

SYSFURN 07  
State of West Virginia



Suite 600  
2740 Smallman Street  
Pittsburgh, PA 15222-4720  
412-261-2525  
Fax 255-4089  
[www.franklininteriors.com](http://www.franklininteriors.com)

Service Center  
1360 Island Avenue  
McKees Rocks, PA 15136-2518  
412-261-2525  
Fax 255-4088

State of West Virginia  
Department of Administration  
Purchasing Division  
PO Box 50130  
Charleston, WV 25305-0130


Dear Mrs. Francisco:

In response to your RFQ dated July 27, 2006, we are submitting our response to your request. We have addressed this RFQ in the same detailed, timely, professional manner that you can expect from an ongoing relationship with Franklin Interiors. Our team appreciates the detail in your RFQ, and we feel that Franklin Interiors can provide the State with a broad portfolio of products. With the change in the bid requirements at purchases over \$2,500 we are looking forward to getting to participate more in your purchasing process.


I have enclosed the disk you requested with the Manufactures names and discounts to the State. Also enclosed are either printed or disk copies of all the current prices lists from each company and line of furniture. We are offering the State delivered and Installed pricing off of all Steelcase products including all Steelcase partners including, Vecta, Metro, Details, Brayton and Turnstone. In addition we have added some complimentary lines of furniture, which will give the State access to even more variety of products and price points.

Thank you again for including us in this Sysfurn 07 Contract. We are excited about the opportunity to work with the State throughout the upcoming years.

Sincerely;

  
Garry Pyles  
Vice President

  
Julie Frum  
Account Executive

Vendor/Contact Information	Manufacturer	Model/Line/ Product	Catalog Identifier	Discount %	File Grade	Enclosed Printed price list or CD
<b>Vendor: Franklin Interiors</b>						CD
<b>Contract Coordinator:</b> Garry Pyles	Steelcase	Steel Answer Systems	Jan-06	50%		CD
		Steel Aveinr Systems	Jan-06	50%		CD
		Steel Ellipse	Jan-06	50%		CD
<b>Address: Suite 600, 2740 Smallman St</b>		Steel Montage Systems	Jan-06	50%		CD
<u>Pittsburgh, PA 15222</u>		Steel Series 9000	Jan-06	50%		CD
<b>Phone#: 412-261-2525</b>		Steel Seating (not including 462 Leap, 464 leap, Think, Cachet)	Jan-06	50%		CD
		Steel Seating Exceptions(462 Leap, 464	Jan-06	40%		CD
<b>Fax#: 412-255-4089</b>		Steel Storage	Jan-06	50%	A	CD
<b>Toll Free#: 1-800-371-5001</b>		Pathways Logic Products	Jan-06	50%		CD
		Context	Jan-06	50%		CD
<b>Email: gpyles@franklininteriors.com</b>		Wood Casegoods	Jan-06	40%		CD
		Wood Seating	Jan-06	40%		CD
<b>Labor Rate: \$30.00/ overtime \$45.00</b>		Elective Elements 5	Jan-06	40%		CD
<b>Design Fee: \$30.00</b>		Elective Elements 6	Jan-06	40%		CD
		Relevant	Jan-06	40%		CD
		Unison	Jan-06	40%		CD
<b>Signature</b> 		Turnstone	Jan-06	50%	C	CD
	Brayton International	Seating, Healthcare	Jan-06	43%		CD
<b>Print Name</b> GARRY PYLES VICE-PRESIDENT.	Vecta	Werndl	Jan-06	45%		CD
	Vecta	Seating, Tables	Jan-06	43%		CD
	Metro	Seating, Casegoods, Tables	Jan-06	43%		CD





State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFC NUMBER
SYSFURN07

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
BETTY FRANCISCO 304-558-0468

VENDOR

Franklin Interiors  
 Gary Pyles  
 2740 Smallman Street - Suite 600  
 Pittsburgh, PA 15222-4720

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/27/2006				

BID OPENING DATE: 09/20/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM # 01						
1. IF MANUFACTURER SIMPLY CHANGES THE CODES OR THE NUMBERING SYSTEM IDENTIFYING PRODUCTS, THOSE CHANGES WILL BE ACCEPTED WHEN THEY OCCUR. NOTE: IF ANY PRICING CHANGES OCCUR WITH THIS CHANGE, THEY WILL ONLY BE ACCEPTED AT RENEWAL. ANY CHANGE OF MODEL NUMBERS ACCEPTED MUST INCLUDE ENTIRE REPLACEMENT OF THE PRICING BOOK/CD/ETC. NO PARTIAL LIST OF ITEMS IN CATALOG, ETC. SHALL BE ACCEPTED.						
2. SPECIFICATIONS, REVISED 8/24, ARE ATTACHED.						
3. THE MAXIMUM RATE OF \$30.00/HOUR APPLIES TO BOTH DESIGN AND LABOR FOR REARRANGEMENT. NO LABOR FEE WILL BE PERMITTED WITH NEW INSTALLATION.						
4. SECTION D - GENERAL REQUIREMENTS FOR FILING CABINETS: PREVIOUSLY REQUESTED "PRICING". THAT HAS BEEN DELETED FROM THE REVISED SPECIFICATIONS. NOTE: BIDDERS SHOULD LIST THE CLASS OF ALL FILE CABINETS BID, A, B, OR C.						
5. PROOF OF INSURANCE AND WORKER'S COMPENSATION SHALL BE REQUIRED PRIOR TO ANY AWARD.						
6. IT WAS REQUESTED THAT THE USERS BE REQUIRED TO PERFORM ROUTINE MAINTENANCE. THIS REQUEST IS DENIED. THE POTENTIAL FOR THE USER TO DAMAGE THE SYSTEM FURNITURE AND THEREBY VOID THE WARRANTY IS TOO GREAT. CONTRACT HOLDER WHO IS AWARDED AND SUPPLIES THE SYSEM FURNITURE IS RESPONSIBLE FOR ALL MAINTENANCE.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	GARY PYLES	TELEPHONE	412-261-2525	DATE	09/14/06
TITLE	VICE PRESIDENT	FEIN	25-168-1259	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum** - The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

**SIGNED BID TO:**

Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130



State of West Virginia  
 Department of Administration  
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 2019 Washington Street East  
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# Request for Quotation

RFQ NUMBER
SYSFURN07

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ADDRESS CORRESPONDENCE TO ATTENTION OF
BETTY FRANCISCO
304-558-0468

RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/27/2006				

BID OPENING DATE: **09/20/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>7. REQUEST RECEIVED TO REPLACE THE WARRANTY REQUIREMENTS WITH THE COMPANY LIMITED WARRANTIES. REQUEST DENIED. CONTRACTS WILL BE AWARDED TO COMPANIES WHO MEET THE SPECIFICATIONS CONTAINED IN THE RFQ.</p> <p>8. IF A VENDOR REPRESENTED AT THE PRE-BID HAS MORE THAN ONE LINE, THAT BIDDER MAY BID MORE THAN ONE LINE - BIDDER MUST BID SYSTEM LINE TO QUALIFY FOR ANY AWARD.</p> <p>9. ALL STATE AGENCIES WILL NOT BE REQUIRED TO BID NEW SYSTEMS IF THE ANTICIPATED COST IS IN EXCESS OF \$2,500. A QUESTION WAS RECEIVED ON WHY HAVE A CONTRACT IF THIS IS THE PROCESS. THE BIDS WILL ONLY BE SOLICITED FROM CONTRACT HOLDERS; IF YOU DO NOT BID FOR ONE OF THE CONTRACTS, YOU WILL NOT BE ABLE TO BID FOR THOSE BETWEEN THE \$2,500 AND \$100,000 THRESHOLD. OVER \$100,000, THEY ARE SENT TO THE PURCHASING DIVISION FOR A DECISION TO PUBLICLY BID OR AWARD TO THE CONTRACT HOLDER.</p> <p>10. CD'S WILL BE ACCEPTED IN LIEU OF PRODUCT BOOKS. THESE MUST BE "USER FRIENDLY" CD'S THAT CAN BE USED TO VERIFY THE PRICES AND DISCOUNTS ON ALL PURCHASES.</p> <p>11. THE BID OPENING DATE HAS BEEN CHANGED TO WEDNESDAY, SEPTEMBER 20, 2006.</p> <p>*****END OF ADDENDUM # 01*****</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	GARRY PALES	TELEPHONE	412-261-2525	DATE	09/14/06
TITLE	Vice President	FAX	251-168-1259	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

## SYSFURN07 – Statewide Contract Specifications for Office Furniture

### SCOPE

This is a pre-qualification request for quotation. In order to meet the needs of West Virginia State Agencies, each bidder meeting the qualifications and specifications shall be awarded a contract.

The purpose is to establish contracts for the purchase of systems furniture, filing cabinets, desks, chairs, tables, and other furniture needs of the office environment. Goal will be to establish one contract for each manufacturer and to allow each agency furniture styles that meet their needs. If the contract vendor is a distributor, and their contract with the manufacturer has territory restrictions, more than one contract may be required to allow coverage of the entire State. If the contract is written to a manufacturer, distributor territory responsibility will be the sole responsibility of the manufacturer.

The successful vendor(s) shall be the contract holder. All orders shall be issued to that entity; all invoices shall be required from that contract holder; all payment shall be made to that same contract holder. **Dealers who are not contract holders shall not request West Virginia State Agencies to issue a purchase order to other than the contract holder!**

If the manufacturer is the contract holder, any relationship between that party and a servicing dealer shall be strictly between those parties. SYSFURN contracts with manufacturers shall not list dealers.

### PRE-BID Meeting

A mandatory pre-bid meeting is scheduled for August 16, 2006 at 11:00 a.m. in the Purchasing Division Conference Room located at Building 15, 2019 Washington Street, East, Charleston, WV 25305. **Only vendors represented at this meeting shall be able to submit bids. Failure to attend the pre-bid conference shall disqualify a bidder from bidding on this contract.** No person can represent more than one bidder.

### QUESTIONS

Questions will be accepted until August 14, 2006. Questions are to be e-mailed to: [bfrancisco@wvadmin.gov](mailto:bfrancisco@wvadmin.gov); or faxed to (304) 558-4115

E-mail is the preferred method of receiving questions.

**Note:** Questions will be accepted and discussed at the pre-bid meeting; and upon resolution, applicable changes, if any, will be made to these specifications.

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

### **BID PREPARATION**

No obligation exists for any costs incurred in preparation of the response for this request for quotation.

Two sets of price books, or price lists, or CD's should be attached to your quotation.

### **VENDOR ELIGIBILITY**

This contract shall be limited to lines of furniture that include systems furniture, desks, file cabinets, bookcases and chairs. Manufacturers of lines that only include or cover part of these components (such as desks and/or chairs) are not eligible to bid on this contract unless such a firm has a contract with either a systems manufacturer or with a dealer (who attended the mandatory pre-bid). If a company has a subsidiary such as Kimball/National, the same bidder MAY bid both lines. Contracts shall not be awarded separately to a manufacturer without a system furniture line that meets the SYSFURN07 specifications. "Partnership" or "Alliance" companies with system furniture dealers or manufacturers may be included, either through a systems manufacturer or dealer who attended the mandatory pre-bid meeting.

In addition to compliance with this specification, all bidders shall offer a range of panel and work surface sizes and accessories consistent with general industry standards. Offerings shall include, but are not limited to: Transaction work surfaces, keyboard surfaces, various configurations of tables, flipper door cabinets, shelves with dividers, suspended drawer storage, stand alone drawer storage, mobile drawer storage, desks, task lighting, marker boards, tack boards, coat hooks, wire management, drawer accessories, paper management, electronic support accessories, tables, seating and a minimum of four (4) categories of fabric. If panel system does not meet specifications, you are not eligible under this contract. Bidders shall not offer fabrics that do not meet Class A Flammability Requirements.

Prior to any contract award, vendors shall furnish Workers Compensation certificates and proof of insurance.

### **I. CLASSIFICATION**

#### **TYPE I - Acoustical Panels**

Style A - Communications panel with raceway for running wires and cables to adjacent panels

Style B - Electrified panels with raceway and electrical outlets

#### **TYPE II - Non-Acoustical Panels**

Style A - Communications panel with raceway for running wires and cables to adjacent panels

Style B - Electrified panels with raceway and electrical outlets

## **II. APPLICABLE STANDARDS**

The following documents of latest issue in effect on the date of the Request for Quotations shall form part of this specification to the extent described in REQUIREMENTS:

ASTM-C423 - Sound Absorption and Sound Absorption Coefficients by the Reverberation Room Method

ASTM-E84 - Test for Surface Burning Characteristics of Building Materials  
American Society For Testing and Materials (ASTM)  
1916 Race Street  
Philadelphia, PA 19103

NEMA-LD3-1985 - HIGH PRESSURE DECORATIVE LAMINATES  
National Electrical Manufacturer's Association (NEMA)  
2101 L. Street N.W.  
Washington, DC 20037

ANSI/BIFMA X5.6-1986 American National Standard for Office Furnishings Panel Systems Test  
American National Standards Institution  
1430 Broadway  
New York, NY 10018

## **III. REQUIREMENTS**

### **A. GENERAL REQUIREMENTS FOR ALL TYPES OF PANELS**

**Note:** In all references to drawings provided, it is the intent for the vendor to supply drawings to the agency.

#### **1. Design**

The open plan office system furnished under this specification shall be of the manufacturer's current standard production. The manufacturer shall offer the office open plan office system(s) to commercial and/or industrial users for a minimum period of two years. Upon request by the State, the manufacturer shall furnish references (users of the system(s) offered), to include names, telephone numbers, and addresses. The State will survey users of the proposed system to determine the long-term performance and reliability characteristics of the system. The State reserves the right to reject the system on the analysis of this information. It is the responsibility of the bidder to prove to the satisfaction of the State that the proposed system does in fact meet long-term performance and reliability standard.

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

- b) Panels shall be of the manufacturer's standard design. They shall be Style A, Communications or B, Electrified as specified.
- c) The raceway cover shall be securely held in place.

**Notes:** The same raceway may be used for both communication wires and electrical wires. If electrical system is in addition to the panel, (electrical is ordered separate and added to the panel in the field), vendor should so state and indicate the price for having the addition made.

### **2. Flammability**

All panel constructions are to meet Class 1 or A flammability rating, in accordance to ASTM E-84 test method. See Section VI, Acceptance Evaluation and Quality Assurance.

### **3. Installation**

Panel attachments must be designed so that users may easily be able to add and rearrange panel configurations without specialized help and/or tools and maintain original system strength and rigidity.

Connection shall provide for assembling panels in 2-way, 3-way or 4-way intersections. All panels must be individually removable without dismantling or moving adjacent panels.

Panels shall be mounted a maximum 1" off the floor for maximum noise isolation. If building conditions do not allow installation with only this distance from the floor, the vendor must get a variance from this requirement before proceeding with the installation.

When assembled, panels shall be free-standing and self-supporting; no connections to the walls, ceiling or floor shall be made without agreement with agency representative.

The dimensions and layout shall be as indicated on drawing included with the specifications. Drawings must be furnished by the vendor so the agency has a clear understanding of their purchase; panel sizes shall be as listed in the specifications. The vendor shall be responsible for verification of component quantities and sizes as set forth.

## SYSFURN07 – Statewide Contract Specifications for Office Furniture

### 4. Construction

#### a) Frame

The frame shall be constructed in such a manner that it will support hang-on components, work surfaces, etc. with attendant loads, without warping, bending, flexing or breaking.

#### b) Fabric Covering

The fabric shall be applied smoothly and wrinkle free and the weave shall be straight with the panel. It shall be attached to the frame by a removable spline or other satisfactory method that will allow removal and replacement of fabric as required. No seams or fabric joints shall be visible in faces of panels unless required for special designs. Bidders shall not offer fabrics that do not meet Class A Flammability Requirements.

#### c) Vertical Support Standards

The standard shall be capable of supporting a worktop with two hanging pedestals loaded in accordance with "work surfaces with supported drawers" test ANSI/BIFMA X.5.6 1993) and meeting the acceptance level specified. Work surfaces shall be adjustable in height within a minimum range of 25"-40" in increments no greater than 1-1/4".

#### d) Wire Management

Panels shall be supplied in style A, communications, or B, electrified as described below.

Style A communications panels shall be communications panel with raceway to accommodate electric and/or communications cables to allow passage to adjacent panels.

Style B panels shall be electrified panels with raceways and a minimum of two pre-wired electric outlets on each side.

The raceway shall be able to accommodate all power requirements specified and 8 – 10 minimum Cat 5 or Cat 6 cables.

Style A and B panels shall also serve as in-feed panels equipped with a means of concealing cables entering from the ceiling, walls or floor.

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

All Style B electrified panels shall have an eight-wire, four circuit supply. All electrical components shall meet current UL and local code requirements. If the electrical system is an 8 wire UL approved, it is acceptable.

### **e) Panel Connections**

All panel connections and perimeter framing components are to be fastened by interlocking concealed connectors and shall have smooth, tight fitting connections. No special tools shall be required for assembly or dismantling.

All connections between adjacent panels in straight runs and at intersections shall be light proof.

### **f) Components.**

All components of panels, e.g. clips, splines, connectors, feet, posts, levelers, etc., shall be of manufacturer's standard inventory and shall be available for purchase by the user for the life of the system.

**NOTE:** If panels do not come from factory with electrical installed, dealer will install as required per specifications – for both Type I (Acoustical panels) and Type II (Non-Acoustical panels).

**Note:** All panels – including non-tackable – must be class "A" fire rated.

## **B. SPECIFIC REQUIREMENTS FOR PANELS**

### **1. Design**

Type I panels shall have fabric covering on both sides. The manufacturer's standard trim shall be furnished. Type II panels may be offered with or without fabric covering as specified.

### **2. Sound Absorption**

The sound absorption rating for Type I panels shall be a minimum N.R.C. of .65 for the entire surface area of the panel, when tested in accordance with ASTM C423, latest edition. (See Section VI, Acceptance Evaluation and Quality Assurance.) Note: This sound absorption is mandatory for acoustical panels.

## **C. GENERAL REQUIREMENTS FOR FURNITURE COMPONENTS**

### **1. Panel System**

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

The panel system shall be as specified above to accommodate the components required and provide the necessary stability to make the system both safe and durable and to provide a comfortable and convenient workstation.

### **2. Worktops**

Worktops shall be at a minimum 1-1/8" thick lumber core, minimum 1-1/8" thick 45 lbs/cu. density flake board core, or minimum 1-1/8" thick plywood core. All worktops shall be surfaced with decorative thermosetting high-pressure plastic laminate meeting NEMA- LD3 requirements.

The top shall be rounded, or soft vinyl durable edged, securely applied. Provision shall be made in the worktop to accommodate the routing of electrical cords and cables from tabletop devices and hang-on devices to the electrical and communication outlets in the panels in a safe and orderly manner. This may be accomplished by holes w/grommets, cutouts in the worktop adjacent to the panel, cable management troughs, or other approved means.

### **3. Glides**

All components resting on the floor shall have rustproof adjustable glides.

### **4. Construction**

Methods and processes shall be in keeping with good industry practice and the system shall provide a safe, durable and convenient workstation for the purpose intended. Hanging components shall have adjustable mounting height

### **5. Locks**

All drawer and door units shall be equipped with individual locks or central (master type if requested), locking system meeting ANSI/BIFMA X5.6 latest edition.

### **6. Safety**

All hanging components must meet ANSI/BIFMA's Component Dislodgement Test.

## SYSFURN07 – Statewide Contract Specifications for Office Furniture

### 7. Electrical Attachments

All electrical attachments that may be furnished with the office systems covered in this specification shall be UL approved for use with panel systems and shall bear the UL label or nameplate.

### 8. Size

Sizes shall be the manufacturers' standard sizes and length shall be as required to mesh with panel standards in the location indicated.

### D. General Requirements for Filing Cabinets

Specifications provide three quality levels of metal casework office furniture for use by state government agencies. Quality levels are Class A Heavy Duty, Class B Medium Duty and Class C Light Duty.

Bidders may bid selected metal office furniture that meet or exceed the minimum specifications and to provide discounted pricing on the metal standalone casework (filing and storage cabinets, desks, and credenzas) from the same model line. All furniture of the same model line shall have the same color selections available. Bids should indicate class of file cabinets bid.

The classes are:

**Class A Heavy Duty, Heavy Use** - Where drawers are used 25 times or more per day with a weight of two pounds per linear inch for letter size and three pounds per linear inch for legal-size drawers. Drawer suspension cycle test must pass a minimum of 100,000 cycles. All components of the suspension shall be manufactured of not less than 16 gauge steel and suspension shall be steel ball bearings.

**Class B Medium, Medium Use** - Where drawers are used 20 times or more per day with a weight of two pounds per linear inch for letter size and three pounds per linear inch for legal-size drawers. Drawer suspension cycle test must pass a minimum of 75,000 cycles. All components of the suspension shall be manufactured of not less than 16 gauge steel and suspension shall be steel ball bearings or nylon/celcon with steel ball bearings.

**Class C Light Duty, Light Use** - Where drawers are used less than 20 times per day with a weight of two pounds per linear inch for letter size and three pounds per linear inch for legal-size drawers. Drawer suspension cycle test must pass a minimum of 50,000. Vertical file cabinets have a smaller depth than those in Classes A and B.

## SYSFURN07 – Statewide Contract Specifications for Office Furniture

**General:** All vertical file cabinets shall meet or exceed the requirements of ANSI/BIFMA X5.3 and lateral files shall meet or exceed ANSI/BIFMA X5.2 - Office Furnishing Lateral File Test.

All metal furniture shall be free from defects, imperfections, or hazards that might affect appearance, normal life, service, or user safety. All panel finishes must pass ASTM D-3359 Method B Classification 5B for adhesion and ASTM-3363 for hardness, or meet or exceed ANSI/BIFMA X5.6-2003

All welds shall be sound and without porosity. Exterior welds shall be smooth and interior welds shall have no sharp edges or rough surfaces. Welds, rivets and braces shall assure rigidity, strength and proper alignment.

File cabinets shall have one piece or utilized construction. If modular construction is used, each module shall be unitized. File cabinets shall not tilt or deviate from a true vertical state.

**Vertical File Drawer Construction:** The drawer shall have a positive acting spring latch capable of holding loaded drawer closed at any tilt angle; this latch shall have free movement only in the horizontal plane parallel to the drawer front. The release button shall fit snugly to the drawer front and shall be located conveniently to the drawer pull.

A label holder shall be located in center of drawer front above the drawer pull.

The follower shall have not more than 3/4" maximum increment movement, and shall be easy to adjust.

Locks shall be provided where requested.

**Lateral File Drawer Construction:** The cabinet front, sides, back, top and interior members (drawers and shelves) shall be manufactured of not less than 22 gauge steel, rigidly formed, braced, and welded to withstand heavy usage without distortion, warping or twisting. Drawers and roll-out shelves shall operate on full ball-bearing progressive suspensions. Members of the suspension shall be cold drawn steel, zinc plated or other suitable material to prevent rust, and of adequate strength to support loaded shelves or drawers. Suspension shall accommodate uneven drawer loading and uneven push or pull forces when opening or closing. Drawers and shelves shall operate smoothly without noticeable sticking or uneven motion. Lateral files must comply with ANSI/FIFMA X5.2, Sections 4,5,6,7,8,9,10,11,12,13 and 14.

The drawer shall have a positive acting spring latch capable of holding loaded drawer closed at any tilt angle; this latch shall have free movement only in the horizontal plane parallel to the drawer front. The release button shall fit snugly to the drawer front and shall be located conveniently to the drawer.

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

**File Cabinet Paint Colors:** For each model line available on this contract, all paint colors listed in the manufacturer's published catalog as available for that model/series are to be available at the base price offered herein, without up charges.

### **E. CONSTRUCTION OF INDIVIDUAL COMPONENTS**

#### **1. Worktops**

For the purposes of this specification, a "worktop", or "work surface" is defined as a single unit of construction with properties as set forth in Section III.C.2 of this specification. The worktop shall be so constructed that hanging drawer units may be attached underneath the top. Worktop shall meet requirements of static load test for work surfaces of ANSIIBIFMA X5.6 latest edition.

The worktop shall be supported at each end by one, or more, of the following means, and may be mounted by employing any one, or more, of the following methods.

- a) End clip attached to panel vertical support standard
- b) Floor-standing pedestal
- c) Cantilever bracket
- d) Floor-standing leg, with bracket(s) to attach worktop to vertical support standard. When floor-standing leg is used, the installation of such shall not restrict, or interfere with the movements of the occupant.
- e) A combination of any of the above. Ex: Floor-standing pedestal with cantilever bracket, end clip, leg, or a second floor-standing pedestal.

Worktops 72", or greater, which have an unsupported span of 66", or greater, shall have at least one intermediate support. For the purposes of this specification, "intermediate support" is defined as: a) Floor-standing pedestal, b) Cantilever bracket or c) Floor-standing leg. All worktops shall be adequately supported to prevent sagging.

#### **2. Hanging Pedestal Drawer Units**

The pedestal units shall be steel, provided with a method of secure fastening to the underside of the worktop. Drawer fronts may be durable commercial-type plastic. When attached, the entire unit, pedestals and worktop shall meet the requirements of ANSIIBIFMA Tests, Section VI. Unless otherwise specified, pedestal depth dimension shall be a minimum of 18".

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

### **3. Pedestal Drawer Units, Mobile Type or Floor Standing**

The pedestal unit shall be steel, equipped with casters or shall stand on the floor as specified. It shall fit under the worktop without excessive vacant space between the pedestal and top. The units shall meet the requirements of ANSI/BIFMA Tests, Section VI. The pedestal depth dimension shall conform to the surface depth dimension.

### **4. Hanging Binder Cabinet**

The unit shall be front opening cabinet for storing ring binders. It may be equipped with doors hinged at top or bottom with lid supports to prevent accidental dropping of the front, or it may be equipped with sliding doors. The unit may be fabric covered or in other materials. It shall meet the requirements of ANSI/BIFMA Tests, Section VI. The overall dimension front to back shall not exceed 16 1/4".

### **5. Hanging Shelf Unit (Full height and half height)**

The unit shall be a horizontal shelf designed to accommodate vertical dividers to be supplied when specified. It shall meet the requirements of ANSI/BIFMA tests, Section VI.

### **6. Power Poles**

Unless otherwise specified, in feed from the ceiling shall be through a rigid pole from the ceiling to the panel connection. Flexible in feed from the ceiling to the panel connection is not acceptable. All in feeds shall be through UL approved connectors.

### **7. Colors**

Unless otherwise specified, the manufacturer's standard color offering shall be acceptable.

### **8. Paper Management**

All flat shelves and storage units shall have available at least the following: Vertical shelf dividers and stacked or stacking paper bins for horizontal paper storage. All shelves, metal end supports and full height panels, for heavy-duty use must have safety locks to prevent accidental dislodgement.

### **9. Miscellaneous Accessories**

The system shall have available accessory items for filing; coat hooks, racks, doors, etc., and will be required when specified.

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

### **F. WORKMANSHIP AND INSTALLATION**

Qualification of bidders: Each bidder should include information as to the qualifications of the company, designers and installers who will perform the work. This information shall be considered and must be received prior to any award.

Contractor shall provide all labor and material necessary for a complete installation as shown on the floor plan attached to the specifications. This will include such work as leveling, installing accessories, alignment, wiring (if required), etc. Data and phone wiring will be the responsibility of the agency.

The finished installation of panel configurations shall not sway and must be clean and free from any defects, which may affect the appearance or serviceability.

Only manufacturer's standard products in design, materials, and construction, not modified versions produced for conformance to our specifications will be considered for evaluation and acceptance. Any questions concerning acceptability of the quality offered shall be the decision of the Division of Purchasing.

The entire system installation shall be in accordance with the manufacturer's guidelines for a safe and stable system. However, any deviation from the standard specification to achieve a safe and stable system must be submitted for review and approval by this office.

The contractor shall be a qualified representative of the acoustical panel system manufacturer, who has specially trained installers that are thoroughly familiar with all aspects of the system.

### **G. Task Chairs**

A demo for all task chairs purchased through this contract must be made available for employee/ workstation tryout for a minimum of three working days. Chairs purchased without this "tryout period" are subject to return without charge.

All task chairs must have the following adjustable features:

1. Seat pan height
2. Back depth/seat depth – either through a seat slider or back depth adjuster or equivalent
3. Back or lumbar support height adjustment
4. Arm height

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

All task chairs that are sold as “ergonomic” chairs **MUST** have the following adjustable features:

1. Seat pan height
2. Seat pan angle
3. Back Depth/seat depth – either through a seat slider or back depth adjuster or equivalent
4. Back or lumbar support height adjustment
5. Back angle
6. Arm height
7. Arm width – both inward and outward from center line of the arm.

**NOTE:** Items 6 and 7 on the ergonomic chairs may be waived **IF** the purchaser does not wish to have arms on the chair being purchased.

### **IV. WARRANTY**

The vendor warrants to the owner that all equipment furnished under this specification will be new, of good material and workmanship, and agrees to replace promptly any part or parts which by reason of defective material or workmanship shall fail under normal use, free of negligence accident, for the periods from date of acceptance, as outlined below:

- A. Structural Frames: Life of system (for as long as the user owns the system)
- B. Fabric: One Year
- C. All Other Components: Ten years

Such replacement shall be free of any charge to the owner or his representative. For the purpose of this warranty, normal use shall be defined as the use in state office building with climatic conditioning equipment operated as directed by State policy, e.g. air conditioning or heat turned off during weekends creating wide temperature and humidity variations.

Failure shall include, but not be limited to, warped, broken, or separated frames, separation of vertical support standards from frame, disfigurement or enlargement of slots in vertical support standards, warping or separation of joints in wood products, sagging or warping of work surface failure or separation of laminate from work surfaces and trim, separation of edging material from work surface edges, and any other failure which would make the system unsatisfactory for its intended use.

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

### **V. SERVICE, PARTS, AND MANUALS**

At least one owner's manual shall be supplied with each installation. The complete assembly and disassembly instructions for panels, including all necessary parts lists and diagrams for future installation must be included. The manufacturer of the furniture panel system offered under this specification shall have a qualified, trained representative in the owner's area available to relocate and repair the panel systems acquired under this specification. The vendor shall provide training to representatives of the owner encompassing installation, takedown, repair and maintenance of panel systems as required. If this is requested, the vendor should provide, but must inform the agency representative that the warranty may be voided if a qualified representative does not work on the panel system.

### **VI. ACCEPTANCE EVALUATION AND QUALITY ASSURANCE**

An acceptance inspection of the installation will be performed when specified by the agency or his representative.

Under this specification, all prospective bidders of furniture shall provide manufacturer's certification of in-house testing results or independent testing results for ANSI/BIFMA, ASTM E-84, and ASTM C423 testing. Manufacturer's certification shall be in the form of a corporate officer providing certification on corporate letterhead that the model line (by name) meets all required testing and the test results are available upon request.

All test results shall meet or exceed the applicable test requirements. Tests must be performed on the actual system offered for bid. If the manufacturer should change or modify the construction of open plan office system, the manufacturer shall notify the Purchasing Division of any change in the commodities failure to comply with the required testing and/or provide new certified testing results. The vendor shall be responsible for performance of all test requirements specified herein.

The following publication, latest issue, contains the applicable ANSI/BIFMA Tests:

**ANSI/BIFMA X5.6-1993 American National Standard Tests for Office Furnishings-Panel Systems Tests.**

The following tests are required:

- Section 4 - Stability Test for Panel System Products
- Section 5 - Mechanical Strength Test For Panel Systems Products
- Section 6 - Static Load Test for Storage Shelves
- Section 8 - Cabinet Tests: 8.2, 8.3, 8.4, and 8.5
- Section 11 - Static Load Test for Work Surfaces
- Section 12 - Work Surfaces With Supported Drawers Test: 12.2, 12.3, 12.4, 12.5, 12.6
- Section 13 - Dislodgement Test for Panel-Mounted Components

## SYSFURN07 – Statewide Contract Specifications for Office Furniture

ASTM-C423, Sound Absorption and Sound Absorption Coefficients by the Reverberation Room Method. ASTM-E84, Test For Surface Burning Characteristics of Building Materials

Acoustical tests for noise reduction coefficient ratings shall be by ASTM-C423 Sound Absorption and Sound Absorption Coefficients by the Reverberation Room Method. A minimum N.R.C .65 for the entire surface area of the panel, including raceway(s), trim (top cap), and legs, is required.

Flammability testing shall be in accordance with ASTM-E84, test for surface burning characteristics of building materials. When tested in this manner, the panel shall have a flame spread of 25 or less and smoke development of 450 or less for Class 1 or A flammability.

### VII. DELIVERY

Delivery of all equipment under this specification shall be in accordance with the terms and conditions of the Request for Quotation. The vendor shall be responsible for any packing, packaging, or protection required to insure delivery in an undamaged condition. Vendor shall be responsible for installation.

Bidders may offer a separate (higher) discount for dockside delivery. But, this must be in addition to the discount shown for complete installation. **All bids must show the cost (discount from list) for total installation. Bidders shall be disqualified if only dockside delivery is quoted.**

### VIII. ORDERING DATA (For Purchase and Contract Use Only)

Purchasers should exercise any desired options offered herein and should specify the following:

Title, number, and date

Panel Type (Type I - Acoustical, Type II Non-Acoustical)

Layout of the system showing communication and electrical in feed requirements for panels.

Electrical requirements (2-Circuit, 4-Circuit, dedicated circuit, etc.)

Panel sizes and styles, appropriate drawings must be provided

Hang on components.

Type II panels - specify if fabric covered or not.

Specify fabric type and color - bidders shall not offer fabrics that do not meet Class A Flammability Requirements.

If pedestal drawer units are required, specify hanging, mobile, or floor standing.

Pedestal depth dimensions to conform to work surface depth dimension.

Power pole requirements.

Color

Miscellaneous accessories that are required

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

Appliances requirements, such as task lights

Sample mock-up requirements.

Top cap material for panels

Task Chair requirements-purchasers must allow time for the affected employees to try the chairs. If bidding (through SYSFURN07 vendors), the users shall try chairs before obtaining bids in order to make certain bids are "equal" on task chairs. Task chair purchasers must indicate if they require an "ergonomic" chair", but the demo is required for any task chair.

Bidder and user responsibilities for installation of the system.

### **Notes:**

#### **Add-On to Existing Configurations**

Agencies are permitted to contact the brand specific contract holder for systems that require additional items being added to existing systems for matching and functionality purposes.

#### **New Configurations**

Any new installation in un-occupied space (or where matching is not a factor) requires three (3) bids from contract holders. An award shall be issued to low bidder meeting the agency specifications for that bid.

### **IX. Miscellaneous Information**

**Delivery Time:** Vendor shall provide the current delivery time from receipt of order. Upon receipt of a contract order, the vendor is to notify (within 5 work days) the purchaser of the delivery time frame. Vendor shall coordinate the delivery and installation times with the purchaser.

**Transportation Charges:** All items shall be delivered FOB to any West Virginia destination with all transportation charges included.

**Inside Delivery:** The vendor is to provide all labor and equipment to deliver, un-crate, assemble (if required), set in place ready for agency to use in desired location as determined by the purchaser, and remove all packing materials from the job site. The vendor is to coordinate the installation with the state agency's contact person for the installation.

**Design/Reconfiguration Charge:** (If any; some firms do not charge a fee for design – either original or reconfiguration.) If the agency makes a written request for the vendor's design assistance, the vendor may charge an hourly fee for the on-site services. Vendor's design fee is limited to \$30.00 per hour with a \$500 maximum per project. The design fee is to be reviewed and accepted by the using agency. In a Request for Quotation, (outside any contracts issued) the agency is not obligated to a bidder for any costs incurred in the submission of a bid. **List your fee on Exhibit A.**

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

**Move Fee:** This hourly fee for moving systems shall be a maximum of \$30.00. Moves required after 5:00 p.m. and/or on weekends shall be a maximum of \$45.00/hour. If your hourly rate is less than \$30.00, the overtime rate shall be one and one-half times the hourly rate shown on your bid documents.

**Note:** This No installation fee shall be charged at the initial installation. Purchase price includes all installation fees. **List your fees on Exhibit A.**

**Price list and catalogs:** The vendor shall agree to supply and deliver descriptive literature to the agencies at no charge. The descriptive literature shall include furniture catalogs and price lists for the model lines awarded on this contract. Discount from list will be firm for life of the contract; including any renewals. New manufacturer's catalogs will be considered at renewal anniversary dates. Vendor shall respond to calls and inquiries within three business days of the initial contact by the agency.

**Invoicing:** The vendor's invoice shall include an itemized listing of the components supplied and installed at the agency location. Vendor's invoice must list the quantity, description and model number, page number on which the model number and price can be found, unit price, and the total price. This is a mandatory requirement and is necessary for the Agency and State Auditor to confirm the pricing of each component.

**Vendor's Performance:** All users of this contract are requested to report in writing to the Purchasing Division any serious problems encountered with the performance, quality, and workmanship of items or performance of the successful vendor to supply and properly warrant the equipment furnished hereunder.

**Reports:** Vendors who are awarded contracts shall provide quarterly reports of orders as a result of this contract by both state and political sub-divisions within the State of West Virginia. Reports shall indicate the ordering agency, date and total value. Additionally, an annual composite report listing total value and total number of orders for all state agencies and political subdivisions shall be required.

**NOTE: All successful vendors shall be required to meet this requirement on SYSFURN07.**

**Correctional Industries:** The State of West Virginia Department of Corrections is authorized to furnish and supply office furniture to the state agencies. It is not the intent of this contract to supercede the rights of the Department of Corrections. All state agencies are to contact the WV Department of Corrections, Prison Industries to determine if the same or similar item is available from the Department of Corrections prior to purchasing items through the statewide contract.

**Ordering Procedure:** Note: A detailed design and a price quote must be submitted to and approved by the agency prior to issuing any order. If the design is for new quarters (not an expansion of existing system cubicles), agencies must prepare specifications and seek a minimum of three bids. The award shall be to low bidder meeting

## **SYSFURN07 – Statewide Contract Specifications for Office Furniture**

specifications. Bids must also be obtained if the system cubicles will be installed on a different floor

**Purchases of \$100,000 or less:** State Agencies shall issue a WV39, Blanket Release Order to the contract Vendor for the desired item(s) after meeting bidding requirements of for new area.

**Purchases in excess of \$100,000:** Purchases in excess of \$100,000 will be reviewed by the Purchasing Division. At the discretion of the Director of Purchasing, or his designee, these requirements may be bid on the open market.

**Payment:** The State of West Virginia agencies may make purchases on the State Payment Card (VISA) for purchases with a maximum value of \$2,500.00. Vendor's invoice must list the quantity, description or model number, page number on which the model number and price can be found, unit price, and the total price.

### **Evaluation of Bids:**

To facilitate meeting the furniture needs of the West Virginia State Agencies this shall be a multiple award contract for furniture; one contract per manufacturer, insofar as possible.

It is the bidder's responsibility to document that all furniture offered is equal to or exceeds the specifications.

Bidder may bid one or more manufacturer's catalog/price list, model line and number, showing discount from list for each. Each bid must contain a "full service line", system panels, cabinets, chairs, etc.

The attached Exhibit A must be completed showing discount/multiplier being offered for each brand and line of furniture to be bid. Please type, using excel document to be provided after the mandatory pre-bid meeting.

### **Notes:**

- 1. All awards will be made based on discount from list. No exceptions to discount from list.**
- 2. All catalogs/lines bid must be on this list.**
- 3. Bidders should submit Exhibit A on a diskette or CD with their bid.**
- 4. If you are bidding the entire catalog, simply identify the catalog. Each line in such catalog does not require listing UNLESS the discounts from list vary from line to line.**

Bidders are requested to type the exhibits. If any discrepancy exists between the paper and the electronic file, the hard paper copy shall prevail.

## SYSFURN07 – Statewide Contract Specifications for Office Furniture

### RFQ Schedule

Release of the RFQ	July 27, 2006
<b>Pre-Bid Conference</b>	<b>August 16, 2006 – 11:00 a.m.</b>
*Vendor's Written Questions Submission Deadline	August 14, 2006
Response to Questions/Addendum Issued	August 29, 2006
<b>Bid Opening Date</b>	<b>September 20, 2006</b>

WV-36a STATE OF WEST VIRGINIA <b>PURCHASING CONTINUATION SHEET</b>	Buyer:	Page	Req. or P. O. No.:
Vendor: <u>Franklin Interiors</u>		Spending Unit:	

Requisition No.: System 07

**ADDENDUM ACKNOWLEDGEMENT**

I hereby acknowledge receipt of the following checked addendum(s) and have made the necessary revisions to my proposal, plans and/or specifications, etc.

**Addendum No.'s:**

No. 1 X


No. 2 \_\_\_\_\_

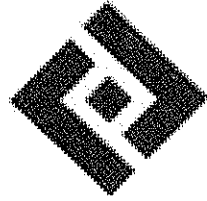
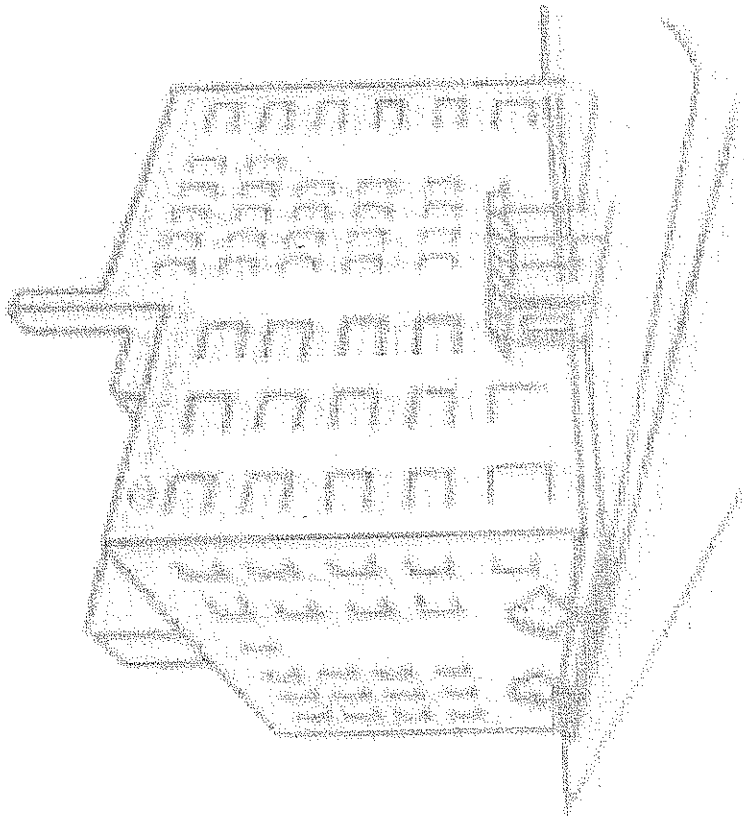
No. 3 \_\_\_\_\_

No. 4 \_\_\_\_\_

No. 5 \_\_\_\_\_

I understand that failure to confirm the receipt of the addendum(s) is cause for rejection of bids.

  
 \_\_\_\_\_  
 Signature  
GARY RYAN FRANKLIN Interiors  
 \_\_\_\_\_  
 Company  
9/12/06  
 \_\_\_\_\_  
 Date



**Franklin Interiors**

Furnishing Workplace Results

# Overview of Franklin Interiors

50+ year old Pittsburgh based company

Locally owned by Ralph and Toni Dallier

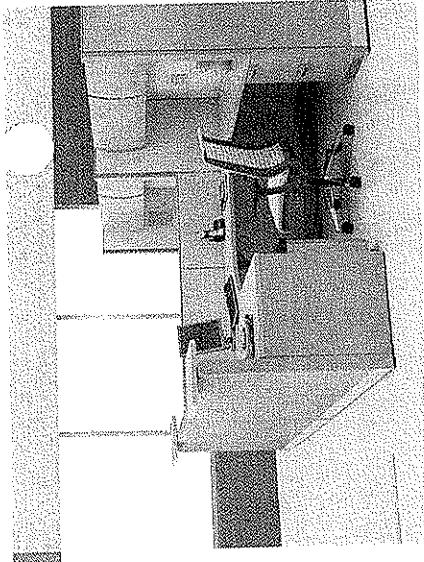
55 team members focused on providing value for our clients in the products and services we provide

Shown consistent market growth since new ownership in 1992

Products and service solutions for any performance and budgetary need



**Franklin Interiors**  
Furnishing Workplace Results



**Steelcase**

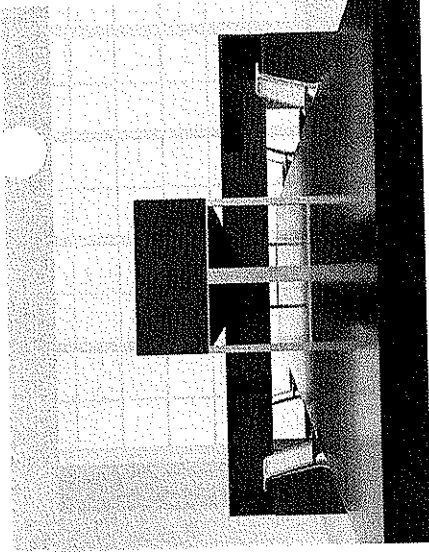
Authorized Dealer

# Our Vision

Franklin Interiors will be the leader in creating innovative and effective workplace solutions that achieve our client's business objectives



**Franklin Interiors**  
Furnishing Workplace Results

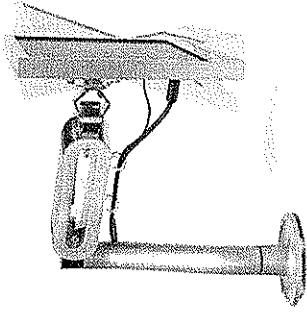


**Steekcase**

Authorized Dealer

# Our Products

An integrated portfolio of products for any price and performance requirement.



**Franklin Interiors**  
Furnishing Workplace Results

## Architectural

Movable wall systems, Raised floors, Lightolier lighting, JM Lynn/DesignTex fabrics and wallcoverings, modular casegoods

## Furniture / Worktools

Steelcase, Turnstone, Vecta, Metro, Brayton, Details, Polyvision marker boards, Virco, National, Paoli, Global

## Technology

Polyvision Electronic White boards, Room Wizards, Modular power and data, Consolidation Points

## Flooring

Lift systems, Milliken, Cambridge, Atlas, Karastan, Ceramic, Porcelain and other hard surface solutions.

**Steelcase®**

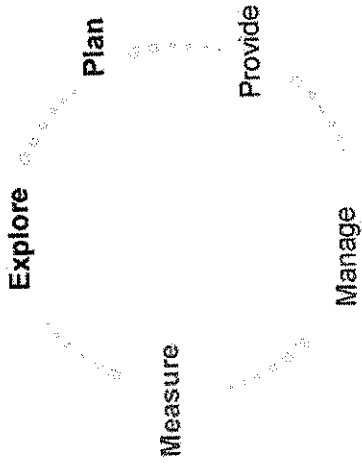
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# Our Services

The right people and skills to create and implement any project on time and on budget.

## Explore

- Account Management
- Financial Services
- Workplace Strategies Consulting
- Knowledge

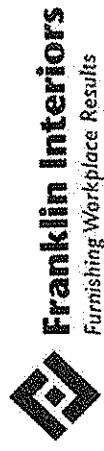
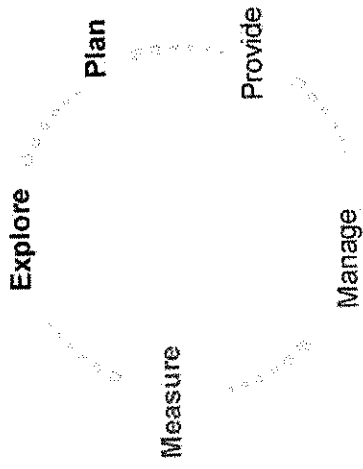


**Steekcase**

Authorized Dealer

# Our Services

The right people and skills to create and implement any project on time and on budget.



## Plan

- Furniture planning services new & existing
- Project management

**Steekcase**

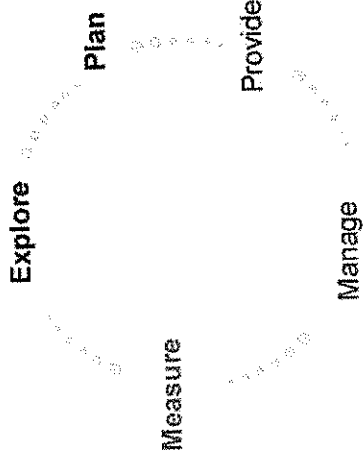
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# Our Services

The right people and skills to create and implement any project on time and on budget.

## Provide

- Client Service Representative
- Asset Management
- Furniture Installation: Union / Non-Union
- Move Management
- Electrical Data and Wiring Capabilities / Aurora
- Franklin Interiors e-Capabilities



**Franklin Interiors**  
Furnishing Workplace Results

**Steelcase**

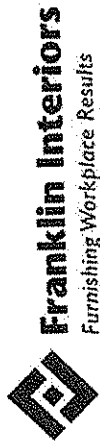
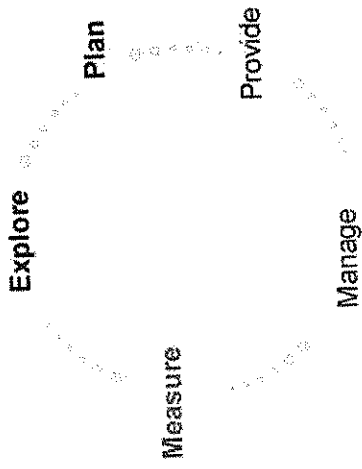
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# Our Services

The right people and skills to create and implement any project on time and on budget.

## Manage

- Warehousing / Storage
- Refurbishment
- Preventative Maintenance
- Service and Repair



**Steelcase**

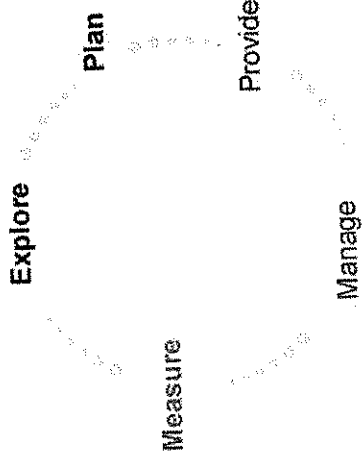
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# Our Services

The right people and skills to create and implement any project on time and on budget.

## Measure

- Purchasing Reports
- Client Satisfaction
- Inventory / Asset Usage Reports



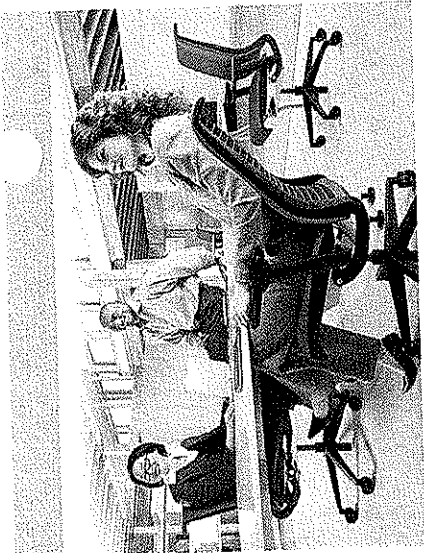
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**Steelcase**

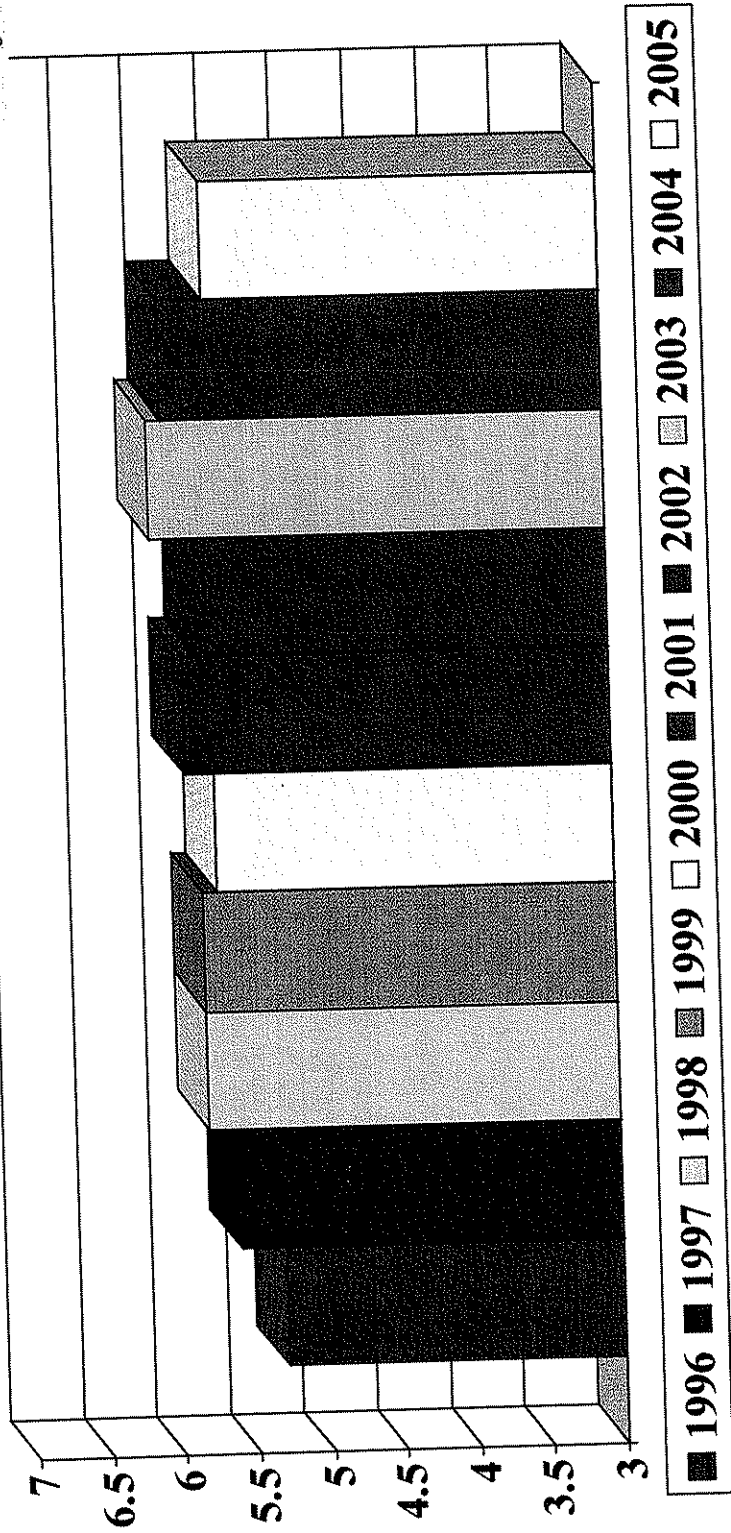
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# Proven Client Satisfaction

Our clients rate us as exceeds expectations 5.9 on  
Scale of 1 -7



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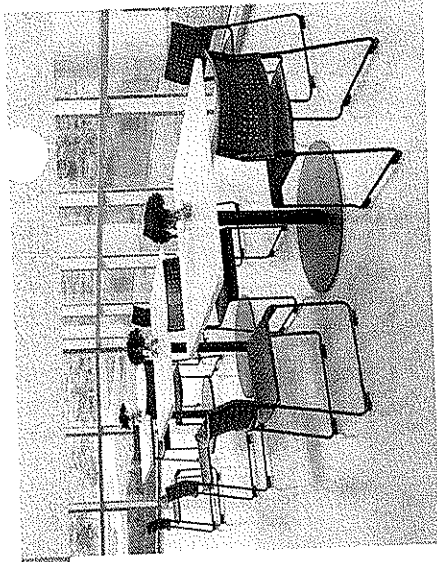
**Steelcase**

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# Some of our clients

West Penn / AGH Hospital  
Sharon Regional Hospital  
Mellon  
Duquesne Light  
Direct Advantage  
Cigna  
Manchester Craftsman Guild  
Citizens  
Accenture  
Heinz  
National City Bank  
AT&T  
Washington Observer  
Tollgrade  
PJ Dick  
Laurel Networks

Mon Valley Hospital  
University of Pittsburgh  
Carnegie Mellon University  
Children's Hospital  
Kirkpatrick and Lockhart  
Marconi  
Federal Reserve Bank  
Fiserv  
Respironics  
Sysco  
Sony  
Verizon  
Bayer  
FedEx  
Mitsubishi  
Army Corps US/Defense



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**Steelcase**

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# Acquisition Options

**Financing available through Steelcase Financial Services**

**Negotiated contracts including services and products needed**

**State of Pennsylvania , & WV contracts**

**GSA**

**Educational and Institutional contract**

**Premiere , Amerinet, Novations**

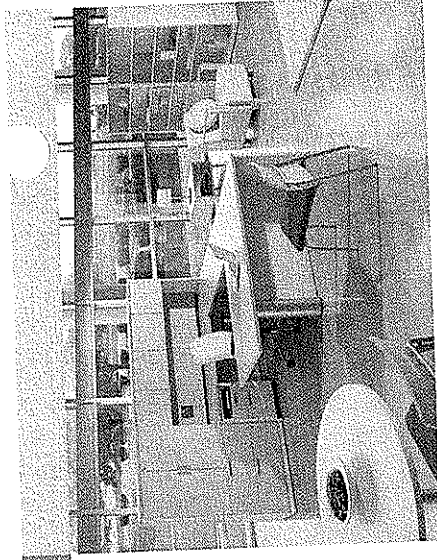
**US Communities**

**Steelcase**

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## Services we provide to our clients

We understand that you are looking for a partner for your furniture and furniture management services.

We have detailed in the **explore, plan, provide, manage & measure** sections of this overview the types and examples of services, Franklin Interiors can provide. To illustrate the information and quality you and your end users can come to expect, we've included several examples. As you will see in our E-business section, all of the services can be seamlessly integrated into one web application to provide a single source location for all your furniture and furniture management services needs.

We believe you will not find a more integrated approach to creating a furniture and furniture management services program in the marketplace. **We are ready to get to work!**





# Franklin Interiors

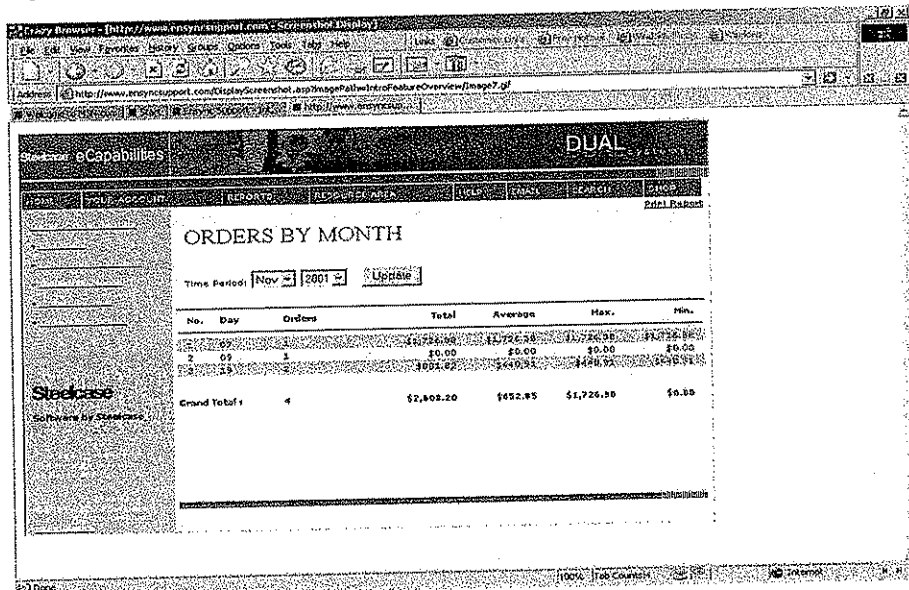
Furnishing Workplace Results

## Explore

Together, Franklin Interiors and our key vendor partners, including Steelcase, offer many services to help you explore how to continue to improve upon your furniture/facilities plan. We realize that dealing with the day-to-day challenges of managing your facilities and the demands of your end users at times limits your ability to invest the time to explore new applications and opportunities to change. The services detailed in this section are designed to help you do just that.

### Account Management

Understanding your purchasing trends and proposing new opportunities to improve upon your standards and service programs are some of the areas you can expect expertise on. Your account executive/team leader will provide a review of your furniture and furniture management services needs and solution. Using reports to track and measure purchasing, number of orders, volume analysis, timeliness of delivery, punchlist resolution and client satisfaction, we will not only offer a scorecard of how the is performing for you, but will also discuss opportunities to improve and key initiatives to address. Many reports are available to track performance; once selected, we will meet with you to review which are valuable and provide the scorecard you need. Below is a screen shot showing a simple graph that is available 24/7 from our furniture website.



## Financial Services

We realize that from time to time, you may need financial services to implement their project. Like many organizations, buying office furniture through traditional methods - utilizing working capital or borrowing money - was "always" the way it was done. Times have changed.

In today's market, this may not be your best financial option. Perhaps you need to preserve your cash flow for other investments. You may want to protect your existing line of credit, conserving your borrowing power. Or, you may seek the tax advantages you can enjoy through leasing or financing. Whatever your reason, through our financial services we can offer creative, flexible and convenient financing alternatives to meet your financial needs.

## Workplace Strategies Consulting

Understanding and approaching a key project in a new way may be an area you would like to explore.

The Workplace Strategies group provides organizations with tangible knowledge and user-centered process to transform the work environment and drive business performance. The strategies developed result in improved team and individual productivity, measurable outcomes, financially justified decisions, buy-in from management and the users. The goal is to improve leverage of the organization's investment in people, process, technology and real estate. Core consulting offerings include:

**Work Environment Strategy:** Development of facility strategy that supports the organization's business strategy through a structured process. Deliverables include work environment e-survey analysis, high-level work environment design options and recommendations, performance measures, financial business case, organizational buy-in and implementation plan.





# Franklin Interiors

Furnishing Workplace Results

**Performance measures:** Measure the impact of changes in the work environment through the development of a high performance scorecard that balances work environment efficiencies and work effectiveness. Deliverables include metrics to gauge cost reductions, improvements in work effectiveness, enhancements to enterprise performance and a process for on-going evaluation.

**Experiential Learning:** Development of pilot programs for testing new work environments that engage users in a practical solution development process. Deliverables include validation of concepts through key learnings, measures and recommendations. Benefits include increased buy-in, more effective solutions and reduced risk.



Explore

Plan

Measure

Provide

Manage





# Franklin Interiors

Furnishing Workplace Results

## Plan

### Design

We understand that your design, specification and planning services needs are as varied as your projects. They can range from simple day-to-day needs to large complex projects. Our design staff is large and diverse enough to expand or contract based on your project load. Working together with your architect or tenant planner, Franklin Interiors furniture planners can coordinate all the details of your specifications for either new or existing furniture assets. Garry Pyles, our Vice President of Business Development, leads the front end of our business, which includes: sales, design and project management. Garry brings 20+ years of experience in the contract design and specification field. Natalie Hamilton is Director of Planning Services. Natalie leads the design and project management departments. She brings 15 years of experience and expertise. The remainder of our interior design staff further supports your design needs. They will work either directly with your end users, your facility staff, or in conjunction with a design firm to identify aesthetic, functional and financial criteria, and then create a comprehensive plan for a new workplace setting or alteration of your existing work environment.



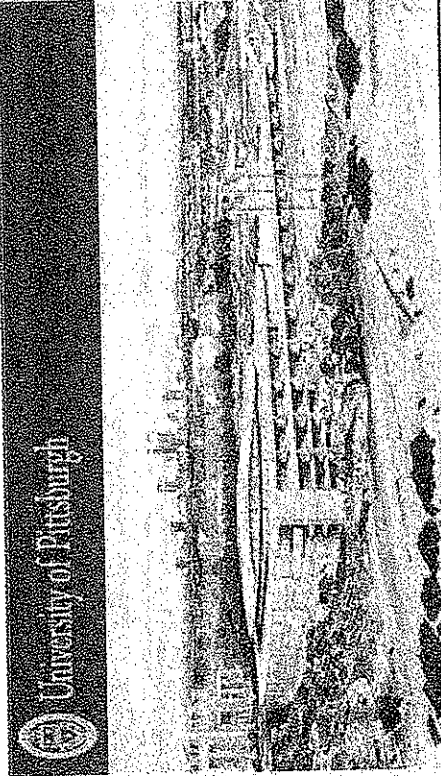
Using state of the art Computer Aided Design (CAD) resources, our design staff creates visual representations, including color furniture plans, 3D renderings and example photographs all integrated on to one easy to read and understandable plan. In addition, our detailed installation plans provide facility plans and data bases of all of your furniture assets, whether new or existing. Together, these tools, our creativity and knowledge will greatly enhance your staffs' ability to create and manage your facilities.

## **Project Management**

Many projects like yours include far more tasks than installing great quality new furniture.

Reuse of existing furniture, coordination with other construction trades, installation of power and data, and movers are just a few of the many details that must be aligned and coordinated to execute a project successfully. To help augment your staff, you may choose to work with our project management staff. Working in tandem with installers, designers and your end users, our project managers monitor and ensure project flow and accuracy from the pre-installation phase through completion. Our ability to provide one point of contact to manage projects from small box moves to major installations provides a streamlined, client-friendly approach to complete your projects efficiently and effectively. Project management services for large orders of new furniture are included in our furniture proposal.





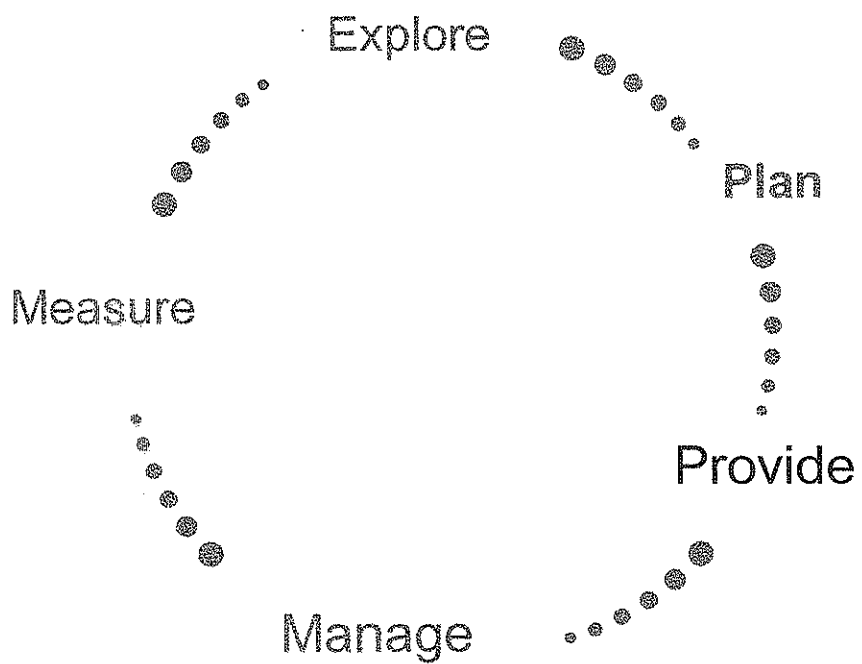
Petersen Events Center Furniture Schedule

Phase 1: Academic Support, Coaches/Basketball; Steve & Stephanie	06/14/02 8:00	09/10/02 17:00	FI & WTW
Presentation of drawings and finish boards	06/14/02 8:00	06/14/02 17:00	Pitt
Furniture Layout and Creation of Drawings	06/14/02 8:00	06/28/02 17:00	FI
Product Specification	06/17/02 8:00	07/03/02 17:00	FI
Quotation to Pitt	07/03/02 8:00	07/17/02 17:00	Pitt
Quote Approval & PO Processed to the State	07/05/02 8:00	08/30/02 17:00	Misc Vendors
Estimated Vendor Leadtime	07/03/02 8:00	09/10/02 17:00	FI
Estimated Installation			
Phase 2: Balance Of All Areas	07/08/02 8:00	10/25/02 17:00	
Furniture Layout and Creation of Drawings	07/08/02 8:00	08/02/02 17:00	FI
Product Specification	07/08/02 8:00	08/09/02 17:00	FI
Quotation to Pitt	08/15/02 8:00	08/15/02 17:00	FI
Quote Approval & PO Processed to the State	08/16/02 8:00	08/28/02 17:00	Pitt
Estimated Vendor Leadtime	08/29/02 8:00	10/10/02 17:00	Misc Vendors
Estimated Installation	10/14/02 8:00	10/25/02 17:00	FI

June 14, 2002

Franklin Interiors







## Provide

### Client Service Representative

Certainly when compared to other emergencies, furniture emergencies do not seem to be as urgent... unless you are the person effected. Having client service representatives instead of a voice mail to talk to is an important part of our customer experience. Your client service representative handles your day-to-day project needs and problem resolution, pricing and punchlists. Upon receiving your approved purchase orders, the CSR reviews the documents for any inaccuracies prior to order placement. After order placement, acknowledgement confirmations are sent to the purchaser stating that the order has been placed and confirms the delivery dates to our warehouse. This eliminates guesswork and questions about delivery dates from your end users to your facilities staff. Periodic updates of order status are frequently communicated to ensure your timeframes and expectations are being met. All calls are returned promptly; it is our policy to return all customer calls by the end of each business day.



Purchasing and usage reports are available for your use. These reports enable you to easily keep track of order status and AP, as well as historical usage information. These reports provide you with up-to-date information pertaining to your pending, current and past purchases of goods and services from Franklin Interiors. If required, these reports can be made available on your furniture website for availability 24/7:

- Open order inquiry - Allows you to see the status of all your orders currently not delivered.
- Open quotes inquiry - Allows you to see all open quotes that have not been approved.
- Open accounts payable report - Allows you to see all open invoices on your account.
- Orders by month report - Allows users to see purchases by day and by month to ensure that you are within budget.

## **Asset Management**

Knowing what existing furniture is available for reuse, its condition, size and location can be cumbersome and not easily accessible. Development of an easy, user-friendly system to identify potential product for reuse, refurbishment, storage and asset management can save you additional money through the reuse of existing furniture assets. Asset management has been a core service of Franklin Interiors for the past seven years. We are performing these services for many of Pittsburgh's leading corporations.

Our Asset Management Group creates a comprehensive inventory database which can include manufacturer, catalog or model numbers, size, finishes, quantity and condition, repair history and additional information as needed. We utilize a bar-code database system that was created specifically for the use of furniture inventory management, but at the same time, is not restricted to just furniture. Additionally, our designers use this system to integrate your existing furniture inventory into new projects and/or reconfigurations. Customized inventory and item activity reports are consistently updated and provided to you. Having a complete and accurate inventory assures the highest reuse value for your -owned assets and monthly item activity reports can help to assess overall value saved by utilizing your existing furniture assets.





# Franklin Interiors

Furnishing Workplace Results

Seagate Crystal Reports Professional - IV7 - UPMC SAMPLE.rpt

5/26/2004

**UPMC**  
**WAREHOUSE/ITEMS ON HAND REPORT**

Standard ID	Catalog #	Description	Condition	Qty
<b>FREESTANDING</b>				
CRZ2560A	STC	W92M6025	CRED-WOOD,25M60X30,FF LHM&RMD BL DR CTR	3.00
		06943951	REFURBISH	
		06943952	REFURBISH	
		06943953	REFURBISH	1.00
		06943954	TOUCHUP	
<b>PANELS</b>				
PNL2061A	STC	98911	PANEL-TACKABLE ACOUSTICAL, 20X61	1.00
		06944184	REFURBISH	1.00
		06944185	USED	

Records: 12

## Furniture Installation: Union / Non-Union

Franklin Interiors employs our own non-union delivery and installation staff, rather than outsourcing. This allows greater flexibility and control in scheduling, and provides an opportunity for training and growth among our staff. With over 100 years of experience collectively, our staff is experienced in the installation of most commercial furniture products. So whether you have new or existing

products that need to be installed, you will find our staff to be professional and courteous individuals whose main goal is to satisfy you, our customer. In fact, they routinely lead the company in client satisfaction scores, averaging a 6.2 rating out of a potential 7 over the last three years.

For larger jobs or projects that require coordination and reuse of existing inventory, the installation staff is led by one of our lead installers. They provide direct supervision in the field and are there to address any needs that may arise. They work closely with our project managers and designers, as well as contractors and end users to assure accurate and efficient installations.

We provide union installation through our partner union company, who handles all of our delivery and installations when a union staff is a requirement. This "partnership" was developed and has been ongoing for the past ten years.





# Franklin Interiors

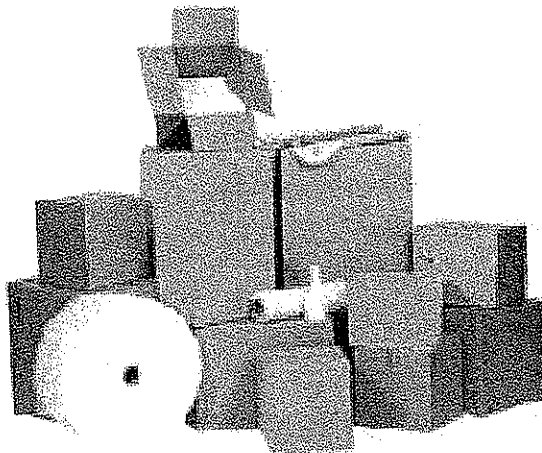
Furnishing Workplace Results

## Move Management

Coordination of equipment, box and furniture moves are an integral part of getting your end users back to work and productive. Franklin Interiors can provide a single source of accountability and project coordination for your staff. Our trained staff reviews the items to be relocated, packed, disassembled, serviced and reassembled. We survey the origin and destination facilities and factor in all project parameters, making special note of unusual conditions and site limitations to eliminate last minute surprises.

We develop comprehensive plans based upon all of your requirements, parameters, logistics and budgetary constraints. Franklin Interiors will provide packing and labeling instructions, all necessary cartons, labels, etc., and will work with your end users on communicating the schedule and what is required, as well as coordinating access with the management of the buildings involved.

Franklin Interiors' moving services completes your project whether large or small; we can make it happen, and happen on-time and on budget!



## **Franklin Interiors e-Capabilities**

Franklin Interiors offers an on-line integrated, comprehensive solution to support, simplify and streamline the entire facilities management process. It is a website designed specifically for you and will serve as your portal to information related to your business activities with our vendors and us. Our e-commerce solution provides:

- Control
- Fast and easy ordering of furniture and services
- Secure site allowing only authenticated buyers
- Built in approval process
- Support of various payment methods
- Integration into your business or procurement system



## **Benefits to You**

You can connect with a website where content and functionality are customized to meet your needs. We can provide you with access to:

- Custom product and service catalogs
- Current managed inventory data (Snaptracker)
- Order and delivery status
- Sales history and purchasing reports
- Project status information
- CAD drawings
- Quote and purchase information

Because information on the site is customized to meet your needs, we can provide value-added information specific to you to meet your daily information and project needs. Our e-capabilities can be configured to reinforce your



# Franklin Interiors

Furnishing Workplace Results

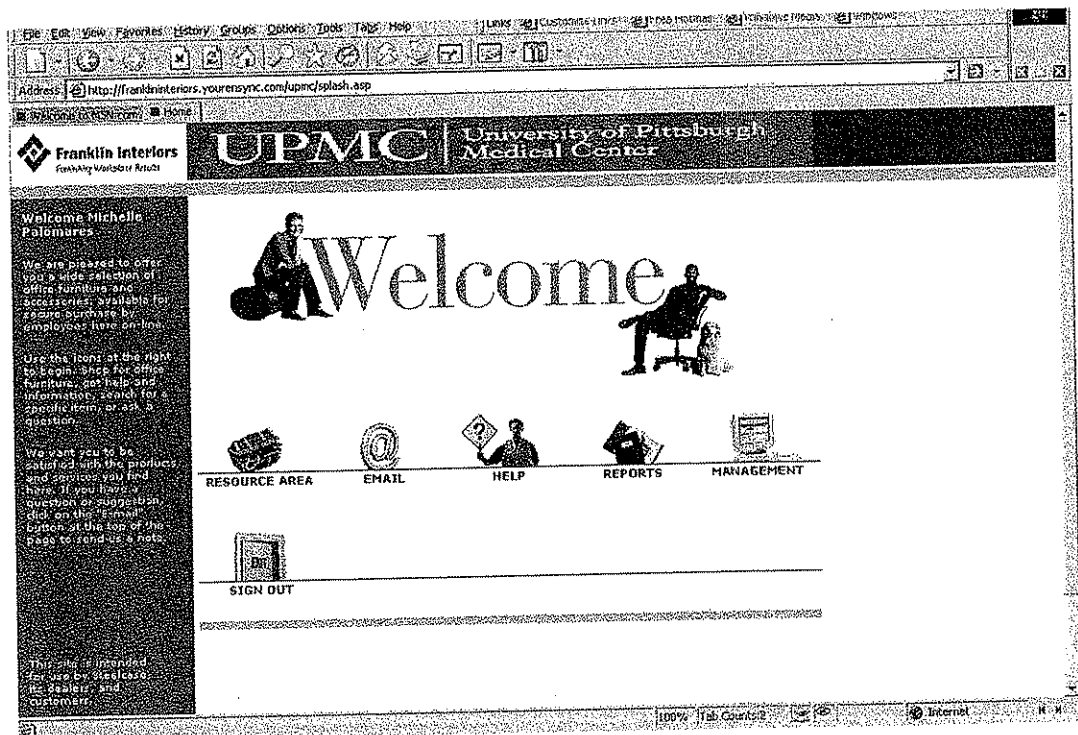
purchasing processes by restricting or giving access to certain products or services, routing order requests through the appropriate approval process, making proper notifications and controlling allowable payment methods.

## Your custom site features the following:

- Welcome Page
- Shopping
- Reporting
- Resource Area

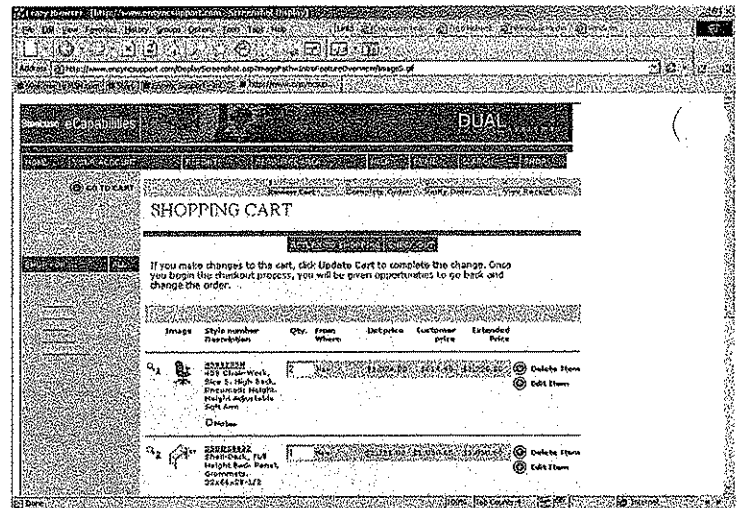
## Welcome Page

The home page allows the visitor to perform the functions that interests them. Which functionality they have access to can be controlled at the user or group level. Much of the information on this page is customizable so the site is tailored to meet your needs.



## Shopping

The storefront theme is intuitive, enabling buyers to shop for products or services without assistance. Pictures, customer-specific marketing text, and “tell me more” buttons help your buyers select the right item. Buyers can configure products to meet their needs and check stock availability prior to ordering new.



Once the product is configured, they can preview the product and see the final pricing, or they can simply add the product to their cart. Buyers add or delete products or change quantities using a shopping cart. They can also indicate if they want to order the product new, from stock or wait-list the product. The cart shows a running total of their purchases, using buyer-specific pricing. Shoppers have one active cart at all times, but can save and edit as many as they need. Buyers pay via familiar methods, such as credit card, ProCard, or Purchase Orders. Products may be shipped to the buyer's location or to an alternate "ship-to" address. Secure data encryption protects order history, pricing and payment data.

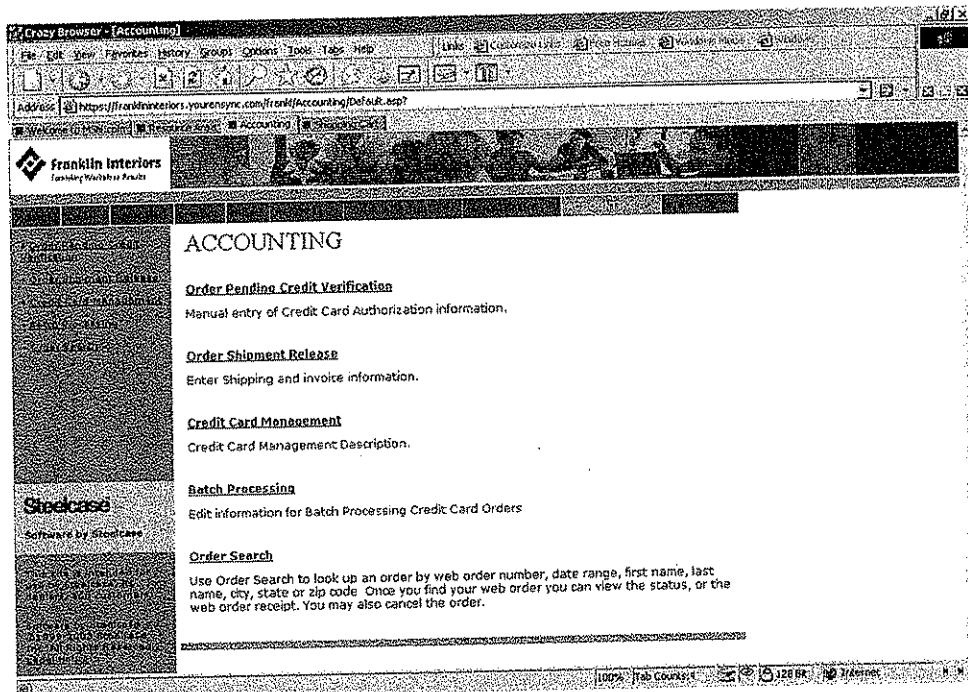


# Franklin Interiors

Furnishing Workplace Results

## Shopping: Order Processing/Accounting

Using a standard file exchange format, orders from Ensync can be shared with your business system. Procurement system integration is a high priority and integration with different programs is constantly under development. Orders created through your website are electronically sent to our business system for processing. Once released, the Franklin Interiors order is electronically sent and automatically entered into our vendor's order entry system. Order and delivery status information is electronically fed back to close the loop on order tracking. The automatic transmission of data reduces errors and saves time. Regardless of how a site is configured, different security methods are available, if desired, to ensure only authorized users can access the site.



## Reporting

Access to a comprehensive list of reports is available. The report section of the site provides up-to-date information on a variety of subjects. A document publishing capability allows Franklin Interiors to publish virtually any type of information that you require, such as user guides for products, CAD drawings to be shared and reviewed, or any other useful information pertinent to end users. Once we have determined which reports you need, they can easily be uploaded to the site for any time period requested.

A few samples are shown, but many more are available:

- Inventory reports
- Site activity
- Sales and order status reports
- Vendor volume analysis
- Open quotes inquiry
- Open order inquiry
- Open accounts payable
- Purchase statistics



The screenshot displays a web interface with two main sections. The top section, titled 'ORDER INQUIRY RESULTS', shows a list of orders for Customer NO RPS 01. The bottom section, titled 'ORDERS BY MONTH', shows a summary table for the month of November 2001.

Order Number	Date	Description	Customer	Order Date
48242	12/12/2004	PT LAUDERDALE, FL 4 DR & CDR	A. J. Powell	04/06/2004
48241	12/12/2004	LGL FILE	Danfelo	04/06/2004
48223	03/23/2004	WINDSOR, CA / 2DR LTR FILE	A. J. Powell	04/06/2004
48222	03/23/2004	MONTELEONE, CC / CHAIRS & 4DR	A. J. Powell	04/05/2004
48221	03/23/2004	FOR FILE	Danfelo	04/19/2004
48220	03/23/2004	REPORT & PHOTO CHAIRS	A. J. Powell	04/02/2004
48219	03/23/2004	LINDSEY, MD / SWIVEL CHAIR	Kathi	04/02/2004
48218	03/23/2004	TRENTON, TN / 2DR LTR FILE	A. J. Powell	04/02/2004
48217	03/23/2004	MIFERSONVILLE, TN / 2 DR LTR FILE	A. J. Powell	04/02/2004
48216	03/23/2004	TOLEDO, OH / 2DR LTR FILE	A. J. Powell	04/02/2004
48215	03/23/2004	45525 / Invoice	Kathi	04/02/2004
48214	03/23/2004	57246	Danfelo	04/02/2004
48213	03/23/2004	ETOHFIELD, OH / 2DR LTR FILE	A. J. Powell	04/02/2004
48212	03/23/2004	BROOKLYN, NY / 2DR LTR FILE	A. J. Powell	04/02/2004
48211	03/23/2004	ETOHLE	Kathi	04/02/2004
48210	03/23/2004	RECHNOLDS, NJ / 2DR LTR FILE	A. J. Powell	04/02/2004

No.	Day	Orders	TOTAL	Average	Max.	Min.
1	01	1	\$0.00	\$0.00	\$0.00	\$0.00
2	02	1	\$0.00	\$0.00	\$0.00	\$0.00
3	03	1	\$0.00	\$0.00	\$0.00	\$0.00
4	04	1	\$0.00	\$0.00	\$0.00	\$0.00
5	05	1	\$0.00	\$0.00	\$0.00	\$0.00
6	06	1	\$0.00	\$0.00	\$0.00	\$0.00
7	07	1	\$0.00	\$0.00	\$0.00	\$0.00
8	08	1	\$0.00	\$0.00	\$0.00	\$0.00
9	09	1	\$0.00	\$0.00	\$0.00	\$0.00
10	10	1	\$0.00	\$0.00	\$0.00	\$0.00
11	11	1	\$0.00	\$0.00	\$0.00	\$0.00
12	12	1	\$0.00	\$0.00	\$0.00	\$0.00
Grand Total		12	\$0.00	\$0.00	\$0.00	\$0.00



# Franklin Interiors

Furnishing Workplace Results

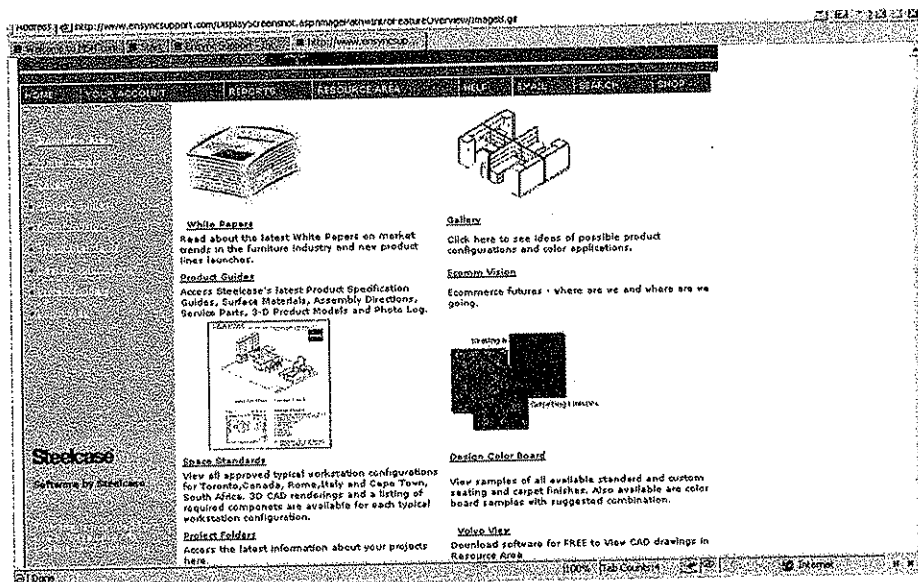
## Resource Area

The Resource Area provides customers with information that is unique to their business needs. This area can be customized to contain a variety of information in a variety of formats.

Common uses of the resource area include:

- Presentation of standards manuals
- Product application/adjustment tips
- Project status Information
- Installation updates and photos
- Links to other web sites
- White papers

The possibilities for this area are as large as the need for customized information. A search feature allows users to search the site and its catalogs for specific information.



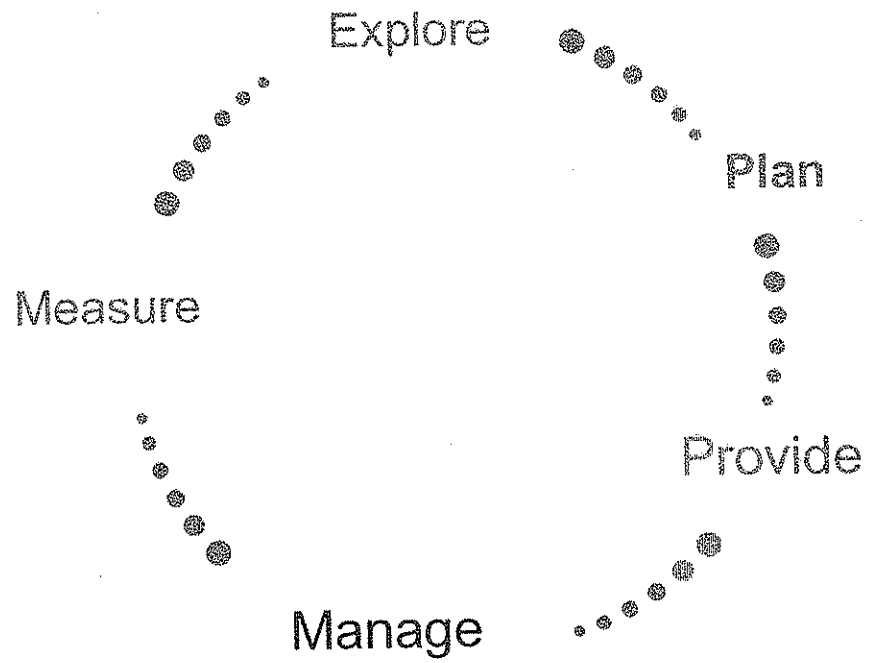
If your business is challenged to add more dollars to the bottom line, maintain a competitive edge, and implement new processes, Franklin Interiors and our e-Capabilities can help.





# Franklin Interiors

Furnishing Workplace Results



## Manage

### Warehousing / Storage

Creating one clean, well-organized environment for storage of your existing assets that can be reused in other facilities is a key step in implementing an asset management program for you. Franklin Interiors provides warehousing and storage programs for short- and long-term asset storage needs. Our warehouse is a 45,000 square foot clean-racked heated facility. The floors are sealed to provide a dust free environment to keep your product clean and ready for reuse. Our warehouse inventory staff receives, inspects and inventories all items delivered from your end user's location. Products are organized into an easy to retrieve system. Each item is then recorded into your customized asset inventory database. During your interview process, we would welcome you to tour our facility and have our staff show you first hand how we can save you time and money by improving the reuse of your existing assets.





# Franklin Interiors

Furnishing Workplace Results



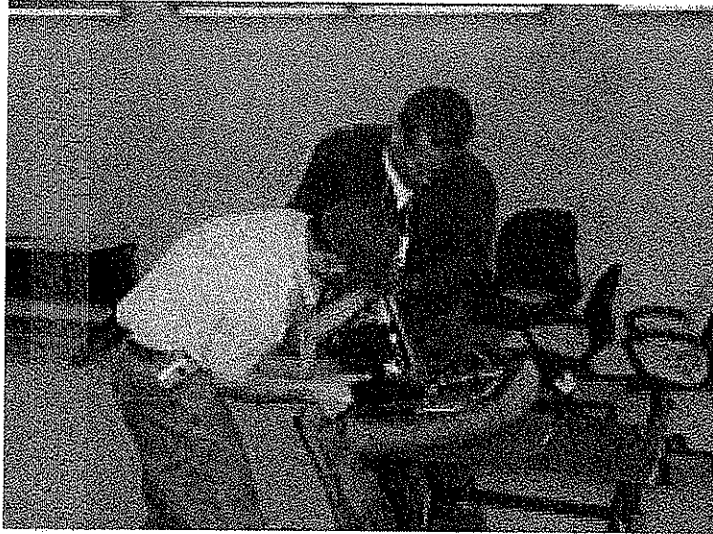
## Refurbishment

Our warehouse inventory staff is experienced and knowledgeable in determining refurbishment needs of specific assets. The refurbishment "suggestion" is included on the physical inventory report, which can assist you in making the decision on costs and the potential for reuse. We can also assist you in creating a "Refurbishment Program" for your stored assets, which will not only improve the condition of your assets, but improve turnaround time as well. Refurbishment categories include upholstery cleaning, painting and wood touch-up and repair.



## Preventive Maintenance

Franklin Interiors offers an on-site Preventative Maintenance Program, which can be set up quarterly, bi-annually, or even annually, depending on each facility's needs. These services include chair and panel cleaning, wood touch-up, repair and treatment, chair and drawer lubrication, and cable management.



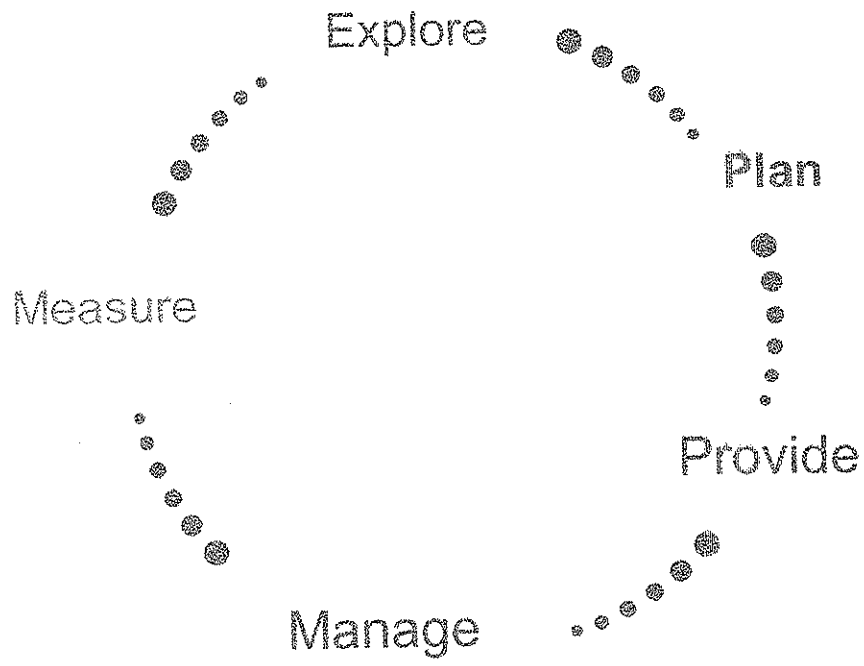
### **Service and Repair**

Our full-time service technician provides parts and expertise in the service and repair of your furniture. He will respond to and execute all your service and/or warranty requests. He is available via phone during normal business hours and is often available for last minute needs and end user's requests.



# Franklin Interiors

Furnishing Workplace Results



## Measure

Measurement provides us with data and information to benchmark how we are performing and what are the areas for improvement. You can expect measurement from Franklin Interiors in two areas: client satisfaction and purchasing information. We have detailed both areas below. There are many variations of reporting available to you

### Purchasing Reports

Franklin Interiors' order management system allows us to run many different reports to help you and your Account Executive to manage and understand both your purchasing history and current active projects. This system provides EDI capabilities with our major vendor, Steelcase, to speed up response time and to streamline our collective business processes.

Some of the many reports available may include:

- Purchasing history by site
- Purchasing history by product line
- Inventory reports
- Delivery date met
- Open quotations not ordered
- Anticipated ship dates for orders

### Client Satisfaction

Our commitment to our client satisfaction and continuous improvement is woven in the fabric of everything we do at Franklin Interiors. Every team member is expected to participate in our continuous improvement process. Our Quality Steering Committee is composed of team members representing every department. Lynn Nero, our Director of Quality Improvement, leads the



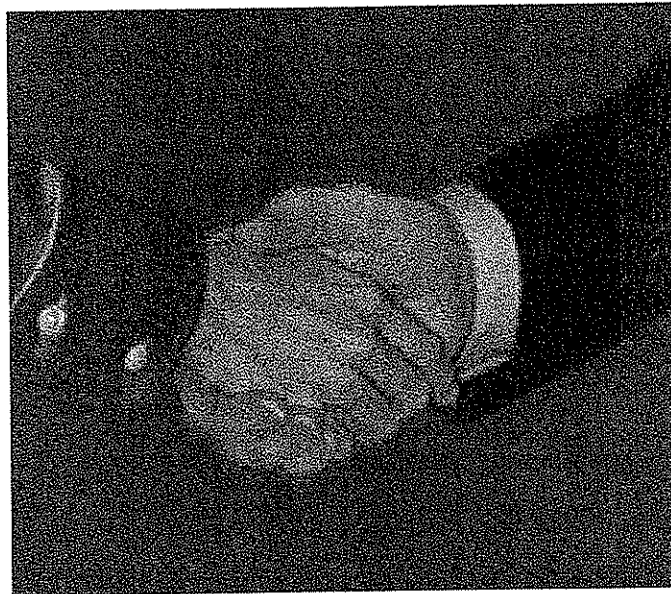


# Franklin Interiors

Furnishing Workplace Results

committee. The committee is responsible for improving all aspects of our business to ultimately achieve and exceed customer satisfaction expectations.

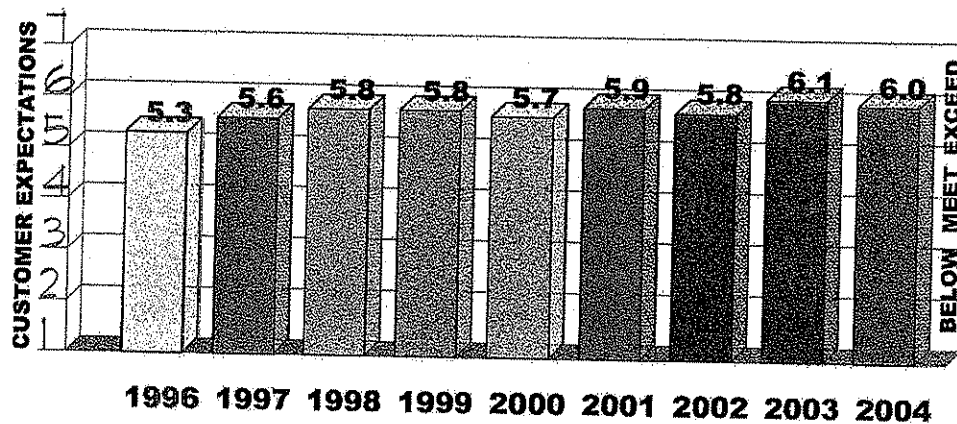
Annually, we receive over 200 surveys from our customers giving us valuable feedback with opportunity for improvement and measuring their satisfaction. In 2003, on a scale of 1-7, with a 4 considered "Meets Expectations", we achieved an outstanding average score of 6.1, considered "Exceeds Expectations" from 182 customers.



The Quality Steering Committee provides the framework for the Quality Improvement Process, helps to identify customer expectations and measures and reviews performance. The Quality Steering Committee is made up of members of every department and generally meets semi-monthly. The key components of the Quality Improvement Process are:

- **Process Definition:** Identifying the inputs and outputs and expectations of our suppliers and customers to help us improve our results.
- **Measurement:** As a company, there is a series of key measurements that make up our "scorecard" and guide management's decisions.
- **Goal Setting:** Establishing our goals sets the stage for measurement. Each year, the company incorporates goal setting into the corporate planning process. Supporting the achievement of these corporate goals are many related goals set at departmental and individual levels.
- **Teamwork:** Making lasting improvements in the quality of work processes depends on many people working together.

Here are our results over the past nine years:





# Franklin Interiors

Furnishing Workplace Results

Instructions: Based on your experience with Franklin Interiors, please rate the following attributes by circling the number that best indicates your rating of Franklin Interiors. If you are not familiar with the level of service provided, or if a particular statement does not apply, please circle "N/A".

	1	2	3	Meets Expectations 4	5	6	7	Exceeds Expectations	N/A
Is professional.									N/A
Has a knowledgeable and competent staff.									N/A
Is easy to know who to contact for requests and inquiries.									N/A
Responds in a timely fashion to my requests and inquiries.									N/A
Clearly understands my business needs.									N/A
Keeps me up-to-date when resolving my problems or requests.									N/A
Has the ability to provide innovative solutions to my planning and design requests.									N/A
Meets planning deadlines.									N/A
Provides value for your investment.									N/A
Accurately communicates delivery schedule and completion time.									N/A
An installation is completed with the highest quality.									N/A
Provides accurate and understandable invoices.									N/A
Supplies quality workplace products.									N/A
Delivery personnel are professional.									N/A
All things considered, how do you rate Franklin Interiors overall?									N/A



Would you recommend Franklin Interiors to another potential client?      Yes      No

If Yes, could we use you as a reference?    Yes     No

What improvements or suggestions do you have to enhance the overall quality of customer satisfaction at Franklin Interiors? Please be specific.

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You may either fax the completed survey to Franklin Interiors at 412-255-4089 or mail the survey back in the enclosed envelope. Thank you for your input!