

School District of Lee County
 Department of Procurement Services
 2855 Colonial Blvd.
 Fort Myers, FL 33966

**REVISED
 BID TABULATION**

**Furniture - Classroom, Office and
 Specialty**
 ITB No. B247488DG
 Open Date: August 13, 2024 2:00 PM
 Revised January 23, 2025

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Cafeteria	Ernie Morris Enterprises, Inc	Yes	Amtab	40.00%	39.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Cafeteria	Ernie Morris Enterprises, Inc	Yes	National Public Seating	44.00%	42.00%	39.00%	negotiable 100k+	30-45 Days ARO	
Cafeteria	Ernie Morris Enterprises, Inc	Yes	Plymold	31.00%	26.00%	20.00%	negotiable 100k+	30-45 Days ARO	
Cafeteria	Hertz Furniture Systems, LLC	Yes	Academia	64.70%	59.00%	59.00%	\$10,000+ (1-5%)	1-5 weeks (depends on time of year)	
Cafeteria	Hertz Furniture Systems, LLC	Yes	NPS	43.90%	34.40%	34.40%	\$10,000+ (1-5%)	1-10 weeks	
Cafeteria	Hertz Furniture Systems, LLC	Yes	Palmer Hamilton	37.60%	27.20%	27.20%	\$10,000+ (1-5%)	2-10 weeks	
Cafeteria	Krueger International, Inc.	Yes	Athens Tables	50.00%	42.00%	42.00%	Yes	8 Weeks	**All products include balance of line within each price list.
Cafeteria	Krueger International, Inc.	Yes	CafeWay Cafeteria Tables	50.00%	42.00%	42.00%	Yes	10 Weeks	** All products can be used across several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Pillar Tables	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Serenade Gathering Tables	50.00%	42.00%	42.00%	Yes	9 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Tattoo Tables	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Tributaire Café Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Uniframe Cafeteria Tables	50.00%	42.00%	42.00%	Yes	8 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Apply Seating	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Calida Seating	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Doni Seating	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Grazie Seating	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Intellect Wave Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Katera Seating	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	LimeLite Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Opt4 Seating	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Ruckus Seating	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Strive Seating	50.00%	42.00%	42.00%	Yes	7 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Hub Modular Seating	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	MyPlace Lounge Seating	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Tattoo Slim Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Cafeteria	Krueger International, Inc.	Yes	Cogni Collection	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories. Shipments beginning in May, 2025.

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Cafeteria	Meteor Education, LLC	Yes	AmTab Manufacturing Corporation - Balance of Line	46.00%	44.00%	39.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	6-16 Weeks	Doesn't include graphis, which is priced on a separate line.
Cafeteria	Meteor Education, LLC	Yes	AmTab Manufacturing Corporation - Graphics	46.00%	44.00%	30.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	12-16 Weeks	
Cafeteria	Meteor Education, LLC	Yes	Sico America	9.00%	5.00%	Price List + 3.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	6-16 Weeks	
Cafeteria	School Outfitters	Yes	AmTab	55.00%	55.00%	15.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Cafeteria	School Outfitters	Yes	Learniture	45.00%	45.00%	15.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Cafeteria	School Outfitters	Yes	Midwest Folding Products	38.00%	38.00%	15.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Cafeteria	School Outfitters	Yes	National Public Seating	48.00%	48.00%	15.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Cafeteria	School Outfitters	Yes	Palmer Hamilton	40.00%	40.00%	15.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Cafeteria	School Specialty, LLC	Yes	Sico	39.00%	39.00%	31.00%	N/A	2-4 Weeks	
Cafeteria	School Specialty, LLC	Yes	Palmer Hamilton	41.00%	41.00%	33.00%	N/A	2-4 Weeks	

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Cafeteria	Schoolhouse Products	Yes	Palmer Hamilton	45.00%	39.00%	33.00%	Up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Cafeteria	Universal Seating Company	Yes	Food Court Design Group			25.10%	See attached additional quantity discount sheet	7-10 weeks	
Cafeteria	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	
Classroom	Ernie Morris Enterprises, Inc	Yes	Alumni	59.00%	55.00%	49.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	ArtcoBell	59.00%	55.00%	50.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	MooreCo. (BALT)	44.00%	42.00%	38.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Clarus	15.00%	12.00%	8.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Copernicus	12.00%	10.00%	5.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Flagship Carpets	12.00%	10.00%	5.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Fleetwood	41.00%	38.00%	34.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	JontiCraft	8.00%	6.00%	2.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Sandusky	45.00%	41.00%	36.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	VS	9.00%	6.00%	4.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Ghent	38.00%	30.00%	26.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	WB Manufacturing	36.00%	32.00%	18.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Wood Designs	25.00%	18.00%	14.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Ernie Morris Enterprises, Inc	Yes	Haskell	45.00%	36.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Classroom	Hertz Furniture Systems, LLC	Yes	Academia	64.70%	59.00%	59.00%	\$10,000+ (1-5%)	1-5 weeks (depends on time of year)	
Classroom	Hertz Furniture Systems, LLC	Yes	Ghent	39.70%	29.30%	28.20%	\$10,000+ (1-5%)	Ghent: 10 work days; Waddell: 90 days	
Classroom	Hertz Furniture Systems, LLC	Yes	Global Furniture	52.40%	42.90%	42.90%	\$10,000+ (1-5%)	Varies by product	
Classroom	Hertz Furniture Systems, LLC	Yes	Global Furniture OTG	52.80%	43.40%	43.40%	\$10,000+ (1-5%)	Varies by product	
Classroom	Hertz Furniture Systems, LLC	Yes	Jonti-Craft	3.70%	Add 6.2%	Add 6.2%		10-21 days	Product line: Jonti-Craft, Rainbow Accents, MapleWave, KYDZSuite, YoungTime
Classroom	Hertz Furniture Systems, LLC	Yes	Jonti-Craft	21.60%	9.40%	9.40%	\$10,000+ (1-5%)	10-21 days	Product line: Berries Tables & Chairs
Classroom	Hertz Furniture Systems, LLC	Yes	Joy Carpets	10.30%	0.40%	0.40%	\$10,000+ (1-5%)	3-14 days (varies by season)	
Classroom	Hertz Furniture Systems, LLC	Yes	Marco Group	33.00%	22.00%	22.00%	\$10,000+ (1-5%)	Quick Ship: 48-72 hrs; Non Quick Ship: 2-10 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	MooreCo	32.80%	21.60%	21.60%	\$10,000+ (1-5%)	Quick Ship: 7-15 work days; Non Quick Ship: 4-8 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	NPS	43.90%	34.40%	34.40%	\$10,000+ (1-5%)	1-10 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	Palmer Hamilton	37.60%	27.20%	27.20%	\$10,000+ (1-5%)	2-10 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	Paragon	41.20%	30.90%	30.90%	\$10,000+ (1-5%)	6-10 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	Russwood	53.00%	45.30%	45.30%	\$10,000+ (1-5%)	4-8 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	Steel Cabinets USA	34.10%	23.90%	23.90%	\$10,000+ (1-5%)	3-4 weeks	
Classroom	Hertz Furniture Systems, LLC	Yes	Wood Designs	22.60%	8.80%	8.80%	\$10,000+ (1-5%)	1-6 weeks	
Classroom	Kaplan Early Learning Co.	Yes	Kaplan Manufacturing	Varies	Free inside delivery on orders over \$1,000; Orders under \$1,000 will be charged a flat fee of \$45.00 per shipping location	15.00%	See enclosed "K-Truck Delivery and Delivery Assistance" Policy	7-10 business days ARO for in-stock items; 2-6 weeks ARO for drop ship items; backorders normally ship within 30 business days ARO	Discount applied to orders of \$1,000 or more on current list pricing in effect at time of order. Some exclusions apply - See enclosed "Exclusions From Our Offer" statement.
Classroom	Krueger International, Inc.	Yes	Instruct Desks	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.

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Classroom	Krueger International, Inc.	Yes	Intellect Wave Classroom	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Ruckus Classroom	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Imaginasium Collection	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Learn2 Seating	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Ricochet Stool	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Intellect Activity Tables	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Stout Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Pirouette Tables	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Cheevo Esports Chair	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Nav Esports Chair	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type categories.
Classroom	Krueger International, Inc.	Yes	Cogni Collection	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories. Shipments beginning May, 2025.
Classroom	Lakeshore Learning Materials, LLC	Yes	Lakeshore Learning Materials, LLC	5.00%	5.00%	*5%	N/A	7-21 Business Days ARO	See notes on vendor information sheet.
Classroom	Meteor Education, LLC	Yes	Carpets for Kids	16.00%	12.00%	4.50%	Price List + 3.0%	1-4 Weeks	
Classroom	Meteor Education, LLC	Yes	CEF	6.50%	2.50%	Price List + 5.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	4-8 Weeks	
Classroom	Meteor Education, LLC	Yes	Children's Factory (The Children's Factory)	Price List + 9%	Price List + 13.5%	Price List + 23.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	3-5 Weeks	
Classroom	Meteor Education, LLC	Yes	Claridge	22.00%	18.50%	12.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	8-12 Weeks	
Classroom	Meteor Education, LLC	Yes	Copernicus Educational Products	Price List + 3.0%	Price List + 7.5%	Price List + 17.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-2 Weeks	

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Classroom	Meteor Education, LLC	Yes	FomCore	26.50%	23.50%	18.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	4-5 Weeks	
Classroom	Meteor Education, LLC	Yes	Gratnells	11.50%	7.50%	0.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2 Weeks	
Classroom	Meteor Education, LLC	Yes	Jonti-Craft - Balance of Line	Price List + 2.0%	Price List + 6.5%	Price List + 16.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2-8 Weeks	Doesn't include Berries Line, which is priced on a separate line.
Classroom	Meteor Education, LLC	Yes	Jonti-Craft - Berries Line	14.50%	11.00%	3.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2-5 Weeks	
Classroom	Meteor Education, LLC	Yes	MiEN Company, Inc	Price List + 9.0%	Price List + 13.5%	Price List + 22.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-8 Weeks	
Classroom	Meteor Education, LLC	Yes	Scholar Craft	45.50%	43.00%	38.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	5-12 Weeks	
Classroom	Meteor Education, LLC	Yes	Smith System	14.50%	10.50%	3.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2-12 Weeks	
Classroom	Meteor Education, LLC	Yes	VS America	36.00%	33.00%	27.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2-16 Weeks	
Classroom	Meteor Education, LLC	Yes	WB Manufacturing - Balance of Line	43.50%	41.00%	36.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	6-14 Weeks	Doesn't include Casework, which is priced on a separate line.

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Classroom	Meteor Education, LLC	Yes	WB Manufacturing - Casework	38.50%	36.50%	31.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	6-14 Weeks	
Classroom	School Outfitters	Yes	Balt	42.00%	42.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Best-Rite Manufacturing	42.00%	42.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	ChildBrite	20.00%	20.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Children's Factory LLC	30.00%	30.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Copernicus Educational Products	32.00%	32.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Flagship Carpets	20.00%	20.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Frog Furnishings	5.00%	5.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	

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Classroom	School Outfitters	Yes	Ghent	45.00%	45.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Hann Manufacturing	25.00%	25.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Jonti-Craft	25.00%	25.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Joy Carpets & Co	15.00%	15.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	KFI Seating	50.00%	50.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	KI	35.00%	35.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Learniture	60.00%	60.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Lifetime Products	10.00%	10.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	

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Classroom	School Outfitters	Yes	Norwood	55.00%	55.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Paragon Furniture	45.00%	45.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Smirthwaite USA LLC	28.00%	28.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Southern Aluminum	35.00%	35.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Special Tomato	53.00%	53.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Sprogs	55.00%	55.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Stevens Industries	25.00%	25.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	TFH Special Needs Toys	10.00%	10.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Excludes swings.

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Classroom	School Outfitters	Yes	Waddell	40.00%	40.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Whitney Brothers	25.00%	25.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Outfitters	Yes	Winholt Equipment	40.00%	40.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Classroom	School Specialty, LLC	Yes	Classroom Select	73.00%	73.00%	69.00%	N/A	2-4 Weeks	Also for media, office, science, & misc
Classroom	School Specialty, LLC	Yes	Childcraft	73.00%	73.00%	69.00%	N/A	2-4 Weeks	Misc.
Classroom	School Specialty, LLC	Yes	WB	62.00%	62.00%	55.00%	N/A	2-4 Weeks	Science, Media
Classroom	School Specialty, LLC	Yes	AIS - LEO	46.00%	46.00%	40.00%	N/A	2-4 Weeks	Office, Media
Classroom	School Specialty, LLC	Yes	Mooreco	44.00%	44.00%	36.00%	N/A	2-4 Weeks	Office, Media
Classroom	School Specialty, LLC	Yes	NPS (National Public Seating)	47.00%	47.00%	40.00%	N/A	2-4 Weeks	Office, Science
Classroom	School Specialty, LLC	Yes	Fleetwood	33.00%	33.00%	23.00%	N/A	2-4 Weeks	Media, Office
Classroom	School Specialty, LLC	Yes	Smith System	32.00%	32.00%	22.00%	N/A	2-4 Weeks	Office, Media
Classroom	School Specialty, LLC	Yes	Haskell	36.00%	36.00%	30.00%	N/A	2-4 Weeks	
Classroom	Schoolhouse Products	Yes	Allied	61.00%	60.00%	34.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	CEF Inc	32.00%	30.00%	25.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	Fleetwood	32.00%	30.00%	25.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	Haskell Education	47.00%	44.00%	38.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	Jonti Craft	15.00%	10.00%	5.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	Mooreco	40.00%	35.00%	28.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Classroom	Schoolhouse Products	Yes	Paragon	38.00%	32.00%	26.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	Scholar Craft	50.00%	44.00%	38.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	Smith System	38.00%	32.00%	30.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	VS America	20.00%	17.00%	13.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Schoolhouse Products	Yes	WB Manufacturing	50.00%	44.00%	38.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Classroom	Signature School Products	Yes	Columbia	48.80%	41.80%	38.80%	NA	varies	
Classroom	Signature School Products	Yes	Mien	42.00%	32.00%	29.50%	NA	varies	
Classroom	Signature School Products	Yes	Smith System	48.57%	39.57%	35.71%	NA	varies	
Classroom	Signature School Products	Yes	Whitney Brothers	42.80%	34.55%	31.80%	NA	varies	
Classroom	Signature School Products	Yes	Wood Designs	13.60%	0.10%	0.10%	NA	varies	
Classroom	United Data Technologies	Yes	Custom Educational Furnishings (CEF)	40.00%	38.00%	35.00%	N/A	7-21 Days	See notes on vendor information sheet.
Classroom	United Data Technologies	Yes	Spectrum Industries	46.00%	42.00%	38.00%	N/A	7-21 Days	See notes on vendor information sheet.
Classroom	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	
Classroom	Wenger Corporation	Yes	Wenger Corporation	* +25% or less for Shipping & Handling Tailgate	* +30% or less for Shipping & Handling 2 person Inside Delivery No Installation	* +35% or less for Wenger Delivery *+35% or less for Installation	5% Or Maximum Quantity break Volume Price	30-45 Days ARO	See notes on vendor information sheet.
Media	Ernie Morris Enterprises, Inc	Yes	Brodart	47.00%	40.00%	35.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	Corilam	45.00%	40.00%	36.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	FOMCORE	45.00%	41.00%	36.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	Gressco	22.00%	18.00%	14.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	KFI	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	Moduform	8.00%	6.00%	4.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	Tenjam	40.00%	38.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	Paul Brayton*	44.00%	40.00%	35.00%	negotiable 100k+	30-45 Days ARO	
Media	Ernie Morris Enterprises, Inc	Yes	Sepia*	15.00%	10.00%	5.00%	negotiable 100k+	30-45 Days ARO	
Media	Hertz Furniture Systems, LLC	Yes	Academia	64.70%	59.00%	59.00%	\$10,000+ (1-5%)	1-5 weeks (depends on time of year)	
Media	Hertz Furniture Systems, LLC	Yes	Joy Carpets	10.30%	0.40%	0.40%	\$10,000+ (1-5%)	10-21 days (varies by season)	
Media	Hertz Furniture Systems, LLC	Yes	MooreCo	32.80%	21.60%	21.60%	\$10,000+ (1-5%)	Quick Ship: 7-15 work days; Non Quick Ship: 4-8 weeks	
Media	Hertz Furniture Systems, LLC	Yes	NPS	43.90%	34.40%	34.40%	\$10,000+ (1-5%)	1-10 weeks	
Media	Hertz Furniture Systems, LLC	Yes	Palmer Hamilton-PhabLab	30.00%	30.00%	30.00%		Varies	
Media	Hertz Furniture Systems, LLC	Yes	Paragon	41.20%	30.90%	30.90%	\$10,000+ (1-5%)	6-10 weeks	
Media	Hertz Furniture Systems, LLC	Yes	Russwood	53.00%	45.30%	45.30%	\$10,000+ (1-5%)	4-8 weeks	

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Media	Krueger International, Inc.	Yes	Backbone Media Platform	50.00%	42.00%	42.00%	Yes	8 Weeks	Can be used in several furniture type categories.
Media	Krueger International, Inc.	Yes	Connection Zone Benching	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Media	Krueger International, Inc.	Yes	DataLink Table System	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Media	Krueger International, Inc.	Yes	InTandem Table System	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.
Media	Krueger International, Inc.	Yes	Smart Lift Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Media	Lakeshore Learning Materials, LLC	Yes	Lakeshore Learning Materials, LLC	5.00%	5.00%	*5%	N/A	7-21 Business Days ARO	See notes on vendor information sheet.
Media	Meteor Education, LLC	Yes	Mediatechnologies	26.00%	23.00%	17.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).		
Media	Meteor Education, LLC	Yes	Safco	31.50%	28.50%	22.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).		
Media	School Outfitters	Yes	Intensa, Inc	36.00%	36.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Media	School Specialty, LLC	Yes	Copernicus	28.00%	28.00%	22.00%	N/A	2-4 Weeks	Classroom, Misc.
Media	Schoolhouse Products	Yes	Fomcore	48.00%	42.00%	40.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Media	Schoolhouse Products	Yes	Mien Company	40.00%	35.00%	32.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Media	Schoolhouse Products	Yes	Tesco	35.00%	30.00%	25.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Media	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Carpets For Kids	12.00%	10.00%	5.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Claridge	25.00%	20.00%	12.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	COE Distributing	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Cortek	18.00%	16.00%	3.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Cramer	38.00%	35.00%	29.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	ES Robbins	40.00%	33.00%	18.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Fellows	40.00%	36.00%	29.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Flash Furniture	30.00%	26.00%	22.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Iceburg	29.00%	26.00%	18.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Loftwall	15.00%	12.00%	8.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Magnuson Group	32.00%	29.00%	24.00%	negotiable 100k+	30-45 Days ARO	

School District of Lee County
 Department of Procurement Services
 2855 Colonial Blvd.
 Fort Myers, FL 33966

**REVISED
 BID TABULATION**

Furniture - Classroom, Office and
 Specialty
 ITB No. B247488DG
 Open Date: August 13, 2024 2:00 PM
 Revised January 23, 2025

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	SafCo	25.00%	22.00%	16.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Screenflex	12.00%	8.00%	4.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	ShelbyWilliams	12.00%	8.00%	5.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	SmithCarrell	14.00%	12.00%	6.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Spec Seats	18.00%	16.00%	12.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Surface Works	38.00%	35.00%	26.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Trinity	40.00%	36.00%	30.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Waddell	38.00%	30.00%	26.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Whitney Bros.	18.00%	14.00%	9.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Merge Works	38.00%	35.00%	29.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Enwork	36.00%	32.00%	24.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Ernie Morris Enterprises, Inc	Yes	Tennsco	38.00%	31.00%	16.00%	negotiable 100k+	30-45 Days ARO	
Miscellaneous	Krueger International, Inc.	Yes	RoomScape Residence Hall Furniture	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	CrossRoads Library Furniture	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	WiggleRoom Pods	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	LimeLite Nesting Chair	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Strive Nesting Chair	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Torsion on the GO! Nesting Chair	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Torsion Air Nesting Chair	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Affina Collection	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Calida Lounge Chairs	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Gladly Lounge Chair	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Jessa Lounge seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Jubilee Lounge Seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Lyra Lounge Seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Sela Lounge Seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Soltice Collection	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Soltice Metal Collection	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Sonrisa Lounge Seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Sway Lounge Seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Zoetry Collection	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	MyWay Lounge Seating	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Kurv Bench	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	600 Series Folding Chairs	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	ValueLite Folding Chairs	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	C-Table personal Worksurface	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	Flex Occasional Tables	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	DuraLite Indoor Folding Tables	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Krueger International, Inc.	Yes	ValueLite Indoor Folding Tables	50.00%	42.00%	42.00%	Yes		
Miscellaneous	Lakeshore Learning Materials, LLC	Yes	Lakeshore Learning Materials, LLC	5.00%	5.00%	*5%	N/A	7-21 Business Days ARO	See notes on vendor information sheet.
Miscellaneous	Meteor Education, LLC	Yes	AWT World Trade	13.50%	10.00%	2.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	10-12 Weeks	
Miscellaneous	Meteor Education, LLC	Yes	Bretford	9.00%	5.00%	Price List + 3.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	4-12 Weeks	

School District of Lee County
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REVISED BID TABULATION

Furniture - Classroom, Office and
 Specialty
 ITB No. B247488DG
 Open Date: August 13, 2024 2:00 PM
 Revised January 23, 2025

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Miscellaneous	Meteor Education, LLC	Yes	BuzziSpace	0.00%	Price List + 4.0%	Price List + 12.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	4-12 Weeks	
Miscellaneous	Meteor Education, LLC	Yes	Clinton Industries	Price List + 1.5%	Price List + 6.0%	Price List + 15.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	4-12 Weeks	
Miscellaneous	Meteor Education, LLC	Yes	Essendant	13.50%	10.00%	2.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-12 Weeks	
Miscellaneous	Meteor Education, LLC	Yes	M+A Matting (Formerly Andersen Mat Company)	16.50%	13.00%	5.50%	Additional 1% for orders	1-2 Weeks	
Miscellaneous	Meteor Education, LLC	Yes	S. P. Richards Company	7.50%	4.00%	Price List + 3.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-12 Weeks	
Miscellaneous	Meteor Education, LLC	Yes	School Health Corporation	21.00%	17.50%	10.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-4 Weeks	
Miscellaneous	School Outfitters	Yes	Cambro Manufacturing	40.00%	40.00%	See notes and exceptions	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Install ranges from -5% to +10%.
Miscellaneous	School Outfitters	Yes	CEF	30.00%	30.00%	See notes and exceptions	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Install ranges from -5% to +10%.
Miscellaneous	School Outfitters	Yes	Egghead	65.00%	65.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Miscellaneous	School Outfitters	Yes	Hallowell	55.00%	55.00%	See notes and exceptions	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Excludes locks. Install ranges from 0% to +20%.
Miscellaneous	School Outfitters	Yes	Hallowell	0.00%	0.00%	0.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Locks
Miscellaneous	School Outfitters	Yes	Norwood	3.00%	3.00%	0.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Partitions and room dividers
Miscellaneous	School Outfitters	Yes	Pibbs	30.00%	30.00%	See notes and exceptions	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	Install ranges from -5% to +10%.
Miscellaneous	Schoolhouse Products	Yes	Carpets for Kids	15.00%	12.00%	10.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Miscellaneous	Schoolhouse Products	Yes	Fire King	40.00%	34.00%	28.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Miscellaneous	Schoolhouse Products	Yes	Midwest Folding	43.00%	40.00%	36.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Miscellaneous	Schoolhouse Products	Yes	Safco	38.00%	32.00%	26.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Miscellaneous	Schoolhouse Products	Yes	Tennsco	30.00%	27.00%	21.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Miscellaneous	Signature School Products	Yes	Alumni	35.52%	26.71%	22.93%	NA	varies	
Miscellaneous	Signature School Products	Yes	Annin	18.33%	5.83%	1.67%	NA	varies	
Miscellaneous	Signature School Products	Yes	Carpets for Kids	13.00%	1.00%	1.75%	NA	varies	
Miscellaneous	Signature School Products	Yes	CEF	15.06%	2.56%	0.13%	NA	varies	
Miscellaneous	Signature School Products	Yes	Correll	30.51%	21.01%	16.94%	NA	varies	
Miscellaneous	Signature School Products	Yes	Flagship Carpets	13.33%	0.83%	0.00%	NA	varies	
Miscellaneous	Signature School Products	Yes	Haskell	26.67%	16.67%	13.33%	NA	varies	
Miscellaneous	Signature School Products	Yes	Hon	48.27%	38.52%	36.80%	NA	varies	

School District of Lee County
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**REVISED
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**Furniture - Classroom, Office and
 Specialty
 ITB No. B247488DG
 Open Date: August 13, 2024 2:00 PM
 Revised January 23, 2025**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Miscellaneous	Signature School Products	Yes	Marco Group	22.00%	10.75%	7.00%	NA	varies	
Miscellaneous	Signature School Products	Yes	MooreCo	28.09%	17.40%	14.39%	NA	varies	
Miscellaneous	Signature School Products	Yes	National Public Seating	36.08%	26.58%	23.90%	NA	varies	
Miscellaneous	Signature School Products	Yes	Paragon	30.51%	21.01%	16.94%	NA	varies	
Miscellaneous	Signature School Products	Yes	Special T	15.90%	3.40%	0.51%	NA	varies	
Miscellaneous	Signature School Products	Yes	USA Capitol	41.20%	32.20%	29.20%	NA	varies	
Miscellaneous	Signature School Products	Yes	WB Manufacturing	42.80%	34.55%	31.80%	NA	varies	
Miscellaneous	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	
Miscellaneous	Workspace Technology, Inc.	Yes	Montel, Inc.	30.00%	20.00%	10.00%	0%	10-12 Weeks	Lead times vary by volume of order and time of year.
Miscellaneous	Workspace Technology, Inc.	Yes	Spacefile International	30.00%	20.00%	10.00%	0%	10-12 Weeks	Lead times vary by volume of order and time of year.
Office	Ernie Morris Enterprises, Inc	Yes	9 to 5 Seating	45.00%	41.00%	40.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	AIS	45.00%	41.00%	40.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	AllSeating	48.00%	47.00%	42.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Artopex	48.00%	47.00%	40.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Boss Office	45.00%	41.00%	40.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Bush Industries	45.00%	40.00%	35.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Buzz	45.00%	40.00%	35.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Cherryman	45.00%	40.00%	38.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	ESI	40.00%	36.00%	29.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	EuroTech	36.00%	33.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	FireKing	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Global Industries	5.00%	5.00%	1.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Global Furniture	52.00%	48.00%	42.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	High Point (HPFI)	44.00%	38.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Hirsh	42.00%	39.00%	38.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Hon Co.	61.00%	59.00%	52.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Invisible	38.00%	35.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	JSI	50.00%	46.00%	42.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Kimball International (National Office Furniture)	59.00%	52.00%	49.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Lacasse	58.00%	50.00%	48.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Lesro	38.00%	35.00%	29.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Luxore	38.00%	36.00%	30.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	NEVERS	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Nevins	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Office Star	40.00%	37.00%	30.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Spec Furniture	29.00%	26.00%	21.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Steel Cabinets	40.00%	34.00%	28.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	VIA	45.00%	41.00%	40.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	WorkRite	36.00%	32.00%	18.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Office Master	38.00%	35.00%	29.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	NDI Wholesale	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	Lorell SPR Co	48.00%	41.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Office	Ernie Morris Enterprises, Inc	Yes	S P Richards Co	7.00%	7.00%	3.00%	negotiable 100k+	30-45 Days ARO	
Office	Hertz Furniture Systems, LLC	Yes	Eurotech	51.70%	42.10%	42.10%	\$10,000+ (1-5%)	1-7 work days	
Office	Hertz Furniture Systems, LLC	Yes	Ghent	39.70%	29.30%	28.20%	\$10,000+ (1-5%)	Ghent: 10 work days; Waddell: 90 days	
Office	Hertz Furniture Systems, LLC	Yes	Global Furniture	52.40%	42.90%	42.90%	\$10,000+ (1-5%)	Varies by product	
Office	Hertz Furniture Systems, LLC	Yes	Global Furniture OTG	52.80%	43.40%	43.40%	\$10,000+ (1-5%)	Varies by product	
Office	Hertz Furniture Systems, LLC	Yes	Lesro	30.40%	18.60%	18.60%	\$10,000+ (1-5%)	1-3 weeks	
Office	Hertz Furniture Systems, LLC	Yes	NPS	43.90%	34.40%	34.40%	\$10,000+ (1-5%)	1-10 weeks	
Office	Hertz Furniture Systems, LLC	Yes	Spadina	41.30%	31.70%	31.70%	\$10,000+ (1-5%)	2-6 weeks	
Office	Hertz Furniture Systems, LLC	Yes	Steel Cabinets USA	34.10%	23.90%	23.90%	\$10,000+ (1-5%)	3-4 weeks	
Office	Krueger International, Inc.	Yes	700 Series Desking System	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type categories.

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Office	Krueger International, Inc.	Yes	True Desking System	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	WorkZone Desking System	50.00%	42.00%	42.00%	Yes	3 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Likha Casegoods	50.00%	42.00%	42.00%	Yes	7 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Orenda Casegoods	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Connection Zone Desk	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Toggle Height-Adjustable Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	WorkUp Height-Adjustable Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Genesis Height-Adjustable Desking -	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	700 Series Files & Storage	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Connection Zone Storage	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Tattoo Storage	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	U-Series Storage	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Unite System	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	WireWorks Panel System	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Tattoo Screens	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Trellis Modular Power System	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Universal Screen	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Accessories	50.00%	42.00%	42.00%	Yes	8 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Serenade Conference Tables	50.00%	42.00%	42.00%	Yes	9 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Tributaire Conference Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Altus Task Chair	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Diem Task/Stool Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Impress Task/Stool Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Impress Ultra Task/Stool Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Oath Task/Stool Seating	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Pilot Big & Tall Task Chair	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Sift Task/Stool Seating	50.00%	42.00%	42.00%	Yes	4 Weeks	Can be used in several furniture type catagories.
Office	Krueger International, Inc.	Yes	Signia Task/Stool Seating	50.00%	42.00%	42.00%	Yes	5 Weeks	Can be used in several furniture type catagories.

**REVISED
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Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Office	Krueger International, Inc.	Yes	Torsion Air Seating	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Office	Krueger International, Inc.	Yes	Passel Height-Adjustable Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	Can be used in several furniture type categories.
Office	Meteor Education, LLC	Yes	9 To 5 Seating	38.50%	35.50%	29.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2-4 Weeks	
Office	Meteor Education, LLC	Yes	Fire King	30.00%	26.50%	20.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-4 Weeks	
Office	Meteor Education, LLC	Yes	Global	30.00%	26.50%	20.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	https://www.globalindustries.com/#/LeadTimes	
Office	Meteor Education, LLC	Yes	Great Openings (Including Sparkeology)	57.00%	55.00%	51.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	4-6 Weeks	
Office	Meteor Education, LLC	Yes	KI	Price List + 1.5%	Price List + 6.0%	Price List + 15.0%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	https://www.ki.com/design-resources/product-lead-times/	
Office	Meteor Education, LLC	Yes	Kimball - Ancillary	34.00%	31.00%	25.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	https://www.kimballinternational.com/lead-times	This is for Ancillary line items.
Office	Meteor Education, LLC	Yes	Kimball - Metal Filing & Systems	38.50%	35.50%	29.50%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	https://www.kimballinternational.com/lead-times	This is for Metal Filing & Systems lines.
Office	Meteor Education, LLC	Yes	Logiflex	20.50%	17.50%	11.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	6-12 Weeks	

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Office	Meteor Education, LLC	Yes	National Office Furniture (Includes Etc)	34.00%	31.00%	25.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	https://www.kimballinterior.com/lead-times	
Office	Meteor Education, LLC	Yes	Via Seating	22.00%	18.50%	12.00%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	2-6 Weeks	
Office	School Outfitters	Yes	Norwood	55.00%	55.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Office	School Outfitters	Yes	Office Star Products	55.00%	55.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Office	School Specialty, LLC	Yes	Global	40.00%	40.00%	36.00%	N/A	2-4 Weeks	Classroom, Media
Office	School Specialty, LLC	Yes	KFI	47.00%	47.00%	42.00%	N/A	2-4 Weeks	
Office	School Specialty, LLC	Yes	IC	40.00%	40.00%	35.00%	N/A	2-4 Weeks	Classroom
Office	School Specialty, LLC	Yes	OTG	45.00%	45.00%	40.00%	N/A	2-4 Weeks	
Office	Schoolhouse Products	Yes	Global	52.00%	50.00%	45.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Office	Signature School Products	Yes	Fire King	28.24%	17.55%	12.97%	NA	varies	
Office	Signature School Products	Yes	Office Source/ COE	30.18%	19.49%	15.93%	NA	varies	
Office	Signature School Products	Yes	Phoenix Safe	17.50%	5.00%	1.88%	NA	varies	
Office	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	
Office	Workscapes, Inc.	Yes	Herman Miller - Accessories	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Action Office 1 & AO2 Panels	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Action Office 2 Components	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Aeron Chairs	61.50%	10.00%	15.00%		4 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Aside Seating	61.20%	10.00%	15.00%		4 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Canvas Metal Storage	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Canvas Private Office	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Canvas Vista	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Caper Chair	59.50%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Embody Chair	56.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Everywhere Tables	70.80%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Exclave	58.70%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Headway Tables	72.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Layout Studio	57.70%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Mirra 2	59.00%	10.00%	15.00%		4 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller - Motia Table	70.80%	10.00%	15.00%		6 weeks	

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Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Office	Workscapes, Inc.	Yes	Herman Miller - Nevi Sit-to-Stand Tables	69.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Renew Tables	69.00%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Sayl Chairs	59.20%	10.00%	15.00%		4 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Setu	56.70%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Thrive Portfolio	59.50%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Tu Laterals	71.30%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Tu Pedestals	71.30%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Tu Storage	71.30%	10.00%	15.00%		6 weeks	
Office	Workscapes, Inc.	Yes	Herman Miller Verus	55.00%	10.00%	15.00%		4 weeks	
Office	Workscapes, Inc.	Yes	Kimball Casegoods	59.00%	10.00%	15.00%		5 weeks	
Office	Workscapes, Inc.	Yes	Kimball Seating	59.00%	10.00%	15.00%		5 weeks	
Office	Workscapes, Inc.	Yes	National Casegood	59.00%	10.00%	15.00%		5 weeks	
Office	Workscapes, Inc.	Yes	National Seating	59.00%	10.00%	15.00%		5 weeks	
Office	Workscapes, Inc.	Yes	Exemplis (Sit On It)	60.00%	10.00%	15.00%		4 weeks	
Office	Workscapes, Inc.	Yes	Global Furniture Group	54.00%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	HON Company - Systems & Pedestals	73.55%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	HON Company - Vertical & Lateral Files, Storage	62.95%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	HON Company - Tables, Desking, Casegoods	60.95%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	HON Company - Seating	60.95%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	HON Company - 5 Year Warranty	62.95%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	HON Company - Education	60.95%	10.00%	20.00%		5 weeks	
Office	Workscapes, Inc.	Yes	Spec Furniture	54.70%	10.00%	15.00%		5 weeks	
Office	Workscapes, Inc.	Yes	Fomcore, LLC	55.00%	10.00%	15.00%		5 weeks	
Outdoor	Ernie Morris Enterprises, Inc	Yes	LeisureCraft	4.00%	3.00%	1.00%	negotiable 100k+	30-45 Days ARO	
Outdoor	Ernie Morris Enterprises, Inc	Yes	MyTCoat	4.00%	3.00%	1.00%	negotiable 100k+	30-45 Days ARO	
Outdoor	Ernie Morris Enterprises, Inc	Yes	Russwood	41.00%	38.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Outdoor	Ernie Morris Enterprises, Inc	Yes	Ultraplay	4.00%	3.00%	1.00%	negotiable 100k+	30-45 Days ARO	
Outdoor	Hertz Furniture Systems, LLC	Yes	NPS	43.90%	34.40%	34.40%	\$10,000+ (1-5%)	1-10 weeks	
Outdoor	Hertz Furniture Systems, LLC	Yes	Palmer Hamilton	37.60%	27.20%	27.20%	\$10,000+ (1-5%)	2-10 weeks	
Outdoor	Hertz Furniture Systems, LLC	Yes	ultraPLAY Systems - Play	0.10%	Add 19.9%	Add 19.9%		Varies by product	
Outdoor	Hertz Furniture Systems, LLC	Yes	ultraPLAY Systems - Site	2.00%	Add 14.7%	Add 14.7%		Varies by product	
Outdoor	Lakeshore Learning Materials, LLC	Yes	Lakeshore Learning Materials, LLC	5.00%	5.00%	*5%	N/A	7-21 Business Days ARO	See notes on vendor information sheet.
Outdoor	Meteor Education, LLC	Yes	Playcore - BigToys	6.00%	2.50%	Price List + 16.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-12 Weeks	
Outdoor	Meteor Education, LLC	Yes	Playcore - National Recreation Systems	6.00%	2.50%	Price List + 16.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	3-23 Weeks	
Outdoor	Meteor Education, LLC	Yes	Playcore - Park & Play Structures	6.00%	2.50%	Price List + 16.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	3-23 Weeks	

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Outdoor	Meteor Education, LLC	Yes	Playcore - UltraPlay Systems Inc. (Includes UltraPlay (Discovery Centers, Frog Furnishings, Uplay Today, and Snug)	6.00%	2.50%	Price List + 16.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	3-23 Weeks	
Outdoor	Meteor Education, LLC	Yes	Playcore - UltraSite (includes UltraShade, UltraShelter)	6.00%	2.50%	Price List + 16.5%	Additional 1% for orders above \$100k (per manufacturer). Additional 2% for orders above \$200k (per manufacturer).	1-12 Weeks	
Outdoor	Recycled Plastic Factory, LLC	Yes	Recycled Plastic Factory, LLC	20.00%	10.00%	5.00%	20%	4 weeks	Custom Color Combinations
Outdoor	School Outfitters	Yes	Sprogs	5.00%	5.00%	0.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Outdoor	School Specialty, LLC	Yes	ultraplay	12.00%	12.00%	2.00%	N/A	2-4 Weeks	
Outdoor	School Specialty, LLC	Yes	tenjam	36.00%	36.00%	26.00%	N/A	2-4 Weeks	Media
Outdoor	Schoolhouse Products	Yes	MyTcoat	10.00%	5.00%	1.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Outdoor	Schoolhouse Products	Yes	Ultra Site	10.00%	5.00%	1.00%	up to 10%	6-8 Weeks	Lead Times can extend during Manufacturer's busy season. Please contact for accurate lead times.
Outdoor	Swartz Associates, Inc	Yes	SiteScapes, Inc.		N/A		5%	7-8 Weeks	
Outdoor	Swartz Associates, Inc	Yes	MyTCoat		N/A		10%	2-4 Weeks	
Outdoor	Swartz Associates, Inc	Yes	Ultra-Site		N/A		8%	3-4 Weeks	
Outdoor	Swartz Associates, Inc	Yes	Frog Furnishings		N/A		10%	3-4 Weeks	
Outdoor	Swartz Associates, Inc	Yes	Kay Park		N/A		6%	3-6 Weeks	Speedy Bleachers Exempt
Outdoor	Swartz Associates, Inc	Yes	Superior Site Amenities		N/A		8%	3-6 Weeks	
Outdoor	Swartz Associates, Inc	Yes	Vista Furnishings		N/A		6%	6-8 Weeks	
Outdoor	Swartz Associates, Inc	Yes	KirbyBuilt		N/A		7%	4-8 Weeks	
Outdoor	Swartz Associates, Inc	Yes	National Recreation		N/A		12%	3-6 Weeks	
Outdoor	Swartz Associates, Inc	Yes	DERO		N/A		5%	4-6 Weeks	
Outdoor	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	
Science	Ernie Morris Enterprises, Inc	Yes	BenchPro	5.00%	4.00%	1.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	Custom Education Furnishings	36.00%	32.00%	18.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	Diversified Woodcraft	44.00%	38.00%	31.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	Furniture Lab	36.00%	32.00%	19.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	Hann Manufacturing	36.00%	32.00%	18.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	Olympic Kilns	5.00%	5.00%	1.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	SpecialT	40.00%	36.00%	32.00%	negotiable 100k+	30-45 Days ARO	
Science	Ernie Morris Enterprises, Inc	Yes	Table X	45.00%	38.00%	28.00%	negotiable 100k+	30-45 Days ARO	
Science	Hertz Furniture Systems, LLC	Yes	Diversified Spaces	54.60%	47.00%	47.00%	\$10,000+ (1-5%)	2-6 weeks	
Science	Hertz Furniture Systems, LLC	Yes	NPS	43.90%	34.40%	34.40%	\$10,000+ (1-5%)	1-10 weeks	
Science	Hertz Furniture Systems, LLC	Yes	Palmer Hamilton	37.60%	27.20%	27.20%	\$10,000+ (1-5%)	2-10 weeks	
Science	Hertz Furniture Systems, LLC	Yes	Palmer Hamilton-PhabLab	30.00%	30.00%	30.00%		Varies	
Science	Krueger International, Inc.	Yes	Stout Tables	50.00%	42.00%	42.00%	Yes	6 Weeks	

**REVISED
 BID TABULATION**

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Science	Krueger International, Inc.	Yes	600 Series Industrial Stools	50.00%	42.00%	42.00%	Yes	5 Weeks	
Science	Lakeshore Learning Materials, LLC	Yes	Lakeshore Learning Materials, LLC	5.00%	5.00%	*5%	N/A	7-21 Business Days ARO	See notes on vendor information sheet.
Science	School Outfitters	Yes	Diversified Woodcrafts	56.00%	56.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Outfitters	Yes	Hausmann	8.00%	8.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Outfitters	Yes	Ironwood Manufacturing	50.00%	50.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Outfitters	Yes	Learniture	45.00%	45.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Outfitters	Yes	Ozark River Manufacturing	12.00%	12.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Outfitters	Yes	Safco	45.00%	45.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Outfitters	Yes	Wood Designs	30.00%	30.00%	5.00%	Additional volume discounts are available. Please contact your sales representative for discount options.	Lead time varies based on manufacturer and product. Average lead time ranges from 2 days - 8 weeks.	
Science	School Specialty, LLC	Yes	DW	33.00%	33.00%	23.00%	N/A	2-4 Weeks	

School District of Lee County
 Department of Procurement Services
 2855 Colonial Blvd.
 Fort Myers, FL 33966

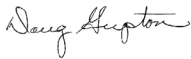
REVISED BID TABULATION

Furniture - Classroom, Office and
 Specialty
 ITB No. B247488DG
 Open Date: August 13, 2024 2:00 PM
 Revised January 23, 2025

Category	Supplier	Awarded	Manufacturer Name	Minimum Discount: Tailgate	Minimum Discount: Inside Delivery	Minimum Discount: Inside Installed	Volume Discount Break	Leadtime ARO	Notes and Exceptions
Science	Schoolhouse Products	Yes	Corilam	42.00%	40.00%	35.00%	up to 10%	Lead Times can extend Manufacturer's busy season. Please contact for accurate lead times.	
Science	Schoolhouse Products	Yes	Diversified Spaces	45.00%	39.00%	33.00%	up to 10%	Lead Times can extend Manufacturer's busy season. Please contact for accurate lead times.	
Science	Schoolhouse Products	Yes	MyTcoat	10.00%	5.00%	1.00%	up to 10%	Lead Times can extend Manufacturer's busy season. Please contact for accurate lead times.	
Science	Schoolhouse Products	Yes	National Public Seating	38.00%	35.00%	28.00%	up to 10%	Lead Times can extend Manufacturer's busy season. Please contact for accurate lead times.	
Science	Schoolhouse Products	Yes	Ultra Site	10.00%	5.00%	1.00%	up to 10%	Lead Times can extend Manufacturer's busy season. Please contact for accurate lead times.	
Science	Signature School Products	Yes	Diversified Woodcrafts	44.53%	36.53%	33.87%	NA	varies	
Science	Virco Inc.	Yes	Virco Inc.	73.70%	72.40%	71.10%	N/A	2-12 WEEKS	

IT IS RECOMMENDED THIS ITB BE AWARDED TO VENDORS ABOVE AS INDICTAED BY "YES" IN THE "AWARDED" COLUMN. THESE VENDORS PROVIDED THE LOWEST OVERALL COST AND BEST VALUE TO THE DISTRICT.

Approved by:



Date: Monday, September 9, 2024

Doug Gupton

Senior Procurement Agent

BID TABULATION ONLY. THIS IS NOT A PURCHASE ORDER.

ATTN: SCHOOL DISTRICT PERSONNEL. BID NUMBER, ITEM NUMBER & DESCRIPTION MUST BE ENTERED ON REQUISITION(S) or Quote must be referenced and attached as Archive.

222	Vendor(s) Were Notified of Bid
18	Vendor(s) Submitted Responsive Bids
4	Vendor(s) Returned a No Bid
6	Vendor(s) Were Non-Responsive
194	Vendor(s) Did Not Respond

VENDOR INFORMATION

AWARDED VENDORS

Name	Address	City, State, Zip	Website	Telephone Number	Email Address	Notes
Ernie Morris Enterprises, Inc (Florida)	P O Box 818 232 N Main St	Bushnell FL 33513	www.erniemorris.com	352-793-2745	salesteam@erniemorris.com dcaldwel@erniemorris.com	
Hertz Furniture Systems, LLC (New Jersey)	170 Williams Drive, Suite 201	Ramsey, NJ 07446	www.hertzfurniture.com	800-526-4677	bids@hertzfurniture.com ashleigh@hertzfurniture.com	
Kaplan Early Learning Company (North Carolina)	1310 Lewisville-Clemmons Rd	Lewisville, NC 27023	www.kaplanco.com	800-334-2014	bids@kaplanco.com	
Krueger International, Inc. (Wisconsin)	1330 Bellevue St.	Green Bay, WI 54302	https://www.ki.com/	920-468-8100	guy.patzke@ki.com Michael.Larsen@ki.com	
Lakeshore Learning Materials, LLC (California)	2695 E. Dominguez Street	Carson, CA 90895	www.lakeshorelearning.com	800-421-5354	biddept@lakeshorelearning.com	*Complete Classrooms® White-Glove Installation service is complimentary on orders of \$20,000 or more that ship to a single location in the contiguous United States. Depending on delivery location, additional charges may apply. This service includes: <ul style="list-style-type: none"> • Unpacking and assembly • Supervised setup in a classroom, a library, a media center or other learning space • Custom labeling and boxing of orders by designated information, such as by classroom or teacher • Supervised verification that all rooms are in ready-to-move-in condition
Meteor Education (Florida)	690 NE 23rd Avenue	Gainesville, FL 32609	https://www.meteorededucation.com	800-699-7516	bids@meteorededucation.com linert@meteorededucation.com	
Recycled Plastic Factory, LLC (Florida)	530 Paul Morris Drive	Englewood, FL 34223	www.recycledplasticfactory.com	941-473-1618	cgoogins@recycledplasticfactory.com darpp@recycledplasticfactory.com	
School Outfitters (Ohio)	3736 Regent Ave.	Cincinnati, OH 45212	www.schooloutfitters.com	800-260-2776	contracts@schooloutfitters.com	
School Specialty, LLC (Wisconsin)	W6316 Design Drive	Greenville, WI 54942-8404	www.schoolspecialty.com	888-388-3224	bidnotices@schoolspecialty.com Benjamin.Bortz@schoolspecialty.com	
Schoolhouse Products Inc. (Florida)	13517 Prestige Place	Tampa, FL 33635	www.schoolhouseproducts.com	800-942-3360	Erik@schoolhouseproducts.com Nicole@schoolhouseproducts.com	
Signature Products Inc. d/b/a Signature School Products (Florida)	220 Springview Commerce Drive #180	DeBary, FL 32713	www.signatureschoolproducts.com	407-299-0896	Mike@signatureschoolproducts.com Jonathan@signatureschoolproducts.com	
Swartz Associates, Inc. (Florida)	P.O. Box 112783	Naples, FL 34108	www.ParkPlayUSA.com	813-949-2288	mail@parkplayusa.com robb@parkplayusa.com	

United Data Technologies, Inc. (Florida)	2900 Monarch Lakes Blvd., Suite 300	Miramar, FL 33027	www.udtonline.com	800-882-9919	tcossio@udtonline.com mcastro@udtonline.com	Due to the current volatility with transportation due to global conditions, freight costs are unpredictable. Every effort will be made to include freight and delivery but there may be instances that additional freight charges may apply
Universal Seating Company (Florida)	10541 Osprey Nest Drive East	Jacksonville, FL 32257-1036	www.UniversalSeating.com	904-982-1167	Barry@UniversalSeating.com Simon@UniversalSeating.com	
Virco Inc. (Arkansas)	Hwy 65 South	Conway, AR 72032	www.virco.com	800-448-4726	cms@virco.com sylviajoyer@virco.com	
Wenger Corporation (Minnesota)	555 Park Drive	Owatonna, MN 55060	https://www.wengercorp.com	407-774-8398	julie.evers@wengercorp.com ashley.sands@wengercorp.com	*Upcharge for Delivery & Installation by Wenger trained technician +35% or less. Wenger does not discount Shipping, Handling or Installation.☐
Workscapes (Florida)	3225 E. Clark St.	Tampa, FL 33605	https://www.workscapes.com	877-967-5722	jskolmutch@workscapes.com Aglath@workscapes.com	
Workspace Technology, Inc. (Florida)	912 N. US Highway 41	Ruskin, FL 33570	www.workspacetechnology.com	800-685-0893	scotti@workspacetechnology.com Billp@workspacetechnology.com	

NON-RESPONSIVE

Name	Address	City, State, Zip	Website	Telephone Number	Email Address	Notes
Alison's Montessori and Educational Materials	91B McKee Drive	Mahwah, NJ 07430		201-831-0006	purchasing@alisonsmontessori.com	
Fun and Function, LLC	PO Box 11	Merion, PA 19066		800-231-6329	bids@funandfunction.com	
Global Equipment Company Inc.	11 Harbor Park Drive	Port Washington, NY 11050		414-302-7559	wrose@globalindustrial.com	
Mediatechnologies, LLC	892 Industrial Park Drive	Shelby, MI 49455		231-861-2194	jseaver@mediatechnologies.com abarefoot@mediatechnologies.com	
North American Imports and Exports				813-528-3151	bids@naimportexport.com	
Total Performance Services LLC d/b/a PowerUp Edu	1590 N. Roberts Road - Suite 205	Kennesaw, GA 30144		404-596-5744	sterling@powerupedu.com	

NO BID

Name	Address	City, State, Zip	Website	Telephone Number	Email Address	Notes
Marco Office Supply					brett@marcoofficesupply.com	
Nasco Education LLC	901 Janesville Avenue	Fort Atkinson, WI 53538		800-558-9595	bids@nascoeducation.com	

Prison Rehabilitative Industries and Diversified Enterprises, Inc. d/b/a PRIDE Enterprises	1463 Oakfield Dr. #126	Brandon, FL 33511		813-890-6557	bids@pride-enterprises.org	
Schools In	PO Box 429367	Cincinnati, OH 45242		877-839-3330	sales@schoolsinc.com	