

**State of North Carolina E-Procurement Service
 Division of Purchase and Contract
 Ordering Instructions for Term Contract 420C
 Furniture, (Upholstered) Lounge, Seating, and Tables**

Listed below, for informative purpose only, are the contractors listed on Term Contract 420C. Contractors must be called to obtain name of dealer(s). Orders are to be placed with the dealer(s).

The scope of this contract is limited to Upholstered Lounge Seating, Dining Tables, Occasional Tables, and Upholstered Chairs (metal and wood). The Lounge Seating includes matching sofa, love seat, and chair, as well as sectional and ganged seating. The Upholstered Chairs are used primarily for dining and hospitality applications. Upholstered Swivel Chairs, Upholstered Side Chairs (Office), and Ergonomic Chairs, high abuse special environment furniture (e.g., prison, mental hospitals) are excluded from this contract.

This contract contains complete information on Contractors and the manufacturer product lines offered. Price lists, catalogs and authorized dealer listings are supplied directly by the contractors. Contact the contractor if you have not received the literature.

Where the Manufacturer is the Contractor they will supply a list of their dealers directly to the end user. When placing an order, please check this contract to be sure you have the correct price list, and to verify the discount and other applicable quantity discounts or other charges.

Your purchase order must list complete information on every item ordered, including manufacturer and model number; size; finish name and number and/or fabric grade, name or number; and any options required. Remember to include the contract number on all orders, especially since this contract has no commodity numbers for individual items. Remember to show a complete shipping and mailing address on the purchase order.

If you have any questions about the products i.e. design, materials, availability etc. please contact the specific Contractor or his representative. If you have a problem getting satisfactory answers contact the purchaser named above.

This contract covers healthcare, educational, institutional, public area upholstered furniture.

Note: Unless otherwise indicated delivery will be within 30 days.

| Contractor Name / Delivery | Address / Federal ID | City, State, Zip | Contact / Phone / Fax |
|-------------------------------------|--|--------------------------|--|
| Adden Furniture, Inc. 45-70 days | 26 Jackson St. 541863511 | Lowell, MA 01852 | Harrison Rutter 800-625-3876 978-453-1449 Fax |
| American Seating Co. 50 days | 401 American Seating Center 382739629 | Grand Rapids, MI 49504 | Bill Mitchell 616-732-6499 616-732-6847 Fax |
| Blockhouse Co., Inc. 30-60 days | 3285 Farmtrail Rd. 232105251 | York, PA 17402 | Robin Holtzinger 800-346-1126 717-767-8939 Fax |
| Boling Furniture of | P.O. Box 1059 | Mt. Olive, NC 28365-1059 | Brent Heath |

| | | | |
|-----------------------------|----------------------|-----------------------|------------------------------|
| Mount Olive, LLC | | | |
| 21-28 days | 562166831 | | 828-461-0461 |
| | | | 503-218-5856 Fax |
| | | | |
| Cabot Wrenn | PO Box 1767 | Hickory, NC 28603 | Diane Greene |
| 30-60 days | 561304022 | | 828-495-1926 |
| | | | 828-495-4607 |
| | | | 828-495-1294 fax |
| | | | |
| | | | |
| Carolina Business Furniture | P.O. Box 4398 | Archdale, NC 27263 | Jack Fetner |
| | 560571056 | | Jack Fetner Associates |
| | | | 336-883-8300 |
| | | | 336-883-1565 Fax |
| | | | |
| Jack Cartwright, Inc. | P.O. Box 2798 | High Point, NC 27262 | Scott Miller/Jack Cartwright |
| 60 days | High Point, NC 27261 | | 704-347-4921 |
| | | | 336-889-9400 Factory |
| | | | 336-884-2278 Fax |
| | | | |
| Chromcraft Furniture | P.O. Box 126 | Senatobia, MS | Joseph Woodruff |
| | 141487101 | | 704-895-0316 |
| | | | 704-896-0371 Fax |
| | | | |
| Dell Inc. | P.O. Box 1770 | Thomasville, NC 27361 | Sherrie Poplin |
| 30-60 days | 117Washboard Road | | 800-557-6610 |
| | 561010894 | | 336-472-5100 |
| | | | 336-472-3851 Fax |
| | | | |
| Design Contemp, Inc. (DCI) | 265 S. Main St. | Lisbon, NH 03585 | Nelson Sweeny |
| 60 days | 020353614 | | 800-552-8286 |
| | | | 603-838-6826 Fax |
| | | | |
| Dauphin North America | 300 Myrtle Avenue | Boonton, NJ 07005 | Gary Chin |
| | 223258679 | | 800-631-1186 |
| | | | 973-263-3551 Fax |
| | | | |
| Dixie Equipment (W,D) | P.O. Box 565 | Liberty, NC 27298 | Frank Lowe |
| 30-45 days | 56-0648644 | | 888-371-2276 |
| | | | 336-622-4202 |
| | | | 336-622-6050 Fax |
| | | | |
| Fairfield Chair | P.O. Box 1710 | Lenoir, NC 28645 | Bob Wilkinson |
| 42 days | 560219070 | | 800-875-3053 |
| | | | 828-758-5571 |
| | | | 828-758-0211 Fax |
| | | | |
| Fixtures Furniture | 1642 Crystal Avenue | Kansas City, MO 64126 | Donna Lewis |

| | | | |
|---------------------------------|--------------------------|------------------------|------------------------|
| 30 Days | 481155727 | | 800-821-3500 |
| | | | 816-241-4500 |
| | | | 816-245-5884 Fax |
| | | | |
| Gregson Furniture | P.O. Box 1269 | Liberty, NC 27298 | Mike Lonergan |
| | 592504882 | | 877-396-5356 |
| | | | 336-622-2201 |
| | | | 336-622-5000 Fax |
| | | | |
| Hickory Leather Co., Inc. | 7514 West NC #10 Highway | Vale, NC 28168 | Robert Pratt |
| | 561975400 | Contact Sales Rep: | 888-462-3004 |
| | | Don Smith | 704-462-2988 |
| | | 336-585-0063 | 704-462-2672 Fax |
| | | 336-585-0067 Fax | |
| | | | |
| High Point Furniture Ind., Inc. | P.O. Box 2063 | High Point, NC 27261 | Ruth Laws |
| | 560671724 | | 800-447-3462 ext. 2222 |
| | | | 336-431-7101 |
| | | | 800-231-6784 Fax |
| | | | |
| Hillcrest Mfg., Inc. | P.O. Box 500 | Paoli, IN 47454 | Harrison Rutter |
| 20-45 days | 351606970 | | 800-488-5460 |
| | | | 812-723-2800 |
| | | | |
| Hauser Industries | P.O. Box 186 | Waterloo, Ontario | Harrison Rutter |
| 25-50 days | 980206666 | Canada | 800-268-7328 |
| | | N2J3Z9 | 519-747-4871 Fax |
| | | | |
| Institutional Interiors, Inc | P.O. Box 5269 | Emerald Isle, NC 28594 | John Bell |
| | 560946637 | | 800-849-2631 |
| | | | 252-354-9400 |
| | | | 252-354-5550 Fax |
| | | | |
| Interior Systems, Inc. "W" | P.O. Box 529 | West End, NC 27376 | Mark Goudy |
| 15-45 days | 561212908 | | 800-422-1577 |
| | | | 910-673-0633 |
| | | | 910-673-2646 Fax |
| | | | |
| KI | 600 Towne Center Blvd. | Pineville, NC 28134 | Jeff Strack |
| 45 days | Suite 304 | | 800-454-9796 |
| | 391375589 | | 704-889-3235 |
| | | | 704-889-3238 Fax |
| | | | |
| Loewenstein Inc. | 1801 North Andrews Ave. | Pompano Beach, FL | Nicole Cook |
| | 592504882 | 33069-1490 | 800-327-2548 |
| | | | 954-960-1185 |
| | | | 954-960-1146 Fax |
| | | | |

| | | | |
|---------------------------------|---------------------------|------------------------|--|
| Michael F. Luther & Assoc. | 110 Scott Ave., Suite 12C | High Point, NC 27262 | Michael Luther |
| 21-45 days | 561823315 | | 800-878-3497 |
| | | | 336-885-1496 |
| | | | 336-885-1497 Fax |
| | | | |
| Moduform, Inc. | 172 Industrial Road | Fitchburg, MA 01420 | Patti York |
| 45-90 days | 042592969 | | Nancy Matuschka |
| | | | 800-221-6638 Ext. 2140 |
| | | | 978-345-0188 |
| | | | |
| Nemschoff Chairs, Inc. | 909 N 8 th St. | Sheboygan, WI 53082 | David Stinson |
| 60 days | P.O. Box 129 | | Nancy Matuschka |
| | 390797933 | | 800-203-8916 |
| | | | 920-457-7537 |
| | | | |
| Nucraft Furniture Co. | 5151 West River Drive | Comstock Park, MI | Diana Wilson |
| | 381238692 | 49321 | 877-682-7238 Toll Free |
| | | | 616-784-4402 Fax |
| | | | dwilson@nucraft.com |
| | | | |
| OFS | P.O. Box 100 | Huntingburg, IN 47542 | Mike Wagner |
| | 350279408 | | 800-521-5381 |
| | | | 812-683-7256 Fax |
| | | | |
| Paoli Furniture | P.O. Box 30 | Paoli, IN 47454 | Michael S. Heazlitt |
| 30 days | 20-0473460 | | 800-457-7415 |
| | | | 812-865-1516 Fax |
| | | | |
| Patrician Furniture Co. | P.O. Box 2353 | High Point, NC 27261 | John Steede |
| 45 days | 16-1637820 | | 800-334-9309 |
| | | | 336-889-6186 |
| | | | 336-889-8688 Fax |
| | | | |
| Sauder Mfr. Co. | 930 W. Barre Rd. | Archbold, OH 43502 | Duane Sauder |
| 45-90 days | 344407705 | | Jodi Short |
| | | | 800-537-1530 |
| | | | 419-446-3697 |
| | | | |
| Shelby Williams | P.O. Box 1028 | Morristown, YN 27816 | Fred Melloy |
| 30-60 days | 620974443 | | 800-237-4340 |
| | | | 423-586-2260 |
| | | | |
| Storr Office Environments, Inc. | P.O. Box 90639 | Raleigh, NC 27675-0639 | Bob Schanz |
| | 56-1781661 | | 888-281-3687 |
| | | | 919-313-3700 |
| | | | 919-313-3701 Fax |
| | | | |
| Spectrum Technolgies Corp. | 14700 Hayden Rd. | Scottsdale, AZ 85260 | Max Smith |
| | 860783324 | | 800-WELLLIT |

| | | | |
|--|---------------------------------|--|---------------------|
| | | | 602-443-4703 |
| St. Timothy Chair Co. | P.O. Box 2427 | Hickory, NC 28603 | Peggy Miller |
| 10 days to 8 weeks | 56-0856731 | Contact Sales Rep. | 888-724-2477 |
| | | Joey Woodruff | 828-322-7125 |
| | | Woodruff and Assoc. | |
| | | P.O. Box 2686 | |
| | | Cornelius, NC 28031 | |
| | | 704-895-0316 | |
| | | 704-896-0371 Fax | |
| | | joewood1@bellsouth.net | |
| Table Creations (Patrician Furniture) | P.O. Box 2353 16-1637820 | High Point, NC 27261 | John Steede |
| | | | 800-334-9309 |
| | | | 336-889-6186 |
| | | | 336-889-8688 Fax |
| Tellus Furniture, A Paoli Co. | P.O. Box 223 | Orleans, IN 47452 | Michael S. Heazlitt |
| 30 days | 35-0567180 | | 800-543-5848 |
| | | | 812-865-2023 Fax |
| Thonet Industries | The Contract Furniture Group | Greensboro, NC 27455 | Gordon Morrison |
| | 9 Teal Court | | 336-286-0810 |
| | 620974443 | | 336-286-0811 Fax |
| | | | |
| TCI/Thayer Coggin, Inc. | P.O. Box 5867 | High Point, NC 27262 | Norris Bodenhamer |
| 45 days | 560624287 | | 800-285-4590 |
| | | | 336-841-6000 |
| | | | 336-841-3245 Fax |
| Versteel | P.O. Box 850 | Jasper, IN 47547 | Jeffrey Pinney |
| 30-50 days | 351176142 | | 800-876-2120 |
| | | | 812-482-9318 Fax |
| Virco Inc (Corporate office) | P.O. Box 5000, Hwy 65 South | Conway, AR 72033 | Sam Tyler |
| 14-60 days | 330815719 | | 501-329-2901 |
| | | | 501-450-1140 Fax |
| Virco Inc. (East NC) | P.O. Box 564 | Wallace, NC 28466 | Greg Cave |
| | 330815719 | | 800-448-4726 x 1571 |
| | | | 910-285-6190 |
| | | | 919-285-6676 Fax |
| Virco Inc. (West NC) | P.O. Box 3265 | Huntersville, NC 28070 | Rob Davis |
| | 330815719 | | 800-448-4726 x 1575 |
| | | | 704-821-2785 |
| | | | 704-821-2786 Fax |

| | | | |
|-----------------------------|---------------|-------------------|--|
| Virco Inc.(Southeastern NC) | P.O. Box 3384 | West Columbia, SC | Mike Swaim |
| | | 29171 | Mikeswaim@virco.com |
| | 330815719 | | 800-448-4726 x 1542 |
| | | | 800-396-8242 Fax |
| Wieland Furniture, Inc. | P.O. Box 1000 | Grabill, IN 46741 | William Ogden |
| 45-60 days | 382152818 | | 800-777-5055 |
| | | | 219-627-6496 Fax |

Authorized State Term Contract Dealers – Contact the contractors listed above for a current list of their authorized State Contract dealers.

The following table shows the percentage (%) discount off the Manufacturer's Suggested Retail Price (MSRP). The last six (6) columns reflect the discount offered by category.

The contractor and manufacturer are the same if there is no data in column 2.

The third column shows the Price list identification and its effective date.

| Contractor Name | Manufacturer Name | Price Sheet ID / Date | 1 | 1A | 2 | 3 | 4 | 5 |
|--|----------------------------|--|----|----|----|----|----|----|
| Adden Furniture, Inc. | | List Pricing Effective March 21, 2005 Plus 7% | 40 | 40 | 40 | 40 | | |
| American Seating | | Seating and Tables Price Book Effective February 1, 2006 | | | | | 49 | 46 |
| Blockhouse Co., Inc. | | Price List #0206 | 52 | 52 | 52 | 52 | | 52 |
| Boling Furniture Company | | #982 dated October 1, 2001 | 45 | 45 | 45 | 45 | 45 | |
| Cabot Wrenn | | Price List eff. July 2005 Plus 6% | 45 | | | | | |
| Carolina Business Furniture | | Carolina Product Guide Effective 01 March 06 | 43 | 43 | 43 | 43 | 43 | |
| Jack Cartwright, Inc. | | Cartwright 2006 Price List | 42 | | 42 | | | |
| Chromcraft | | Specification/Price List 2006 | 47 | | 47 | | 47 | 47 |
| Dauphin North America | | Price List September 1, 2005 | | | | | 50 | |
| Dell, Inc. | | Effective January 1, 2006 | 40 | 40 | 40 | 40 | | |
| DCI | | DATED-12/21/98 | 45 | 45 | | 45 | | |
| Dixie Equipment | L&B Contract Ind. | Price guide date 1998 | | | | | | 45 |
| Fairfield Chair Co. | | March 17, 2006 Fairfield Landed Price List, FOB Prices | 50 | 50 | | 50 | | 50 |
| Gregson Furniture Company | | Loewenstein Price List Eff. Jan. 1, 2000 | 42 | 42 | | 42 | | |
| Hauser Industries Inc. | | 9/1/98 | | | | | 45 | |
| Hickory Leather Company, Inc. | | January 1, 2005 Price List | 50 | 50 | 50 | 50 | | 50 |
| High Point Furniture, Industries, Inc. | | November 1, 2005 FOB Pricing | 51 | 51 | 51 | 51 | | |
| Hillcrest Manufacturing, Inc. | | 5/98 PLUS 10% | 45 | | 45 | 45 | 45 | |
| Institutional Interiors. | Commercial Laminations Inc | March-99 | | | | | | 40 |
| Institutional Interiors. | Carolina House | Jan-99 | 45 | | | 45 | | |
| Institutional Interiors. | Berco | Price List 2005 Plus 5% | | | | | | 45 |

| | | | | | | | | | |
|---|---------------------------|---|----|----|----|----|----|----|----|
| Interior Systems, Inc. | Brayton International | 6/101997, 3/20/97fast track, health design | 40 | 40 | | | | | |
| Interior Systems, Inc. | MTS Seating | MTS Workbook & Price List (2006) | | | | | 38 | 38 | |
| Interior Systems, Inc. | Community Chair | 2004/2005 Price Book Plus 5% | | | 42 | | | | |
| Interior Systems, Inc. | Gordon, Int. | 6/94 | | | 35 | 35 | | | |
| KI | AGI/KI | June 4, 2001 Price List Plus 5% | 40 | | 40 | 40 | 40 | | |
| KI | ADDI/KI | June 4, 2001 Price List Plus 6% | | | 40 | 40 | 40 | | |
| KI | KI | June 4, 2001 Price List plus 10.5% | | | 45 | | 45 | 45 | |
| Loewenstein Inc. | | Price List 2005 | 41 | 41 | 41 | 41 | 41 | 41 | |
| Michael F. Luther & Associates | Arcadia | Price List dated Feb. 2, 2002 Plus 9% | 45 | 45 | | 45 | 45 | | |
| Fixtures Furniture | Fixtures | Table Price Guide 2006 Plus Add 6% to List Prices; Fixtures Seating Price Guide 2006 | | | | | 48 | 48 | |
| Michael F. Luther & Associates | HLF Furniture. | 4/1/98 | | 45 | | | | | 40 |
| Michael F. Luther & Associates | Sit-on-It | Price List Effective 03/01/06 | | | | | 50 | | |
| Moduform, Inc. | | January 2006 Price List | 42 | 42 | 42 | 42 | | | 42 |
| Nemschoff Chairs Inc. | | Price List January 2006 | 41 | 41 | 41 | 41 | 41 | | |
| Nucraft Furniture Co. | | January 2005 | | 45 | | | | | |
| OFS | | Seating, Lounge Tables Price List Eff. February 1, 2006 | 43 | 43 | 43 | 43 | | | |
| Paoli Furniture | Paoli | Seating Price List Eff. Jan. 1, 2004 Plus 2% | 50 | 50 | 50 | 50 | | | |
| Patrician Furniture Company | | #15 Delivered List Prices dated May 2005, Sticker Eff. 1-1-2006 | 45 | 45 | | | | | |
| Sauder Manufacturing Company | | Volume Number 041 dated February, 2004 Plus 3% | 46 | 46 | | 46 | | | 46 |
| Shelby Williams Industries, Inc | | Master Price List-1-1-2001 | | | | | 35 | 35 | 35 |
| Spectracom Tech | | 9/30/1998 | | | | | | 49 | |
| St. Timothy Chair | | Delivered Retail Price List dated January 16, 2006; ASAP Price List (Quick Ship) dated 1-16-06; Fabric List dated 1-16-06 | 50 | 50 | 50 | 50 | | | |
| Storr Office Environments | Steelcase | Price List 160 plus 1% | 50 | | | 50 | 50 | 50 | |
| Storr Office Environments | Turnstone | Price List 160 plus 1% | | | | | 50 | | |
| Storr Office Environments | Vectra | Price List 160 plus 1% | | | | | | | |
| TCI/Thayer Coggin | | 2/1/1998 1998 suppl. Dated /6/98 | 45 | 45 | 45 | | | | |
| Table Creations (Patrician) | Patrician Tables | Patrician Tables Price List No. 1 dated November 2002 & Product Supplement Plus 5% | | | | | | | 45 |
| Tellus Furniture, A Paoli Co. | Paoli | Paoli Seating Price List Eff. Jan. 1, 2003 | | | | | 50 | 50 | 50 |
| Thonet Industries | | Price List Number 10.1 | 40 | 40 | 40 | 40 | 40 | 40 | 40 |
| Versteel | Companion, VELA, WAVELINK | Companion – Seating PL 07.01.02 Plus 10.25% Vela/Wavelink – Tables PL 06.15.02, FOB Prices, Plus 10.25% | | | | | | 45 | 45 |

| | | | | | | | | |
|---|--|--|----|----|----|--|----|----|
| Virco Mfg. Corporation | | Virco Furn. Solutions 2003 General Catalog List, Eff. Jan. 1, 2003 | | | | | 58 | 55 |
| Wieland Furniture, Inc. | | Price Book No. 121B Plus 3.5% | 46 | 46 | 46 | | 46 | 46 |

To view the actual products listed by each manufacturer refer to the QPL document for the specific category. Click on the category description to view the QPL.

| Category | QPL Number | Description |
|----------|------------|--|
| 1 | 7110-14 | Lounge Seating, Upholstered (Matching Sofa, Loveseat, Chair Only) |
| 1A | None | Occasional Tables |
| 2 | 7110-15 | Lounge Seating, Upholstered (Sectional and Ganged Seating Only) |
| 3 | 7110-16 | Chairs, Dining, Hospitality, General Purpose (Wood, Upholstered Type) |
| 4 | 7110-17 | Chairs, Dining, Hospitality, General Purpose (Metal, Upholstered Type) |
| 5 | 7110-18 | Tables, Dining |

To view the specifications click on the category description below.

| Category | Specification Number | Description |
|----------|----------------------|--|
| 1 | 7110-14 | Lounge Seating, Upholstered (Matching Sofa, Loveseat, Chair Only) |
| 1A | None | Occasional Tables |
| 2 | 7110-15 | Lounge Seating, Upholstered (Sectional and Ganged Seating Only) |
| 3 | 7110-16 | Chairs, Dining, Hospitality, General Purpose (Wood, Upholstered Type) |
| 4 | 7110-17 | Chairs, Dining, Hospitality, General Purpose (Metal, Upholstered Type) |
| 5 | 7110-18 | Tables, Dining |

Steps to place your order via E-Procurement:

- 1 Contact the Contractor to obtain name of dealer. The dealer will provide additional item options and updated NC pricing. Prices are to be MSRP less a set discount as stated in the contract
- 2 Provide vendor with your eRequisition number
- 3 Vendor will email you an official configuration quote, referencing your eRequisition number, with NC pricing
- 4 Save the official configuration quote on your computer
- 5 Return to your eRequisition in E-Procurement
- 6 Click on "Add Items"
- 7 Click on the tab marked "Non-Catalog"
- 8 In the field titled "Full Description", type in "Furniture, (Upholstered) Lounge, Seating, and Tables order per Term Contract 420C; Vendor Quote # <enter vendor quote #>" plus additional descriptive text
- 9 In the field titled "Commodity Code", click on the drop down box, select "420-**" (Click on the appropriate NIGP Code)
- 10 In the field titled "Supplier", click on the drop down box, select the appropriate vendor (Vendor must be registered in e-procurement to place order)
- 11 In the field titled "Quantity", type in the appropriate quantity of your order
- 12 In the field titled "Unit of Measure", leave the default EACH
- 13 In the field titled "Price", type in the total price per unit as provided by vendor's official configuration quote with NC pricing
- 14 Complete all other appropriate information on this page and click "Add Item"
- 15 On the View Line Items page click "Edit" to access the Edit Line Item page
- 16 On the drop down box next to "Contract?" select "Statewide"

- 17 When you select "Statewide", the "Contract ID" Field appears
- 18 Enter the Term Contract ID Number into the "Contract ID" field. Do not use spaces or dashes in the Term Contract ID Number. Your Term Contract Number should be entered as follows: "420C"
- 19 Click "OK"; repeat the "Edit" steps for all State Contract line items; when completed click "Next"
- 20 Complete the Shipping and Accounting screens appropriately
- 21 On the Comments Page, in the "Comments – Entire eRequisition" comments box, type in the following "See attached official configuration quote #xxxxx"
- 22 Click Add Attachment, browse for the saved official configuration quote on your computer, select it, and click OK
- 23 Make sure the attachment name appears below the comments box
- 24 Continue your order placement process and submit your eRequisition

Refer to the contract for restrictions and additional information