

**PERALTA COMMUNITY COLLEGE DISTRICT**  
**Board of Trustees Agenda Report**  
**For the Trustee Meeting Date of January 13, 2009**

ITEM # 16

**ITEM TITLE:**

Consider Ratification to Piggyback on Foundation for California Community Colleges (FCCC) Contract with KI Furniture for Furniture for the Beginner's Inn Classrooms and Faculty Offices, Laney College

**SPECIFIC BOARD ACTION REQUESTED:**

Ratification is requested for the purchase of furniture for the Beginner's Inn Classrooms and Faculty Offices at Laney College from KI Furniture through a piggyback to FCCC Contract number CA0198B, in the amount of \$60,586.41. This is allowable under Public Contract Code Section 20652.

**ITEM SUMMARY:**

Furniture needs in the amount of \$60,586.41 have been identified for the Laney Beginner's Inn classrooms and faculty offices. The furniture was ordered from KI Furniture, as a piggyback on the FCCC Contract Number CA0918B to provide academic furniture to community colleges. This is allowable under Public Contract Code Section 20652. It was desirable to order the furniture by the year end to avoid a price increase which took effect in January. Therefore, the purchase was approved by the Chancellor, permitted under the Chancellor Authorization to Sign (Resolution 99/00-5). Board ratification is now requested.

**BACKGROUND/ANALYSIS:**

FCCC provides several competitively bid, piggyback-able contracts for Community Colleges to use for the purchase of academic and administrative furniture. These piggyback-able contracts save the districts time and avoid the expense of competitively bidding each project. KI is one of the vendors with a formal contract, # CA0918B with FCCC, to provide academic furniture to Community Colleges. Under Public Contract Code 20652, the governing board of any community college district without advertising for bids, and when that board has determined it to be in the best interests of the district, may authorize by contract to purchase materials and equipment utilizing the piggyback-able contracts. The District would like to utilize the FCCC (KI Contract # CA0918B) for the District's furniture needs. Under the FCCC contract, the pricing for the KI furniture is based on a percentage discount off the retail list price.

**ALTERNATIVES/OPTIONS:**

Not applicable.

**EVALUATION AND RECOMMENDED ACTION:**

Ratification is recommended for the purchase of furniture for the Beginner's Inn Classrooms and Faculty Offices at Laney College from KI Furniture through a piggyback to FCCC Contract number CA0198B, in the amount of \$60,586.41.

**SOURCE OF FUNDS (AND FISCAL/BUDGETARY IMPACT):**

Funding Source: Measure A, as approved by the voters in Peralta's constituency and authorized under Resolution 05/06-45, Exhibit A-1, Laney College "Equipment, technology upgrades, and facility and classroom improvements for the college's following programs: Biology, Business, Chemistry, CIS, Culinary Arts, Dance, Environmental Control Technology, Foreign Languages, Geography, Math, Theater Arts, and Welding."

**OTHER DEPARTMENTS IMPACTED BY THIS ACTION (E.G. INFORMATION TECHNOLOGY):**

YES \_\_\_\_\_ No  X

**COMMENTS:**

No additional comments.

**WHO WILL BE PRESENTING THIS ITEM AT THE BOARD MEETING?**

Vice Chancellor Ikharo

**DID A BOARD STANDING COMMITTEE RECOMMEND THE ITEM?** YES \_\_\_\_\_ No  X

**IF "YES", PLEASE INCLUDE THAT INFORMATION IN YOUR SUMMARY.**

**PLEASE ACQUIRE SIGNATURES IN THIS ORDER:**

**DOCUMENT PREPARED BY:**

Prepared by: Sadiq B. Ikhano Date: 1-7-09  
Dr. Sadiq B. Ikhano  
Vice Chancellor of General Services

**DOCUMENT PRESENTED BY:**

Sadiq B. Ikhano Date: 1-7-09  
Dr. Sadiq B. Ikhano  
Vice Chancellor of General Services

**FINANCE DEPARTMENT REVIEW**

Finance review required  Finance review *not* required

If Finance review is required, determination is:  Approved  Not Approved

If not approved, please give reason: \_\_\_\_\_

Signature: Thomas Smith Date: 1-8-09  
Thomas Smith  
Vice Chancellor for Finance and Administration

**GENERAL COUNSEL (Legality and Format/adherence to Education Codes):**

Legal review required  Legal review *not* required

If Legal review is required, determination is:  Approved  Not Approved

Signature: Thuy T. Nguyen Date: 1/7/08  
Thuy T. Nguyen, General Counsel

**CHANCELLOR'S OFFICE APPROVAL**

Approved, and Place on Agenda  Not Approved, but Place on Agenda

Signature: Elihu Harris Date: 1-7-09  
Elihu Harris, Chancellor



PERALTA COMMUNITY COLLEGE DISTRICT  
Department of General Services

December 11, 2008

**MEMORANDUM**

**To:** Chancellor Elihu M. Harris

**From:** Dr. Sadiq B. Ikharo, Vice Chancellor for General Services. *SBI*

**Subject:** Approval to Piggyback on Foundation for California Community Colleges (FCCC) Contract with KI Furniture for Furniture for the Beginner's Inn Classrooms and Faculty Offices, Laney College

*60,586.41 (reduced)*

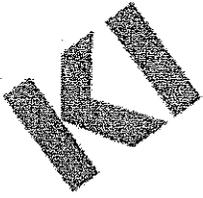
Furniture needs in the amount of ~~\$62,404.00~~ have been identified for the Laney Beginner's Inn classrooms and faculty offices (see attached quotation). The furniture will be ordered from KI Furniture, as a piggyback on the FCCC Contract Number CA 0918b to provide academic furniture to community colleges. This is allowed under Public Contract Code Section 20652. It is desirable to order the furniture before the year end because a price increase will take effect in January 2009.

Your approval is requested to issue a purchase order to KI Furniture in the amount of \$62,404.00 to purchase this furniture. Ratification of the purchase will be placed on the agenda for the January 13, 2009 Board meeting.

Thank you.

SBI:cr  
Attachment

*Approved*  
*[Signature]*  
*12/17/08*



FINAL

# QUOTATION

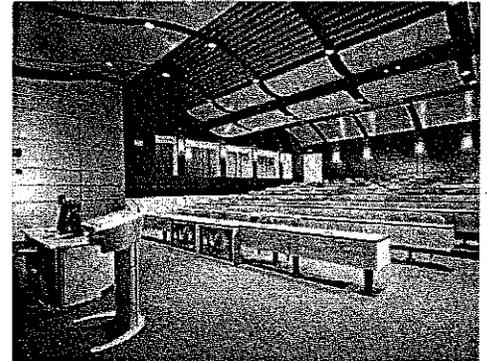
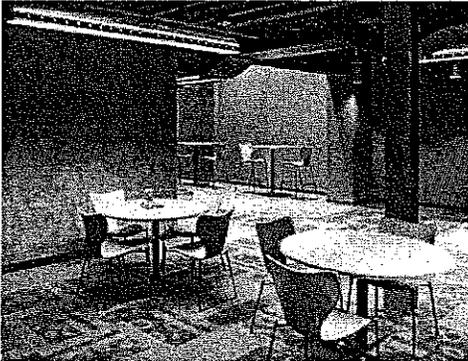
## LANEY - BEGINNERS INN

LANEY6

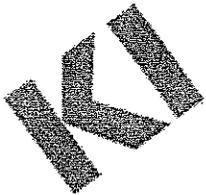
*CREATED 10/2/2008*

*REVISED 12/13/2008*

Valid Through 12/31/2008



**Ted M. Flores**  
Account Representative  
ted.flores@ki.com  
(925) 743-9988



FINAL  
QUOTATION

LANEY - BEGINNERS INN

LANEY6

See "Sales Terms and Conditions" section of this quotation for approval and acceptance. \*Freight may be added on freight excluded product unless otherwise noted.\*

CREATED 10/2/2008  
REVISED 12/13/2008  
Valid Through 12/31/2008

PRODUCT TOTALS	\$55,711.64
ADDITIONAL CHARGES	\$4,874.77
GRAND TOTAL	\$60,586.41

Prepared by  
Ted Flores

KI Offers A Lease Finance Option For All of Your Furniture Needs.  
Contact Us For A Quote.

Reference Only

Market Code: 1=University & College  
Drawing #:  
Opportunity #: 0  
Quote Filename: LANEY - BEGINNERS INN -  
LANEY6

Proj Num - LANEY6  
Model Opt: Y GSA: N  
Proj Totals: Y  
Quote Type: List/Discount/Net

Ted M. Flores  
Account Representative  
ted.flores@ki.com  
(925) 743-9988

**Contract Number**  
Contract Description

CA 0918B  
FCCC Contract Pricing  
Delivered and Installed  
Tier 2 52% off List

**Requested Delivery Date**

To be Determined

**Sold To**  
Peralta Community College  
333 - 8th Street  
Oakland, CA

**End User**  
To be Determined

**Ship To**  
To be Determined

**Installation**  
To be Determined

**Client Notes:**

Foundation of California Community Colleges; Contract # CA 0918B; Tier 2; 52% off List;  
Delivered and Installed Option; Maximum discount offered on contract for this project volume;  
All products selections are in line with Peralta CCD standards;

CREATED 10/2/2008  
 VALID THROUGH 12/31/2008  
 Prepared By Ted Flores  
 Quote Filename LANEY - BEGINNERS INN - LANEY6

Line	Model	Description	Qty.	List Price	Extended List Price	Discount Percent	Sell Price	Extended Total
Description Building Floor Department Area Person OFFICE 101								
1.1	GSSH24724824S/CR-74P	GEN SQUARE SHOE,CRANK HT ADJ,74P EDGE,24x72x48x24" SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE	2	\$1,653.00	\$3,306.00	52.00	\$793.44	\$1,586.88
		No data /PUN No modesty panel, No wire trough /NM/NW Starlight Silver /SX Warm Grey /EWG KI Laminates Standard MONTICELLO MAPLE /LMT						
1.2	GSSH24487224S/CR-74P	GEN SQUARE SHOE,CRANK HT ADJ,74P EDGE,24x48x72x24" SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE	2	\$1,653.00	\$3,306.00	52.00	\$793.44	\$1,586.88
		No data /PUN No modesty panel, No wire trough /NM/NW Starlight Silver /SX Warm Grey /EWG KI Laminates Standard MONTICELLO MAPLE /LMT						
1.3	GSCR4848/TF-CLH	GEN PLASTIC CORE SCREEN,LH,48Wx48"H SELECT BASE FINISH	1	\$596.00	\$596.00	52.00	\$286.08	\$286.08
		Starlight Silver /SX						
1.4	GSTR2454S/CR-74P	GEN BASIC RECTANGULAR,CRANK HT ADJ,74P EDGE,24x54"W SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE	1	\$1,063.00	\$1,063.00	52.00	\$510.24	\$510.24
		No data /PUN No modesty panel, No wire trough /NM/NW Starlight Silver /SX Warm Grey /EWG KI Laminates Standard MONTICELLO MAPLE /LMT						
1.5	GDVD24/S	GEN TABLE MOUNTED PRIVACY DIVIDER,FOR 24"D TBL w/o OVERHEAD SELECT BASE FINISH	1	\$155.00	\$155.00	52.00	\$74.40	\$74.40
		Starlight Silver /SX						
1.6	M8-357083	GEN TABLE MOUNTED PRIVACY DIVIDER,FOR 24"D TBL w/o OVERHEAD; end mount; attached to right side SELECT BASE FINISH	1	\$207.00	\$207.00	52.00	\$99.36	\$99.36
		Starlight Silver /SX						
1.7	M8-352800	GEN TABLE MOUNTED PRIVACY DIVIDER,FOR 24"D TBL w/o OVERHEAD; end mount; attached to left side SELECT BASE FINISH	1	\$207.00	\$207.00	52.00	\$99.36	\$99.36
		Starlight Silver /SX						
1.8	SWLB.48	WALL MOUNTED LOAD BAR,48"W STANDARD TRIM FINISHES	4	\$114.00	\$456.00	52.00	\$54.72	\$218.88
		Warm Grey /WVG						
1.9	BLCL48/WW/LB	WWRKS BALANCE OVRHD w/LAM UPPER DR,LOAD BAR MOUNT,48"W CABINET PAINT COLOR LOWER DOOR COLOR SELECT SURFACE FINISH STANDARD LAMINATE KEY OPTION	4	\$1,129.00	\$4,516.00	52.00	\$541.92	\$2,167.68
		Starlight Silver Metallic /SX Starlight Silver Metallic /SXL KI Laminates Standard MONTICELLO MAPLE /LMT No Lock Core /NLC						
1.10	BMB48	TACKBOARD/TOOL RAIL ATTACHMENT BAR,48"W SELECT TRIM COLOR	4	\$35.00	\$140.00	52.00	\$16.80	\$67.20
		Starlight Silver Metallic /SX						
1.11	PTBO4820	OVERHEAD TACKBOARD,20"H,48"W TACKBOARD FABRIC GRADE 2 FABRICS PI FABRICS SELECT TRIM COLOR	4	\$260.00	\$1,040.00	52.00	\$124.80	\$499.20
		Grade 2 Fabrics GRD2 PI I CAMBRIDGE /P2CE Starlight Silver Metallic /SX						
1.12	NSD	SHELF DIVIDER STANDARD TRIM FINISHES	12	\$21.00	\$252.00	52.00	\$10.08	\$120.96
		Black /BL						

CREATED 10/2/2008  
 VALID THROUGH 12/31/2008  
 Prepared By Ted Flores  
 Quote Filename LANEY - BEGINNERS INN - LANEY6

Line	Model		Qty.	List Price	Extended List Price	Discount Percent	Sell Price	Extended Total
1.13	BTLT5.36	BALANCE OVERHEAD TASK LIGHT,36"W,FOR 42 & 48" OVERHEAD	4	\$88.00	\$352.00	52.00	\$42.24	\$168.96
1.14	S7P/1520MPBF	7SF MOBILE PED-PEN/BOX/FILE-20" NOMINAL DEPTH	4	\$701.00	\$2,804.00	52.00	\$336.48	\$1,345.92
		PULL OPTIONS		Aluminum Bow Tie	/ALBT			
		UNIT COLOR		Starlight Silver Metallic	/SX			
		KEY OPTION		No lock core	/NLC			
1.15	S7P/PENTRAY	7SF PENCIL TRAY-BLACK FINISH ONLY	4	\$8.00	\$32.00	52.00	\$3.84	\$15.36
1.16	DMR35FX-74P	DLMP FXD LEG,ROUND,X BASE,74P EDGE,42"DIA.	1	\$735.00	\$735.00	52.00	\$352.80	\$352.80
		EDGE COLOR		Warm Grey	/EWG			
		SELECT SURFACE FINISH		KI Laminates	Standard			
		KI LAMINATES		MONTICELLO MAPLE	/LMT			
		PAINTED SURFACE FINISH		Starlight Silver Metallic	/SX			
		BASE OPTION		No Casters	-NC			
		WIRE MANAGEMENT OPTIONS		No Wireway	-NW			
1.17	S7B/3663012	7SF BOOKCASE-36Wx66Hx12"D-4 ADJ SHELVES	1	\$755.00	\$755.00	52.00	\$362.40	\$362.40
		UNIT COLOR		Starlight Silver Metallic	/SX			
1.18	AT66243MW61BLS-S3-NT	AT 66" DBL MOD WRDRBS,W61BLSI LOCKER,STL TP,S3,24X24D	3	\$1,916.00	\$5,748.00	52.00	\$919.68	\$2,759.04
		BASE OPTIONS		4 bl/wh casters (2 locking)	/MCW			
		UNIT COLOR		Starlight Silver Metallic	/SX			
1.19	M8-357111	VERSA FOUR-LEG ARMLESS,UPHOL SEAT/WOOD BCK,NONGANGING	4	\$412.00	\$1,648.00	52.00	\$197.76	\$791.04
		SELECT GLIDE OPTION		Plastic Glides	/P			
		SELECT FRAME COLOR		Starlight Silver Metallic	/SX			
		SELECT WOOD BACK COLOR		Monticello Maple Stain	/MMT			
		SELECT WOOD BACK STYLE		Square (New Style)	/VSB			
		SELECT WOOD BACK CUT-OUT		Fan (square back only)	/CO4			
		VERSA WOOD BCK UPH		(STD) CA 117 Foam & Fabric	-NFR			
		VERSA STNDRD UPHOL		Pallas Fabric Group P1	GRPP1			
		P1 Pallas Fabric		KWAART	KWAART			
		KWAART		HUDSON	/29.061.074.P			
1.20	K178/JR37	IMPRESS ULTRA TASK,PED BASE,MESH HIGH BK,ADJ. ARMS,UPH ST	4	\$816.00	\$3,264.00	52.00	\$391.68	\$1,566.72
		SELECT MEMORY FOAM		Memory Foam (for seat only)	/MF			
		SELECT SEAT OPTION		Sliding Seat	/SLD			
		SELECT BACK PANEL		Black	-BL			
		SELECT UPHOLSTERY GRADE/COLOR		(STD) CA 117 Foam & Fabric	NFR			
		IMPRESS UPHOLSTERY		Teknit Fabric	/MESH			
		TEKNIT FABRIC		Baltic	/BALTIC			
		SELECT BASE OPTION		Hard floor casters	/S			
		SELECT HEADREST OPTION		NO Headrest option	/NH			
1.21	3KEY-CORE ALIKE	KEY-ALIKE LOCK/CORE SET OF 3	4	\$0.00	\$0.00	52.00	\$0.00	\$0.00

Description OFFICE 101 WorkGroup Product Subtotal \$14,679.36

Description	Building	Floor	Department	Area	Person				
CLASSROOM 103									
2.1	DL247229-74P-NP	DATALINK FOLDING LG w/o PWR,74P EDGE,24x72x29"H		8	\$1,272.00	\$10,176.00	52.00	\$610.56	\$4,884.48
		PWRUP,GROM,CONNECT SELECTION FOR FOLDING LEGS	Grommet left and right						
		POWERUP/GROMMET COLOR	Warm Grey						
		BASE FINISH COLOR	Starlight Silver Metallic						
		SELECT SURFACE FINISH	KI Laminates						
		STANDARD LAMINATE	MONTICELLO MAPLE						
		SELECT EDGE COLOR	Warm Grey						

CREATED 10/2/2008  
 VALID THROUGH 12/31/2008  
 Prepared By Ted Flores  
 Quote Filename LANEY - BEGINNERS INN - LANEY6

Line	Model	Qty.	List Price	Extended List Price	Discount Percent	Sell Price	Extended Total
2.2	GSTR2448S/CR-74P	1	\$1,143.00	\$1,143.00	52.00	\$548.64	\$548.64
	GEN BASIC RECTANGULAR,CRANK HT ADJ,74P EDGE,24x48"W SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE		No data With modesty panel, No wire trough Starlight Silver Warm Grey KI Laminates MONTICELLO MAPLE	/PUN /WM/NW /SX /EWG Standard /LMT			
2.3	M16NAP	16	\$232.00	\$3,712.00	52.00	\$111.36	\$1,781.76
	M16 ARMLESS CHAIR,POLY SEAT/BACK M16 FRAME COLORS SELECT BASE OPTION SELECT SHELL COLOR		Starlight Silver Metallic Hard Floor Casters Black	/SX /S /PBL			
2.4	M8-357114	24	\$511.00	\$12,264.00	52.00	\$245.28	\$6,136.72
	DORSAL RND LEG STACKING TBLT ARMCHAIR,RT TBLT,UNUPH,PVC EDGE DORSAL FRAME COLOR DORSAL SHELL COLOR SELECT LAMINATE FINISH DORSAL RND LEG GLIDE BOOKRACK DORSAL CAL133 FR OPTION DORSAL PVC EDGE Set up		Starlight Silver Metallic Flannel Monticello Maple Plastic Glide No Bookrack (STD) CA 117 Foam & Fabric Warm Grey Set up	/SX /PFN /LMT /P -NBR -NFR /WG Set up	One Time Chg	\$250.00	
2.5	M8-357113	3	\$511.00	\$1,533.00	52.00	\$245.28	\$735.84
	DORSAL RND LEG STACKING TBLT ARMCHAIR,LT TBLT,UNUPH,PVC EDGE DORSAL FRAME COLOR DORSAL SHELL COLOR SELECT LAMINATE FINISH DORSAL RND LEG GLIDE BOOKRACK DORSAL CAL133 FR OPTION DORSAL EDGE		Starlight Silver Metallic Flannel Monticello Maple Plastic Glide No Bookrack (STD) CA 117 Foam & Fabric PVC Edge	/SX /PFN /LMT /P -NBR -NFR /EWG			
Description						WorkGroup Product Subtotal	\$14,087.44
CLASSROOM 103							
Description Building Floor Department Area Person							
CLASSROOM 105							
3.1	M8-357113	7	\$511.00	\$3,577.00	52.00	\$245.28	\$1,716.96
	DORSAL RND LEG STACKING TBLT ARMCHAIR,LT TBLT,UNUPH,PVC EDGE DORSAL FRAME COLOR DORSAL SHELL COLOR SELECT LAMINATE FINISH DORSAL RND LEG GLIDE BOOKRACK DORSAL CAL133 FR OPTION DORSAL EDGE		Starlight Silver Metallic Flannel Monticello Maple Plastic Glide No Bookrack (STD) CA 117 Foam & Fabric PVC Edge	/SX /PFN /LMT /P -NBR -NFR /EWG			
3.2	M8-357114	36	\$511.00	\$18,396.00	52.00	\$245.28	\$9,080.08
	DORSAL RND LEG STACKING TBLT ARMCHAIR,RT TBLT,UNUPH,PVC EDGE DORSAL FRAME COLOR DORSAL SHELL COLOR SELECT LAMINATE FINISH DORSAL RND LEG GLIDE BOOKRACK DORSAL CAL133 FR OPTION DORSAL PVC EDGE Set up		Starlight Silver Metallic Flannel Monticello Maple Plastic Glide No Bookrack (STD) CA 117 Foam & Fabric Warm Grey Set up	/SX /PFN /LMT /P -NBR -NFR /WG Set up	One Time Chg	\$250.00	
Description						WorkGroup Product Subtotal	\$10,797.04

CREATED 10/2/2008  
 VALID THROUGH 12/31/2008  
 Prepared By Ted Flores  
 Quote Filename LANEY - BEGINNERS INN - LANEY6

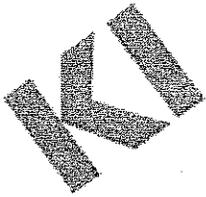
Line	Model		Qty.	List Price	Extended List Price	Discount Percent	Sell Price	Extended Total	
Description Building Floor Department Area Person									
OFFICE 107									
4.1	GSTR3054S/CR-74P	GEN BASIC RECTANGULAR,CRANK HT ADJ,74P EDGE,30x54"W SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE	1	\$1,065.00	\$1,065.00	52.00	\$511.20	\$511.20	
		No data No modesty panel, No wire trough Starlight Silver Warm Grey KI Laminates MONTICELLO MAPLE				/PUN /NM/NW /SX /EWG Standard /LMT			
4.2	GSTR3060S/CR-74P	GEN BASIC RECTANGULAR,CRANK HT ADJ,74P EDGE,30x60"W SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE	1	\$1,071.00	\$1,071.00	52.00	\$514.08	\$514.08	
		No data No modesty panel, No wire trough Starlight Silver Warm Grey KI Laminates MONTICELLO MAPLE				/PUN /NM/NW /SX /EWG Standard /LMT			
4.3	GSTR2472S/CR-74P	GEN BASIC RECTANGULAR,CRANK HT ADJ,74P EDGE,24x72"W SELECT POWERUP MODULE LOCATION SELECT MODESTY / WIRE TROUGH OPTION SELECT BASE FINISH SELECT EDGE COLOR SELECT SURFACE FINISH STANDARD LAMINATE	1	\$1,107.00	\$1,107.00	52.00	\$531.36	\$531.36	
		No data No modesty panel, No wire trough Starlight Silver Warm Grey KI Laminates MONTICELLO MAPLE				/PUN /NM/NW /SX /EWG Standard /LMT			
4.4	AT66243MW61BLSI-S3-NT	AT 66" DBL MOD WRDRBS,W61BLSI LOCKER,STL TP,S3,24X24D BASE OPTIONS UNIT COLOR	2	\$1,916.00	\$3,832.00	52.00	\$919.68	\$1,839.36	
		4 bl/wb casters (2 locking) Starlight Silver Metallic				/4CW /SX			
4.5	S7P/1520MPBF	7SF MOBILE PED-PEN/BOX/FILE-20" NOMINAL DEPTH PULL OPTIONS UNIT COLOR KEY OPTION	2	\$701.00	\$1,402.00	52.00	\$336.48	\$672.96	
		Classic (inset pull) Starlight Silver Metallic No lock core				/CLSC /SX /NLC			
4.6	S7P/PENTRAY	7SF PENCIL TRAY-BLACK FINISH ONLY	2	\$8.00	\$16.00	52.00	\$3.84	\$7.68	
4.7	K178/JR37	IMPRESS ULTRA TASK,PED BASE,MESH HIGH BK,ADJ. ARMS,UPH ST SELECT MEMORY FOAM SELECT SEAT OPTION SELECT BACK PANEL SELECT UPHOLSTERY GRADE/COLOR IMPRESS UPHOLSTERY TEKKNIT FABRIC SELECT BASE OPTION SELECT HEADREST OPTION	2	\$816.00	\$1,632.00	52.00	\$391.68	\$783.36	
		Memory Foam (for seat only) Sliding Seat Black (STD) CA 117 Foam & Fabric Teknit Fabric Baltic Hard floor casters NO Headrest option				/MF /SLD -BL NFR /MESH /BALTIC /S /NH			
4.8	1KEY-CORE ALIKE	KEY-ALIKE LOCK/CORE SET OF 1	2	\$0.00	\$0.00	52.00	\$0.00	\$0.00	
Description Building Floor Department Area Person							WorkGroup Product Subtotal		\$4,860.00
OFFICE 107									
Description Building Floor Department Area Person									
PASTRY 116									
5.1	M8-357115	600 SER INDUST STOOL,WOOD SEAT,ADJ HT,19-27"H, special frame finish, special wood stain finish STOOL FRAME COLOR	30	\$158.00	\$4,740.00	52.00	\$75.84	\$2,350.20	
		Starlight Silver Metallic				/SX			

CREATED 10/2/2008  
 VALID THROUGH 12/31/2008  
 Prepared By Ted Flores  
 Quote Filename LANEY - BEGINNERS INN - LANEY6

Line	Model		Qty.	List Price	Extended List Price	Discount Percent	Sell Price	Extended Total	
		WOOD SEAT STAIN set up			Monticello Maple set up	/MMT set up	One Time Chg \$75.00		
Description								WorkGroup Product Subtotal	\$2,350.20
PASTRY 116									
Description Building Floor Department Area Person									
LOBBY 120									
6.4	A323A	ARISSA ARMLESS CHAIR, NON-CONTRAST	2	\$1,830.00	\$3,660.00	52.00	\$878.40	\$1,756.80	
		SELECT NON-CONTRAST FABRIC		(STD) CA 117 Foam and Fabric	/NFR				
		ARISSA FABRIC NFR		Fabric Grade H	H				
		Fabric		TERRAZZO	TERRAZZO				
		TERRAZZO		PAPRIKA	/29.025.068.P				
		SELECT WOOD FINISH COLOR		Monticello Maple Stain	/MMT				
		SELECT MOISTURE BARRIER		NO Moisture Barrier	/NMB				
6.5	5516	FLEX ROUND CLUB TABLE, LAMINATE TOP, 24"DIA, 22"H	1	\$939.00	\$939.00	52.00	\$450.72	\$450.72	
		SELECT WOOD FINISH COLOR		Monticello Maple Stain	/MMT				
		SELECT LAMINATE COLOR		KI Laminates	Standard				
		KI LAMINATES		MONTICELLO MAPLE	/LMT				
Description								WorkGroup Product Subtotal	\$2,207.52
LOBBY 120									
Description Building Floor Department Area Person									
OFFICE 122									
7.1	GSSH24724824S/CR-74P	GEN SQUARE SHOE, CRANK HT ADJ, 74P EDGE, 24x72x48x24"	1	\$1,653.00	\$1,653.00	52.00	\$793.44	\$793.44	
		SELECT POWERUP MODULE LOCATION		No data	/PUN				
		SELECT MODESTY / WIRE TROUGH OPTION		No modesty panel, No wire trough	/NM/NW				
		SELECT BASE FINISH		Starlight Silver	/SX				
		SELECT EDGE COLOR		Warm Grey	/EWG				
		SELECT SURFACE FINISH		KI Laminates	Standard				
		STANDARD LAMINATE		MONTICELLO MAPLE	/LMT				
7.2	GSSH24487224S/CR-74P	GEN SQUARE SHOE, CRANK HT ADJ, 74P EDGE, 24x48x72x24"	1	\$1,653.00	\$1,653.00	52.00	\$793.44	\$793.44	
		SELECT POWERUP MODULE LOCATION		No data	/PUN				
		SELECT MODESTY / WIRE TROUGH OPTION		No modesty panel, No wire trough	/NM/NW				
		SELECT BASE FINISH		Starlight Silver	/SX				
		SELECT EDGE COLOR		Warm Grey	/EWG				
		SELECT SURFACE FINISH		KI Laminates	Standard				
		STANDARD LAMINATE		MONTICELLO MAPLE	/LMT				
7.3	GSTR2472S/CR-74P	GEN BASIC RECTANGULAR, CRANK HT ADJ, 74P EDGE, 24x72"W	1	\$1,107.00	\$1,107.00	52.00	\$531.36	\$531.36	
		SELECT POWERUP MODULE LOCATION		No data	/PUN				
		SELECT MODESTY / WIRE TROUGH OPTION		No modesty panel, No wire trough	/NM/NW				
		SELECT BASE FINISH		Starlight Silver	/SX				
		SELECT EDGE COLOR		Warm Grey	/EWG				
		SELECT SURFACE FINISH		KI Laminates	Standard				
		STANDARD LAMINATE		MONTICELLO MAPLE	/LMT				
7.4	S7P/1520MPBF	7SF MOBILE PED-PEN/BOX/FILE-20" NOMINAL DEPTH	3	\$701.00	\$2,103.00	52.00	\$336.48	\$1,009.44	
		PULL OPTIONS		Aluminum Bow Tie	/ALBT				
		UNIT COLOR		Starlight Silver Metallic	/SX				
		KEY OPTION		No lock core	/NLC				
7.5	S7P/PENTRAY	7SF PENCIL TRAY-BLACK FINISH ONLY	3	\$8.00	\$24.00	52.00	\$3.84	\$11.52	
7.6	AT48242MW42APG-S3-NT	AT 48" DBL MOD TWR, W42APG LOCKER, STL TP, S3, 24X24D BASE OPTIONS	2	\$1,403.00	\$2,806.00	52.00	\$673.44	\$1,346.88	
				4 bl/wh casters (2 locking)	/ACW				

CREATED 10/2/2008  
 VALID THROUGH 12/31/2008  
 Prepared By Ted Flores  
 Quote Filename LANEY - BEGINNERS INN - LANEY6

Line	Model	Qty.	List Price	Extended List Price	Discount Percent	Sell Price	Extended Total
	UNIT COLOR		Starlight Silver Metallic	/SX			
7.7	AT48242MW42BOG-S3-NT	1	\$1,403.00	\$1,403.00	52.00	\$673.44	\$673.44
	AT 48" DBL MOD TWR,W42BOG LOCKER,STL TP,S3,24X24D						
	BASE OPTIONS		4 bi/wh casters (2 locking)	/ACW			
	UNIT COLOR		Starlight Silver Metallic	/SX			
7.8	M8-357111	2	\$412.00	\$824.00	52.00	\$197.76	\$395.52
	VERSA FOUR-LEG ARMLESS,UPHOL SEAT/WOOD BCK,NONGANGING						
	SELECT GLIDE OPTION		Plastic Glides	/P			
	SELECT FRAME COLOR		Starlight Silver Metallic	/SX			
	SELECT WOOD BACK COLOR		Monticello Maple Stain	/MMT			
	SELECT WOOD BACK STYLE		Square (New Style)	/VSB			
	SELECT WOOD BACK CUT-OUT		Fan (square back only)	/CO4			
	VERSA WOOD BCK UPH		(STD) CA 117 Foam & Fabric	-NFR			
	VERSA STNDRD UPHOL		Pallas Fabric Group P1	GRPP1			
	P1 Pallas Fabric		KWAART	KWAART			
	KWAART		HUDSON	/29.061.074.P			
7.9	KI78BJR37	3	\$816.00	\$2,448.00	52.00	\$391.68	\$1,175.04
	IMPRESS ULTRA TASK,PED BASE,MESH HIGH BK,ADJ. ARMS,UPH ST						
	SELECT MEMORY FOAM		Memory Foam (for seat only)	/MF			
	SELECT SEAT OPTION		Sliding Seat	/SLD			
	SELECT BACK PANEL		Black	-BL			
	SELECT UPHOLSTERY GRADE/COLOR		(STD) CA 117 Foam & Fabric	NFR			
	IMPRESS UPHOLSTERY		Teknit Fabric	/MESH			
	TEKNIT FABRIC		Baltic	/BALTIC			
	SELECT BASE OPTION		Hard floor casters	/S			
	SELECT HEADREST OPTION		NO Headrest option	/NH			
7.10	1KEY-CORE ALIKE	3	\$0.00	\$0.00	52.00	\$0.00	\$0.00
	KEY-ALIKE LOCK/CORE SET OF 1						
Description						WorkGroup Product Subtotal	\$6,730.08
OFFICE 122							
						Product SubTotal:	\$55,711.64
						Based on KI's contractual agreements, a freight/fuel surcharge may be applied at the time of order	\$0.00
						Sales Tax 8.75% (addl charge):	\$4,874.77
						Quote Total:	\$60,586.41



# FINAL QUOTATION

## *Terms & Conditions*

See "Sales Terms and Conditions" section of this quotation for approval and acceptance. \*Freight may be added on freight excluded product unless otherwise noted.\*

Prepared by  
Ted Flores

**Reference Only**

Market Code: 1=University & College

Drawing #:

Opportunity #: 0

Quote Filename: LANEY - BEGINNERS INN - LANEY6

Proj Num - LANEY6

Model Opt: Y GSA: N

Proj Totals: Y

Quote Type: List/Discount/Net

**Ted M. Flores**

Account Representative

ted.flores@ki.com

(925) 743-9988

- 1) Any applicable sales or other tax will be added upon invoicing. If you are tax exempt, please provide a copy of a valid sales tax exemption certificate with your purchase order.
- 2) These discounts are ineffective if, as a result of the discounts, the final selling price of any product offered in this quote would be lower than the corresponding price for that product under KI's multiple award schedule contracts with the United States General Services Administration (GSA). If the final selling price for any KI product in this quote would be below KI's price to GSA, KI will offer that product to your company at the same price that KI offers to GSA. No other terms or conditions of KI's GSA contracts would apply to such sales.
- 3) All products listed above will be manufactured in accordance with KI specifications. Finishes will be standard unless stated otherwise.
- 4) KI recommends a Purchase Order Cover Sheet be submitted with all orders. Refer to the Resources & Tools section at KI.com for complete instructions and forms.
- 5) The first and last page of this quote must accompany your company's purchase order and the quote number must be referenced in the body of the purchase order to ensure accurate and timely entry of the product and pricing. Without this information there may be delays in entry, manufacturing, delivery and installation of the product. In addition, if this is the first time you are ordering from KI, please include a tax-exempt certificate, if applicable, and contact your KI sales rep for proper account activation.
- 6) KI requires a valid purchase order to be printed on an official company document and signed by an authorized agent of your company. The purchase order should stipulate exactly the merchandise or service to be transacted by quantity, stock keeping unit (SKU), and price. KI will not accept a quotation or quote worksheet as the basis of an order unless it is specifically referenced in the purchase order. In the event that a customer does not issue standard purchase orders, then all quotes or quote worksheets must be accompanied by a statement on an official company document (letterhead will suffice) authorizing KI to proceed with an order as documented on a quote. Signatures on the quote or worksheet will not be adequate to process an order. Order requests received that do not meet these minimum requirements will likely result in delays to the entry, manufacturing and shipping of the product. Please issue all purchase orders to KI at the below address and fax the order to KI at the fax number listed below or to the Send PO To: company specified below.
- 7) Please refer to KI's price list, acknowledgement or [www.ki.com/warranty](http://www.ki.com/warranty) for a complete version of KI's Terms and Conditions and warranties. Non-standard items are not returnable and not cancelable.
- 8) Prices applicable to all customer orders shall be those in effect at the time KI receives a complete order from customer unless: Customer and KI have in place a written pricing or master supply agreement, which agreement specifies the prices to be paid by Customer; or Customer requests a product shipping date to occur more than one hundred twenty (120) days after KI's receipt of Customer's order (in which case KI shall have the option to apply to Customer's order the price list in effect as of the Customer's requested shipping date).
- 9) KI's standard credit terms are Net 30 days. It is the policy of KI to grant the extension of credit to those customers who meet or exceed predetermined base line credit worthiness requirements as established by KI. KI reserves the right to modify credit terms at its discretion.
- 10) Leasing Provisions - The first and last monthly payments are required at the time of signing. Lease quotations subject to IFC credit approval. Rates are based upon current market and subject to change without notice.
- 11) Freight and Fuel Surcharge - KI reserves the right to apply a Freight and Fuel Surcharge to customer orders. This may vary over time due to prevailing economic conditions. The freight fuel surcharge on this quote is an estimate. The final fuel surcharge fee will be determined at the time the order is placed.
- 12) Quick Ship Program (QSP) lead-times begin upon receipt of a clearly marked and complete purchase order and approval by KI Credit Dept. The QSP purchase order must be accompanied by the QSP purchase order cover sheet. Orders will only be processed as quick ship if all items are within the quick ship program. Quick ship orders can not be revised, cancelled, or returned. It is KI's intention to ship all QSP products within a period of 10 working days or less. Based on production capacity, KI reserves the right to cancel the Quick Ship Program without notice.

Issue PO To:  
KI (Krueger International)  
1330 Bellevue Street  
P.O. Box 8100  
Green Bay, WI 54302  
Phone: (800) 424-2432  
Fax: (920) 468-2270  
Website: <http://www.ki.com>

Send PO To:  
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1330 Bellevue Street  
P.O. Box 8100  
Green Bay, WI 54302  
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Fax: (920) 468-2270  
Email: