern Aluminum, SPEC, Spec Metal Furniture, Thonet, United Receptacle

24 Concord Products Company, Inc.

Concord Products

25 Corporate Designs, Div. of Bottaro-Skolnick

Bernhardt Design, Century, Flexsteel

26 Corporate Express

Allsteel, Balt, BestRite, Brandrud, Buckstaff, Buddy Products, Bush, Carolina Business Furniture, Chromcraft, Cleator, Dataflex, Eck Adams, Eldon, Ergonomic Concepts, FireKing, Ghent, Global, Great American Art, Group Four, Gunlocke, HBF, Hirsh, Hon, Iceberg, Invincible, ISE, Kaufman Contract, Keilhauer, KwikFile, La-Z-Boy Business, Lesro, Lyon Workspace Products, Magnuson, MLP Seating, National Office Furniture, Quartet, Resilient Furniture, Rohr, Royal Seating Group, Safco, Screenflex, Sentry, SitOnIt Seating, Smart Space Solutions, Smith McDonald, Softcare, Spec, Tiffany, United Chair, United Receptacle, Versteel, Vertiflex, Virco

27 Creative Office Pavilion

Community, Dirrt, Goelst, Great Openings, Gunlocke, HAG, Helikon, Highmark, ICF, Idea @ Work, Izzy Design, Lincora, Loewenstein, Mayline, Nienkamper, Office Specialty, Paoli, Paramount Mfg., Peter Pepper Products, Unifor, Via Seating, Watson Furniture, Whitehall

28 DarRan Furniture Industries

Dar/Ran

29 DCI, Inc.

DCI

30 Donnegan Systems, Inc.

Aurora, Kardex

31 Dupont Systems

Aurora, Borroughs, DataChambers, International Filling/Barkley, Smead

32 Ecologic, Inc.

Ecologic Furniture

33 Encore Seating, Inc.

Encore Seating

34 EON Designs dba One & Co., Inc.

Eon Designs

35 Equipment Environments, Inc.

Electronic Classroom Furniture Systems, HighMark, Spec Metal Furniture

36 ERG International

ERG

37 ErgoGenesis, LLC

Bodybilt from ErgoGenesis



Awarded Vendors and Brands

38 Executive Office Concepts, Inc.

Elements of Care, EOC, InnerLink

39 Fixtures Furniture

Fixtures Furniture

40 Foliot Furniture, Inc.

Foliot Furniture

41 GF Office Furniture Ltd.

GF Office Furniture

42 Girsberger

Girsberger

43 Harter

Harter

44 Haworth, Inc.

Haworth, Lacasse

45 Herman Miller, Inc.

Geiger, Herman Miller

46 Holsag Canada

Holsag Canada

47 Humanscale Corporation

HumanScale

48 Integra, Inc.

Integra

49 Intellaspac

Intellaspac

50 Interior Concepts

Interior Concepts

51 Jack Cartwright, Inc.

Jack Cartwright

52 John Savoy & Son Inc.

Savoy

53 John Watts Associates

Arnold Group, Epic, Fixtures Furniture, Groupe Lacasse, HumanScale, Jack Cartwright, Patrician, Tayco, Thonet, Tuff Edge Tables

54 Kimball International

Kimball Office, National Office Furniture

55 KLN Steel Products Company

Dixieland Manufacturing, KLN Basic Steel, KLN Steel, Regal Manufacturing, Tupelo Manufacturing

56 Krueger International, Inc. (K.I.)

KI, KI / AGI, KI / Site Furnishings

57 Krug Inc.

Krug

58 Lexington Group, Inc.

Izzy Design, Logiflex



Awarded Vendors and Brands

59 Library Bureau

ModuForm

60 Maispace, Inc.

Maispace, Morspace

61 Markant USA, Inc. dba Markant Office Furniture

Markant

62 Maxon Furniture Inc.

Maxon

63 Mity-Lite Tables

Mity-Lite

64 Moduform, Inc.

ModuForm

65 Monitor Equipment Co., Inc.

CDF, Durand, HLF, Jasper Chair, Montel

66 Nelson Copy Supply Co., Inc.

Apex, Boston collection, Empact, Groupe Classique, Hon, Intelligent Office Furniture, OCI Contract, Office Star, Rudnick, Sunway, United Receptacle, Vintage Series

67 Neudorfer, Inc.

Neudorfer Tables

68 Neutral Posture

Neutral Posture

69 New England Woodcraft, Inc.

New England Woodcraft

70 Nightingale Corp

Nightingale

71 Nova Solutions, Inc.

Nova

72 Office Environments of New England

ABCO, American Seating, Dalite, Dauphin, Design Options, Georgia Chair, Gravity Lock, Luxor, Midwest, National, Norson, Paragon, Resilient Furniture, Schwab, Steelcase, Stelter Partners

73 Office Resources

Dar/Ran, Great Openings, HAG, Harter, ICF, Idea @ Work, Izzy Design, Keilhauer, Knoll, Loewenstein, National Office Furniture, Nienkamper, Office Specialty, Patrician, Prismatic, Tennsco, Versteel, Via Seating

74 OFI

Adjustable Shelving, Cabot Wrenn, Falcon, Great American Art, Keilhauer, Mayline, Nevers, Versteel

75 OFS Sales Corp.

First Office, OFS

76 Palmer/Snyder Furniture Co.

Palmer Snyder

77 Palmieri Furniture Ltd.

Palmieri

78 Patrician Furniture, Inc.

Patrician



Awarded Vendors and Brands

79 Peabody Office Furniture

3H, Allseating, Brandrud, CAP Library, Carolina Business Furniture, Charles Alan, Corriander, Egan Visual, Epic, Falcon, Hon, Howe, HumanScale, Intellaspace, Izzy Design, J Persing, Jack Cartwright, Keilhauer, Knoll, KwikFile, Leland, Loewenstein, Mayline, Montisa, Nevers, Nucraft, ORT, Peter Pepper Products, Prismatic, Safco, Shoto, Spec, Thonet, Tiffany, Zoom Seating

80 Pencils, Inc.

Allemuir, Allseating, Baltix, Datum, ESI Ergonomics, Gordon International, Haskell Inc., Maxon, Mayline, OFS, SitOnIt Seating, St. Timothy, Stylex

81 Pro-Quip., Inc.

Edsal, Lyon Workspace Products, Penco, Wesco

82 PSI-New England Storage Products

Directline, Estey, Penco, Tennsco

83 R. V. Leonard Co., Inc.

ABCO, ADI, Allemuir, Berco, Community, Cramer Seating, Epic, Falcon, Figuerqas, Hale, Howe, Indiana Desk, Izzy Design, Lincora, Mayline, MTS, Quaker, Southern Aluminum, Stylex, Thonet, Tuff Edge Tables, United Chair, United Receptacle, WorkRite

84 R.T. London

R.T. LONDON

85 Riverbend Furniture Company

Riverbend

86 Robert H. Lord Co., Inc.

Allied, Brodart, Fleetwood, Hon, Hussey, Jontti-Craft, National Public Seating, Novikoff, Shain Shop Bilt, Shelby Williams, Sico

87 ROI Industries

Inwood Institutional, Shoto

88 Sauder Manufacturing Co.

Sauder

89 School Furnishings, Inc.

Berco, Heidt Products

90 Sedia Systems

Sedia Systems

91 SIS-USA inc.

SIS-USA Inc

92 SitOnIt, Inc.

SitOnIt Seating

93 Smith System MFG

Smith System MFG

94 Source International Corp.

Source International

95 Spec Furniture

Spec

96 Spectrum Industries, Inc.

Spectrum Industries, Inc.

97 Standard Desk

Artopex

98 Staples Contract and Commercial Inc.

AllSeating, Anatome, Datum, Ghent, Global, Global Care, High Point Furniture Inc, Iceberg,



Awarded Vendors and Brands

Indiana Desk, Jasper Desk, Jolt Lighting, Lincora, Marvel, Maxon, Neocase, Open Plan, Paoli, Royal Products, Screenflex, Southern Aluminum, Tayco, Tuff Edge Tables, United Receptacle, Virco, Whitehall, WorkRite

99 Surface Technologies, Inc.

Surface Technologies, Inc.

100 Synsor Corporation (ShuttleSystem Division)

ShuttleMate, ShuttleSystem, ShuttleZone

101 Systematics, Inc.

DSM, Metalware, Oblique, Russ Bassett, Smead, Spacesaver, Systemec

102 This End Up Furniture

This End Up

103 Thompson Contract Inc. / Kusch+Co.

Kusch + Co., Thompson Contract

104 Toledo Furniture, Inc.

Toledo Furniture

105 Transformations Furniture

Transformations

106 Trendway Corp.

Intrinsic, Trendway

107 Tucker Library Interiors, LLC

MJ Industries, The Worden Company

108 University Loft Company

University Loft Company

109 VS America, Inc.

VS

110 W.B. Mason

Affordable Interior Systems (AIS), Allsteel, CF Group, FireKing, Gunlocke, Hon, HumanScale, KI, Mayline, National Office Furniture, Paoli, Virco

111 Wenger Corporation

Wenger

112 Workplace Resource

Aceray, Allseating, Bernhardt Design, Compatico, Cramer Seating, Dauphin, David Edward, Emu, Gordon International, Hag, Hale, Harden Contract, Hekman Contract, Indx Designs, Interna Furniture Design, Keilhauer, Marquis Seating, Seating Concepts, Inc, St. Timothy, Versteel, Vitra, Working Walls

113 Workplace Solutions

BKM Woodshop, Chromcraft, Dar/Ran, Details, Egan Visual, La-Z-Boy Business, Metro, Nemschoff, NEQW, Nevers, Patrician, Prevo, Royal Products, Steelcase, Stow & Davis, Woodlore

114 Wright Line LLC

Wright Line

115 York Street Industries

OEI / KI

116 Zoom Seating

Zoom Seating



Dealer Index

Attention Dealers: If your name appears on this list, you have been named by this manufacturer as a dealer. You will need to abide by the pricing and terms set by this manufacturer. Contact them if you have any questions.

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Meadows Office Furniture of CT	Neutral Posture	2107
Monitor Equipment	ERG International	1126
Monitor Equipment	SIS-USA inc.	2803
Monitor Equipment	Toledo Furniture, Inc.	3193
Moody & Company Office Product	ERG International	1126
Moody & Company Office Product	Neudorfer, Inc.	2074
Moody & Company Office Product	Neutral Posture	2107
Move Management	ERG International	1126
Move Management	Markant USA, Inc. dba Markant Office Furniture	1894
Move Management	Nightingale Corp	2165
Nelson Office Products	Bretford Manufacturing, Inc.	427
Nelson Office Products	Clarin	634
Nelson Office Products	Neutral Posture	2107
Nelson Office Products	Synsor Corporation (ShuttleSystem Division)	3071
New England Design Assoc	Neutral Posture	2107
New England Office Supply	Bretford Manufacturing, Inc.	427
New England Office Supply	Neutral Posture	2107
New England Seating	Clarin	634
Office Alternatives, Inc.	Neutral Posture	2107
Office Concepts	Affordable Interior Systems	52
Office Concepts	B Nevins Ltd.	290
Office Concepts	DarRan Furniture Industries	894
Office Concepts	Patrician Furniture, Inc.	2409
Office Concepts	Zoom Seating	3553
Office Depot	Kimball International	1669
Office Environments of New Engla	Affordable Interior Systems	52
Office Environments of New Engla	Arcadia Chair Company	170
Office Environments of New Engla	Arconas Corporation	201
Office Environments of New Engla	B Nevins Ltd.	290
Office Environments of New Engla	BioFit Engineered Products	367
Office Environments of New Engla	Bretford Manufacturing, Inc.	427
Office Environments of New Engla	Colecraft Commercial Furnishings	662
Office Environments of New Engla	Concord Products Company, Inc.	772
Office Environments of New Engla	EON Designs dba One & Co., Inc.	1069
Office Environments of New Engla	Executive Office Concepts, Inc.	1183
Office Environments of New Engla	Fixtures Furniture	1213



<u>Dealer Name</u>	<u>Awarded Vendor Name</u>	<u>Page</u>
Office Environments of New Engla	Girsberger	1302
Office Environments of New Engla	Jack Cartwright, Inc.	1580
Office Environments of New Engla	Kimball International	1669
Office Environments of New Engla	Neudorfer, Inc.	2074
Office Environments of New Engla	Neutral Posture	2107
Office Environments of New Engla	Nova Solutions, Inc.	2194
Office Environments of New Engla	Patrician Furniture, Inc.	2409
Office Environments of New Engla	Sauder Manufacturing Co.	2714
Office Environments of New Engla	SIS-USA inc.	2803
Office Environments of New Engla	Spec Furniture	2923
Office Environments of New Engla	Thompson Contract Inc. / Kusch+Co.	3162
Office Environments of NH	SIS-USA inc.	2803
Office Environments of Vermont	Allseating Corporation	112
Office Furniture, Inc.	B Nevins Ltd.	290
Office Furniture, Inc.	DarRan Furniture Industries	894
Office Furniture, Inc.	Harter	1331
Office Furniture, Inc.	Jack Cartwright, Inc.	1580
Office Furniture, Inc.	Neutral Posture	2107
Office Furniture, Inc.	Patrician Furniture, Inc.	2409
Office Furniture, Inc.	SIS-USA inc.	2803
Office Furniture, Inc.	Zoom Seating	3553
Office Logix	Neutral Posture	2107
Office Organix	Neutral Posture	2107
Office Resources	Fixtures Furniture	1213
Office Resources	Girsberger	1302
Office Resources	Kimball International	1669
Office Resources	Krug Inc.	1777
Office Resources	Neutral Posture	2107
Office Resources	SIS-USA inc.	2803
Office Resources	SitOnIt, Inc.	2833
Office Resources	Source International Corp.	2893
Office Resources	Thompson Contract Inc. / Kusch+Co.	3162
Office Solutions	Neutral Posture	2107
Office Source Inc.	Neutral Posture	2107
Office Supply Superstore, Inc.	Neutral Posture	2107
Office World, Inc.	Neutral Posture	2107
Office/Works	Affordable Interior Systems	52
Office/Works	Allseating Corporation	112
Office/Works	Kimball International	1669
Office/Works	Maispace, Inc.	1865
Office/Works	Maxon Furniture Inc.	1923
Office/Works	Neutral Posture	2107
OFI Contract Interiors	Affordable Interior Systems	52
OFI Contract Interiors	Allseating Corporation	112
OFI Contract Interiors	Arconas Corporation	201
OFI Contract Interiors	Bretford Manufacturing, Inc.	427
OFI Contract Interiors	EON Designs dba One & Co., Inc.	1069
OFI Contract Interiors	Executive Office Concepts, Inc.	1183
OFI Contract Interiors	Girsberger	1302
OFI Contract Interiors	Herman Miller, Inc.	1391
OFI Contract Interiors	Humanscale Corporation	1453



<u>Dealer Name</u>	<u>Awarded Vendor Name</u>	<u>Page</u>
OFI Contract Interiors	Integra, Inc.	1488
OFI Contract Interiors	Maxon Furniture Inc.	1923
OFI Contract Interiors	Nova Solutions, Inc.	2194
OFI Contract Interiors	OFS Sales Corp.	2318
OFI Contract Interiors	SitOnIt, Inc.	2833
OFI Contract Interiors	Surface Technologies, Inc.	3042
OFI Contract Interiors	Transformations Furniture	3222
Old Colony Stationary, Inc.	Allseating Corporation	112
Old Colony Stationary, Inc.	Colecraft Commercial Furnishings	662
Old Colony Stationary, Inc.	Maxon Furniture Inc.	1923
Old Colony Stationary, Inc.	SitOnIt, Inc.	2833
OM Workspace	Kimball International	1669
Peabody Office Furniture	Affordable Interior Systems	52
Peabody Office Furniture	Allseating Corporation	112
Peabody Office Furniture	Humanscale Corporation	1453
Peabody Office Furniture	Kimball International	1669
Peabody Office Furniture	Neutral Posture	2107
Peabody Office Furniture	Source International Corp.	2893
Peabody Office Furniture	Surface Technologies, Inc.	3042
Peabody Office Furniture	Transformations Furniture	3222
Pencils, Inc.	Allseating Corporation	112
Pencils, Inc.	Clarin	634
Pencils, Inc.	ERG International	1126
Pencils, Inc.	Humanscale Corporation	1453
Pencils, Inc.	Integra, Inc.	1488
Pencils, Inc.	Kimball International	1669
Pencils, Inc.	Maxon Furniture Inc.	1923
Pencils, Inc.	Neutral Posture	2107
Pencils, Inc.	OFS Sales Corp.	2318
Pencils, Inc.	SitOnIt, Inc.	2833
Pencils, Inc.	Synsor Corporation (ShuttleSystem Division)	3071
Profile Office Furniture, LLC	Neutral Posture	2107
Pro-Quip Inc.	BioFit Engineered Products	367
R. V. Leonard Co., Inc.	Maispace, Inc.	1865
Resources for Office Interiors	Affordable Interior Systems	52
RJT Educational Training Systems	Interior Concepts	1548
Robert H. Lord Company, Inc.	Atlantic Data Furniture, dba. Design Options	229
Robert H. Lord Company, Inc.	Columbia Manufacturing, Inc.	21
Robert H. Lord Company, Inc.	Markant USA, Inc. dba Markant Office Furniture	1894
Robert H. Lord Company, Inc.	Nightingale Corp	2165
Robert H. Lord Company, Inc.	Smith System MFG	2862
Robert H. Lord Company, Inc.	Standard Desk	2980
Robert H. Lord Company, Inc.	Synsor Corporation (ShuttleSystem Division)	3071
Robert H. Lord Company, Inc.	VS America, Inc.	3341
RS Wells Ent	Neutral Posture	2107
RV Leonard Company, Inc.	Arcadia Chair Company	170
RV Leonard Company, Inc.	Arconas Corporation	201
RV Leonard Company, Inc.	Atlantic Data Furniture, dba. Design Options	229
RV Leonard Company, Inc.	B Nevins Ltd.	290
RV Leonard Company, Inc.	Clarin	634
RV Leonard Company, Inc.	Columbia Manufacturing, Inc.	21



Dealer Name	Awarded Vendor Name	Page
RV Leonard Company, Inc.	Concord Products Company, Inc.	772
RV Leonard Company, Inc.	Encore Seating, Inc.	1039
RV Leonard Company, Inc.	EON Designs dba One & Co., Inc.	1069
RV Leonard Company, Inc.	Executive Office Concepts, Inc.	1183
RV Leonard Company, Inc.	GF Office Furniture Ltd.	1272
RV Leonard Company, Inc.	Harter	1331
RV Leonard Company, Inc.	Humanscale Corporation	1453
RV Leonard Company, Inc.	Integra, Inc.	1488
RV Leonard Company, Inc.	Intellaspace	1518
RV Leonard Company, Inc.	Jack Cartwright, Inc.	1580
RV Leonard Company, Inc.	Krueger International, Inc. (K.I.)	1732
RV Leonard Company, Inc.	Neudorfer, Inc.	2074
RV Leonard Company, Inc.	Nova Solutions, Inc.	2194
RV Leonard Company, Inc.	OFS Sales Corp.	2318
RV Leonard Company, Inc.	Patrician Furniture, Inc.	2409
RV Leonard Company, Inc.	Sedia Systems	2772
RV Leonard Company, Inc.	SitOnIt, Inc.	2833
RV Leonard Company, Inc.	Source International Corp.	2893
RV Leonard Company, Inc.	Spec Furniture	2923
RV Leonard Company, Inc.	Surface Technologies, Inc.	3042
RV Leonard Company, Inc.	Synsor Corporation (ShuttleSystem Division)	3071
RV Leonard Company, Inc.	Transformations Furniture	3222
RV Leonard Company, Inc.	Trendway Corp.	3253
RV Leonard Company, Inc.	Zoom Seating	3553
Sawyer Contract Interiors, Inc.	Neutral Posture	2107
Sawyer Contract Interiors, Inc.	Trendway Corp.	3253
School Furnishings, Inc.	Arcadia Chair Company	170
School Furnishings, Inc.	Atlantic Data Furniture, dba. Design Options	229
School Furnishings, Inc.	BioFit Engineered Products	367
School Furnishings, Inc.	Bretford Manufacturing, Inc.	427
School Furnishings, Inc.	Clarin	634
School Furnishings, Inc.	Encore Seating, Inc.	1039
School Furnishings, Inc.	Smith System MFG	2862
School Furnishings, Inc.	Synsor Corporation (ShuttleSystem Division)	3071
School Specialty	Bretford Manufacturing, Inc.	427
School Specialty	Interior Concepts	1548
Schoolhouse Reps.	Columbia Manufacturing, Inc.	21
Sequoia Office	Affordable Interior Systems	52
Shaw, Inc.	Neutral Posture	2107
Sheehans Office Interiors	Kimball International	1669
Sheehan's Office Interiors	SIS-USA inc.	2803
Solidus, Inc.	Kimball International	1669
Solidus, Inc.	Neudorfer, Inc.	2074
Solidus, Inc.	Trendway Corp.	3253
Spaceworks, Inc.	Haworth, Inc.	1360
Spaceworks, Inc.	Interior Concepts	1548
Spaceworks, Inc.	Neutral Posture	2107
Stamford Office Furniture	Herman Miller, Inc.	1391
Stamford Office Furniture	Neutral Posture	2107
Staples Business Advantage	Affordable Interior Systems	52
Staples Business Advantage	Allseating Corporation	112



<u>Dealer Name</u>	<u>Awarded Vendor Name</u>	<u>Page</u>
Staples Business Advantage	GF Office Furniture Ltd.	1272
Staples Business Advantage	Maxon Furniture Inc.	1923
Staples Business Advantage	Neutral Posture	2107
Strategic Workspaces	Kimball International	1669
Strategic Workspaces, LLC	Affordable Interior Systems	52
Technical Education Products	Interior Concepts	1548
The Ergo Girls, Inc.	Neutral Posture	2107
The Tucker Company	Sauder Manufacturing Co.	2714
Total Office Interiors, Inc.	Neutral Posture	2107
Transco Office Solutions	Allseating Corporation	112
Transco Office Solutions	Neudorfer, Inc.	2074
Transfer Enterprises	Intellaspace	1518
Troxell Communications, Inc.	Smith System MFG	2862
Union Office Interiors	GF Office Furniture Ltd.	1272
Union Office Interiors	Kimball International	1669
Valley Communications	Bretford Manufacturing, Inc.	427
Village Office supply/Kontour, Inc.	Neutral Posture	2107
VWR International	Interior Concepts	1548
VWR Scientific	BioFit Engineered Products	367
W.B. Mason	Affordable Interior Systems	52
W.B. Mason	Colecraft Commercial Furnishings	662
W.B. Mason	Humanscale Corporation	1453
W.B. Mason	Krueger International, Inc. (K.I.)	1732
W.B. Mason	Neudorfer, Inc.	2074
W.B. Mason	Neutral Posture	2107
W.B. Mason	Source International Corp.	2893
W.B. Mason	Standard Desk	2980
Westlake Holdings, Inc.	Neutral Posture	2107
Workplace Interiors	Neutral Posture	2107
Workplace Resource	Affordable Interior Systems	52
Workplace Resource	Allseating Corporation	112
Workplace Resource	Arconas Corporation	201
Workplace Resource	Executive Office Concepts, Inc.	1183
Workplace Resource	Humanscale Corporation	1453
Workplace Resource	Krug Inc.	1777
Workplace Resource	Neudorfer, Inc.	2074
Workplace Resource	Sauder Manufacturing Co.	2714
Workplace Resource	Source International Corp.	2893
Workplace Resource	Thompson Contract Inc. / Kusch+Co.	3162
Workplace Solutions	Fixtures Furniture	1213
Workplace Solutions	Kimball International	1669
Workplace Solutions	Krug Inc.	1777
Workplace Solutions	Sauder Manufacturing Co.	2714
Workplace Solutions	SIS-USA inc.	2803
Wyndham Corporate Interiors	Neutral Posture	2107
Wyndham Corporate Interiors	SIS-USA inc.	2803



Warranty Key

0	1 Year
1	1 Year against Defects; 10 Year Frames
2	1 Year Limited
3	1 Year top 3 Year Legs
4	10 Year
5	10 Year - Hard Plastic
6	10 Year Frame, 3 Year Fabric
7	10 Year less 5 Year on gas cylinder
8	10 Year less 5 Year on motor
9	10 Year Limited
:	10 Year standard use - 5 Year for 24/7
;	10 Year Structural Frame
<	10 Year, 5 year versus rust
=	10 Year; lifetime on drawers
>	10 Year; Lifetime Steel
?	10 Year; Lifetime Welds
@	10 Year-cylinders 2 Year
A	10 Year-Hard Plastic,5 Year-Soft Plastic
B	10Year Understruct, 5Year Plast,see web
C	10Year-Metal,1Year-Electrical,1Year-Tops
D	10Yr-Hard Plas,5Yr-Soft Plas,2Yr Pneum.
E	11 Year
F	11 Year; lifetime on drawers
G	1-10 Year
H	12 Year
I	12 Year/ 3-Shift
J	12 Year; lifetime on drawers
K	13 Year
L	13 Year- Lifetime on Cylinder
M	15 Year
N	15 Year, Lifetime on welds
O	2 Year
P	2 Year Limited
Q	20 Year
R	25 Year
S	25Y-Steel10Y-Lamin. Life-DrawerParts
T	3 Year
U	30 Year
V	30 Year-Except Tops & Electrical -1 Year
W	30 Year-Limited
X	35 Year - Frame and Foam
Y	5 Year
Z	5 Year - Directories; Cases - 1 Year
[5 Year- Ballasts
\	5 Year Limited
]	5 Year Parts Only
^	5 Year to Lifetime/Parts Only
_	5 Year, lifetime on leg attachment
`	5 Year,1 Year Fabric & Fully Upholstered
a	5 Year-24 x 7
b	50 Year-Porcelain
c	6 Months
d	6 Year



e	60 day on manufacturer defects
f	7 Year
g	8 Year
h	8 Year; lifetime on drawers
i	9 Year
j	90 Days
k	Company warrants to original owner
l	Lifetime
m	Lifetime except COM
n	Lifetime except fabric
o	Lifetime less 5 Year on fabric and foam
p	Lifetime Limited
q	Lifetime, Cooper Series 10 Year
r	Lifetime-5Year foam,fabric&Thermoplastic
s	Lifetime-Not ActivTable&LadbackChair-5Yr
t	Lifetime-Worksurf.,Lift Col.&Elec.-5Year
u	Limited
v	LimitedLifetime-5Yr Motor,AutoGas Cylind
w	None
x	Retrofit Kits 10 year, FPA 1 year
y	See Price List
z	See Website for Details
{	Varies by Product



22 Columbia Manufacturing, Inc.

<u>Address</u>	One Cycle Street Westfield, MA 01086	<u>Contact</u>	Don Bieker
<u>Email</u>	dbieker@columbiamfginc.com	<u>Phone</u>	413-562-3664 x147
<u>Web</u>	www.furniture.columbiamfginc.com	<u>Tollfree</u>	
		<u>Fax</u>	413-568-5345
		<u>FEI #</u>	04-3171783

Return Policy No return policy. Full warranty applies.
Major Credit Cards M/C, Visa; 3% surcharge
Delivery 60 Days
Cash Terms Net 30 Days
Offer Extended Offer IS extended to Faculty, Staff & Students
FOB Destination
Freight Included
Minimum Order None
Additional Terms Reference MHEC contract MC07-C07 on all quotes or PO's

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
CT				
MA				
ME				
NH				
RI				
VT				

Dealers

Ray Neissing
 Comprehensive Facilities Solutions
 363 Plantation Street
 Worcester, MA 01605
 Phone: 508-754-0060
 Fax: 508-798-4020
 Email: ray@comfacs.com
 MA

Dealers

Robert Romay
 Robert H. Lord Company, Inc.
 220 Chapel Street
 Manchester, CT 06040
 Phone: 860-645-8700
 Fax: 860-645-9100
 Email: robromay@roberthlord.com
 CT, MA, RI

Dealers

Maryanne Leonard
 RV Leonard Company, Inc.
 1362 Washington Street
 Weymouth, MA 02189
 Phone: 781-331-4440
 Fax: 781-331-4086
 Email: maryanne@rvleonard.com
 MA, RI

Dealers

Bill Ethier or John Kane
 Schoolhouse Reps.
 55 Middlesex Street
 North Chelmsford, MA 01863
 Phone: 978-251-1560
 Fax: 978-251-1561
 Email: ethier@kynd.net
 ME, NH, VT

Brand: **Columbia**

Computer Furniture EntBrd- Y-Accessories-Modesty Panel
 Computer Furniture EntBrd- Y-Accessories-Modesty Panel

Warranty

- TG- 40% D&I- 35% - Discount Tier \$0-\$2.5K
- TG- 42% D&I- 37% - Discount Tier \$2.5K-\$15K



Contract # MC07-C07

01/01/2007 through 12/31/2008

Columbia Manufacturing, Inc.

Brand: Columbia

Warranty

Computer Furniture	EntBrd- Y-Accessories-Modesty Panel	O	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Computer Furniture	EntBrd- Y-Accessories-Modesty Panel	O	TG- 50% D&I- 45% - Discount	Tier >\$35K
Computer Furniture	EntBrd- Y-Accessories-Power Pilon	j	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Computer Furniture	EntBrd- Y-Accessories-Power Pilon	j	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Computer Furniture	EntBrd- Y-Accessories-Power Pilon	j	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Computer Furniture	EntBrd- Y-Accessories-Power Pilon	j	TG- 50% D&I- 45% - Discount	Tier >\$35K
Computer Furniture	EntBrd- Y-Accessories-Printer Stand, Cpu Holder	O	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Computer Furniture	EntBrd- Y-Accessories-Printer Stand, Cpu Holder	O	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Computer Furniture	EntBrd- Y-Accessories-Printer Stand, Cpu Holder	O	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Computer Furniture	EntBrd- Y-Accessories-Printer Stand, Cpu Holder	O	TG- 50% D&I- 45% - Discount	Tier >\$35K
Computer Furniture	EntBrd- Y-Workstations-Adjustable, Fixed	O	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Computer Furniture	EntBrd- Y-Workstations-Adjustable, Fixed	O	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Computer Furniture	EntBrd- Y-Workstations-Adjustable, Fixed	O	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Computer Furniture	EntBrd- Y-Workstations-Adjustable, Fixed	O	TG- 50% D&I- 45% - Discount	Tier >\$35K
Desks/Office Furniture	EntBrd- Y-Freestanding-Lift Lid-Fixed, Lift Lid-Adjus	5	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Desks/Office Furniture	EntBrd- Y-Freestanding-Lift Lid-Fixed, Lift Lid-Adjus	5	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Desks/Office Furniture	EntBrd- Y-Freestanding-Lift Lid-Fixed, Lift Lid-Adjus	5	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Desks/Office Furniture	EntBrd- Y-Freestanding-Lift Lid-Fixed, Lift Lid-Adjus	5	TG- 50% D&I- 45% - Discount	Tier >\$35K
Desks/Office Furniture	EntBrd- Y-Freestanding-Open Front-Fixed, Open Front-A	5	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Desks/Office Furniture	EntBrd- Y-Freestanding-Open Front-Fixed, Open Front-A	5	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Desks/Office Furniture	EntBrd- Y-Freestanding-Open Front-Fixed, Open Front-A	5	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Desks/Office Furniture	EntBrd- Y-Freestanding-Open Front-Fixed, Open Front-A	5	TG- 50% D&I- 45% - Discount	Tier >\$35K
Desks/Office Furniture	EntBrd- Y-Roll Away Pedestal-Teachers-Single Ped	p	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Desks/Office Furniture	EntBrd- Y-Roll Away Pedestal-Teachers-Single Ped	p	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Desks/Office Furniture	EntBrd- Y-Roll Away Pedestal-Teachers-Single Ped	p	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Desks/Office Furniture	EntBrd- Y-Roll Away Pedestal-Teachers-Single Ped	p	TG- 50% D&I- 45% - Discount	Tier >\$35K
Desks/Office Furniture	EntBrd- Y-Study-Top-Fixed, Study Top-Adjustable	5	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Desks/Office Furniture	EntBrd- Y-Study-Top-Fixed, Study Top-Adjustable	5	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Desks/Office Furniture	EntBrd- Y-Study-Top-Fixed, Study Top-Adjustable	5	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Desks/Office Furniture	EntBrd- Y-Study-Top-Fixed, Study Top-Adjustable	5	TG- 50% D&I- 45% - Discount	Tier >\$35K
Desks/Office Furniture	EntBrd- Y-Study-Wheelchair Accessible, Top Pede	5	TG- 50% D&I- 45% - Discount	Tier >\$35K
Desks/Office Furniture	EntBrd- Y-Study-Wheelchair Accessible, Top Pede	5	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Desks/Office Furniture	EntBrd- Y-Study-Wheelchair Accessible, Top Pede	5	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Desks/Office Furniture	EntBrd- Y-Study-Wheelchair Accessible, Top Pede	5	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
File Cabinets	EntBrd- Y-Pedestals-2-Drawer File Cabinet	Y	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
File Cabinets	EntBrd- Y-Pedestals-2-Drawer File Cabinet	Y	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K



Contract # MC07-C07

01/01/2007 through 12/31/2008

Columbia Manufacturing, Inc.

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Brand: Columbia

Warranty

File Cabinets	EntBrd- Y-Pedestals-2-Drawer File Cabinet	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
File Cabinets	EntBrd- Y-Pedestals-2-Drawer File Cabinet	Y	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating	EntBrd- Y-Chairs-Desk-Combo's, Tablets	A	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Seating	EntBrd- Y-Chairs-Desk-Combo's, Tablets	A	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Seating	EntBrd- Y-Chairs-Desk-Combo's, Tablets	A	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating	EntBrd- Y-Chairs-Desk-Combo's, Tablets	A	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating	EntBrd- Y-Chairs-Gang Seating-Folding	Y	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Seating	EntBrd- Y-Chairs-Gang Seating-Folding	Y	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Seating	EntBrd- Y-Chairs-Gang Seating-Folding	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating	EntBrd- Y-Chairs-Gang Seating-Folding	Y	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating	EntBrd- Y-Chairs-Music-Upholstered, Non-Upholstered	Y	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Seating	EntBrd- Y-Chairs-Music-Upholstered, Non-Upholstered	Y	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Seating	EntBrd- Y-Chairs-Music-Upholstered, Non-Upholstered	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating	EntBrd- Y-Chairs-Music-Upholstered, Non-Upholstered	Y	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating	EntBrd- Y-Chairs-Stacking-Wire Stacker	Y	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Seating	EntBrd- Y-Chairs-Stacking-Wire Stacker	Y	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Seating	EntBrd- Y-Chairs-Stacking-Wire Stacker	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating	EntBrd- Y-Chairs-Stacking-Wire Stacker	Y	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating	EntBrd- Y-Chairs-Task-Computer, Lab Chair (Pneumatic)	A	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Seating	EntBrd- Y-Chairs-Task-Computer, Lab Chair (Pneumatic)	A	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Seating	EntBrd- Y-Chairs-Task-Computer, Lab Chair (Pneumatic)	A	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating	EntBrd- Y-Chairs-Task-Computer, Lab Chair (Pneumatic)	D	TG- 50% D&I- 45% - Discount	Tier >\$35K
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Seating	EntBrd- Y-Stools-Adjustable Lab	A	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating	EntBrd- Y-Stools-Adjustable Lab	A	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating-Accessories	EntBrd- Y-Casters,Dura-Fold	Y	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
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Seating-Accessories	EntBrd- Y-Casters,Dura-Fold	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating-Accessories	EntBrd- Y-Casters,Dura-Fold	Y	TG- 50% D&I- 45% - Discount	Tier >\$35K
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Seating-Accessories	EntBrd- Y-Casters,Folding Chair	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
Seating-Accessories	EntBrd- Y-Casters,Folding Chair	Y	TG- 50% D&I- 45% - Discount	Tier >\$35K
Seating-Classroom	EntBrd- Y-Chairs-Classic Comfort Series	Y	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
Seating-Classroom	EntBrd- Y-Chairs-Classic Comfort Series	Y	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
Seating-Classroom	EntBrd- Y-Chairs-Classic Comfort Series	Y	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K



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Warranty

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Seating-Classroom	EntBrd- Y-Chairs-Sled Base-All Purpose-Super St	A	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
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Tables	EntBrd- Y-Adjustable Height-Rectangle, Round, Square	O	TG- 40% D&I- 35% - Discount	Tier \$0-\$2.5K
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Tables	EntBrd- Y-Adjustable Height-Rectangle, Round, Square	O	TG- 45% D&I- 40% - Discount	Tier \$15K-\$35K
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Tables	EntBrd- Y-Fixed-Round, Folding, Allure	O	TG- 42% D&I- 37% - Discount	Tier \$2.5K-\$15K
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