



Scrta Mattress Company Division of National Bedding Company, LLC. 1680 Carillon Blvd.. Forest Park, OH 45240

(513) 421-4094

(513) 354-1187 (Fax)

03/14/07 - 9 Pages

# Fax Cover Sheet

To: John Abbott/Buyer State of West Virginia (304-558-3970)

Fm: Neal Wagner (Contract Sales Rep)

BUYER

JOHN ABBOTT

RFO. NO.

DNR80150

BID OPENING DATE: 03/15/2007

Neal Wagner Contract Account Rep Serta-Cincinnati 1680 Carillon Blvd. Forest Park, Ohio 45240 P/800-421-4288, x3109 P/513-421-4094 F/513-354-1187 nwagner@sertanational.com www.serta.com

513 354 1187; 304 586 2863

Mar-14-07 13:32; 03/08/2007 11:38

Page 2 #353 4. 002/014



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

Request for HEONUMBER

DNR80150

CONFAGENCES

MADDRESS CHIEF SOND ACERCAN SENSIONE SESSION JOHN ABBOTT 304-558-2544

DATE PRINT	TED288338881		MS OF EAL			SHEV			E (	<b>5</b> 0	i se se i se i	FRE	ON THE FIRM	<b>\$</b>
02/25/														
BID OPENING DATE:		03/15/	2007	000000000000000000000000000000000000000	500-0000000		Malarita e e e e e e e e e e e e e e e e e e e	OPE	NING	nya nyani mada	0 1	:30PM	800000000000000000000000000000000000000	
LINE	QUAN	any	UCP	CAT NO		TEMPIUM	HEA		UMI	PRICE			TANDUNE	
				·		QUUTA								
	THE PUIDIVISI BOX SP PARK.	ON OF	NATUR	AL RE	SOURC	CES TO	) PROVI	DE	MATTR	RESS A	ND TATE			
	ATTACH	MENTS:	1. S 2. A	PECIF FFIDA	ICAT] VIT	CONS								
•					420-6	: <b>a</b>								:
0001	MATTRE	1	LS OX SP		-									
			VEND	OR PR	EFERE	ENCE: (	CERTIFI	CAT	E					
	CERTIF PREFER 5A-3-3	ENCE I	N ACC	ORDAN	CE WI	ETH WE	EST VIR	RGIN	IA CC	DE,	•			
	A. AP Reason			s mad	E FOF	2.5%	FREFE	REN	CE FO	R THE				į
	( ) HAS RE (4) YE CERTIF	SIDED ARS IM	CONTI Media	NUOUS TELY	LY II	WEST	SIDENT F VIRGI THE DA	INIA	FOR	FOUR				
	( ) TION R QUARTE WEST V	ESIDEN RS OR	T VEN	DOR A IPAL FOUR	ND HACE (4)	S MAI E OF E YEARS	BUSINES S IMMED	D I S C NAT	TS HE ONTIN ELY P	AD- Iuousl	Y IN			
BIQNATURE (	01.7	onl		SEE RE	PERSES!	DE 15015 115  1	elephone S	MOLLION	<u>U2 1</u>	<u> </u>	DATE	D2/1	ula-	)
1 -7-c		M	IN POP		1011	_		200 Y		HESS C	ANGES		TED ABO	VE
TILE SALES	EN RESP	1	ماا `	-078	TNAM	E AND A	DDRESS	INSF						

### 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 Viginia 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.

#### **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

513 354 1187; 304 598 2083

Mar-14-07 13:32; 03/08/2007 11:38

Page 3 #363 P. 004/014



State of West Virginia
Department of Administration

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

Request for p

ER NUMBER WELL DNR80150

FAGE ....

JOHN ABBOTT 304-558-2544

DATE PHIN	*** * *** *****************************	TE	ing of Eat	<b>.</b>	<b>3-H</b>	I' VIA		F.	Q.B		FREIGHT TERMS
02/25/ ENING DATE		03/15/	2007			RID	OP	ENING	TIME	0.1	:30PM
LINE	100000000000000000000000000000000000000	ANTITY	UOP	UAT NO	ITÉM.	JMBER		11011200111001110111	TPRICE		AMOUNT
							60 0000				
	L	ATE OF	TUTE	CERTI	FICATIO		م ای	E THE	UMNEBS	HTP	
	THE	AIE UF	BIUDE	D LC	HELD BY	ANOTHER	TN	ומזעזמו	JAL.	11121	
	PARTN	ERSHTP.	ASSO	CTATI	ON OR CO	RPORATI	ON	RESIDE	ENT VEN	DOR	
	MHO H	AS MAIN	TAINE	DITS	HEADQUA	ARTERS D	RP	RINCI	PAL PLA	CE	,
	OF BU	SINESS	CONTI	NUOUS	LY IN WI	EST VIRG	INI	A FOR	FOUR C	4)	
	YEARS	IMMEDI	ATELY	PREC	EDING TH	IE DATE	OF	THIS			
	CERTI	FICATIO	N; OR				1				
					CDATION	Manner.	m = n	T VENI	200		
	( )	BIDDEK	15 A	LURP	ORATION OR SUBS	カンカイロス マンカン ロンカイス ファイン アンファン アンファン アンファン アンファン アンファン アンファン アンファン アンファン アンファンファン アンファンファンファンファンファンファンファンファンファンファンファンファンファン	UE N	CH EWE	אטנ		
	WHICH	THUM OF	APPL	TINDO	ED STATE	: BECIDE	MITS	CH EM	HHTCH		
	HAC M	ATMTATM	ED IT	S HEA	QUARTERS	OR PRI	NCI	PAL PI	LACE OF		·
	RUSTN	ESS WIT	HIN W	EST V	IRGINIA	CONTINU	อบร	LY FOR	R THE		
	FOUR	(4) YEA	RS IM	MEDIA	TELY PRI	CEDING	THE	DATE	OF THE	S	
	1	FICATIO	)				1				
	l										
				S MAD	E FOR 2	5% PREF	EKE	NCE F	1K IHE		
	REASO	N CHECK	ED:	•	٠						
	( )	פתחדם	TSA	REST	DENT VE	COOR WHO	CE	RTIFIE	ES THAT		
		e THE L	TEE O	F THE	CONTRAC	T, ON A	VER	AGE A	LEAST		
	75% D	F THE E	MPLDY	EES W	ORKING I	N THE P	RDJ	ECT BE	ING BI	D	
	ARE R	ESIDENT	S OF	WEST	VIRGINIA	A WHO HA	VE.	RESIDE	ED IN		
	THE S	TATE CO	NTINU	OUSLY	FOR THE	E TWO YE	ARS	IMME	DIATELY	•	
	1	DING SN	BMISS	ION O	F THIS	BID;	1				
	OR			MOMB	CORDENT	VENDOD		1 777817	- A		
	( )	BIDDER	15 A	NOMK	ESIDENT STATE I	YEMDUK Pertnent	e n	E LC V	3 AL A		
	MINIE	UM UF U CIDENT	NENDO	D WIT	H AN AFE	CISADENI CILTATE		CURSTI	TARV		
	WUTCH.	MAINTA Sinca:	T DUT	TC MF	ADQUARTE	RS OR P	RIN	CIPAL	PLACE		
					T VIRGI						
	OF ON	E HUNDR	ED ST	ATE R	ESIDENTS	WHO CE	RTI	FIES	THAT,		
	DURIN	G THE L	IFE O	F THE	CONTRAC	CT, ON A	VER	AGE AT	T LEAST	ı	
	75% 0	F THE E	MPLOY	EES O	R BIDDER	S AFFI	LIA	TE'S	1R		
	SUBSI	DIARY'S	EMPL	DYEES	ARE RES	CIDENTS	ᅊ	WEST \	/IRGINI	A	
	MHO H	AVE RES	IDED	IN TH	E STATE	CONTINU	ops	LY FOR	THE T	MO	
	] egyety versy eros savedeen broeks			SEE AE	VERSE SIDE PO	TERMS AND C	SNOT	CNS			
IRE M	0001	مهد (ر	4 N			TELEPHONE	300	421	1288	IATE	03/14/07
M 1 PE	A		TAL OF	and i	1695				DRESS CHA	NGES	TO BE NOTED ABOVE
HUS	ME		10	one	T NAME AN		S IN L	1			



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

## Request for

DNR80150

STREET AND THE 3

TTOBBA NHOL 304-558-2544

DATE PRINT	TPRESERVED	E	MS OF SA	(Essession trade)		SHIF VIA	hawara .		<b>508</b>	3803000 B	FREIGHTTERMS
02/25/	*******						. apopular estrar es	***************		*****	
BID OPENING DATE:		03/15/	2007	~ ~ ~ ~ ~ ~	<u> </u>		BID	OPENIN	STIME	0.3	:30PM
UNE		NTATY .	Uop	CAT.		EM NUMBER	:00'00.30'00'30'	Million Black of the State of	INIT PAICE		
- 1				NO							AMGUNT
	YEARS	IMMEDI	ATELY	PREC	EDING	SUBMIS	SSION	OF TH	IS BID.		
	DETERM FAILED PREFER PURCHA JRDER BIDDER AND TH	INES TO CO ENCE, SING T ISSUED IN AN	HAT A NTINU THE S O: ( AMOU H PEN	BIDD E TO ECRET A) RE (B) A NT NO ALTY	ER REC MEET T ARY MA SCIND SSESS T TO E WILL B	CEIVING THE REG THE CO A PENA EXCEED BE PAII	G PRE QUIRE ER TH ONTRA ALTY 5% D O TO	FERENCI MENTS I E DIRECTOR I CT OR I AGAINS F THE	FOR SUCCETOR OF PURCHASE SUCH BID AMOUNTRACTI	H SE	
	CONTRA BY SUB DISCLO PURCHA FAX AN PURCHA BIDDER THAT S TAXES	CT OR MISSIO SE ANY SING D D REVE SING A HAS P UCH IN	PURCH N OF REAS IVISI NUE T PPROP AID T FORMA	ASE OTHIS ON AN OFFICE REPORTED TO THE RETORM	RDER. CERTIF Y REQU D AUTH CLOSE INFOR QUIRED DOES N ER INF	ICATE, JESTED JORIZES TO THE MATION BUSIN OT CON	BID INFO THE DIR VER IESS	DER AGR RMATION DEPAR ECTOR ( IFYING TAXES, THE AR	REES TO N TO TH FMENT O	E F ED OF	
(C) (C) (C) (T)	CODE 6 CERTIF CHAT II CONTAIN CERM OF	1~5~3) ICATE F A CO NED WI	, BID IS TR NTRAC THIN CONTR WRITIF	DER HIUE AND THIS RACT, INTO THE PROPERTY OF T	EREBY D ACCU ISSUED CERTIF BIDDER MEDIAT	CERTIF RATE I TU BI ICATE WILL ELY.	IES N AL DDER CHAN NOTI	THAT THE RESPECTION OF THE PROPERTY THE	CTS; A ANYTH ING TH PURCHA	ND Ing E Sing	-
				DATE	03	414/	27		55 Co		
	000000000000000000000000000000000000000			SEE REV	ERSE SIDE	OR EHMS	MOD DIVI	DITIONS			
GIGNATURE N	W BA	her	·			TELEPH	ONE B	15900	4288	DATE C	3/14/19
THE SALES I	150	FEI	MAIS	ord	MAC				DRESS CH	NGFR	TO BE NOVED ABOVE
	N RESPO	NOING T	OFFO	INSERT	NAME	ND ADD	3E90 !!				D 'VENDOR'



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

DNR80150

PAGE

JOHN ABBOTT 304-558-2544

Serta-Cincinnati 1680 Carillon Blvd. Forest Park, Ohio 45240 P/800-421-4288: P/513-421-4094 F/513-354-1187

FREIGHTTERMS DATE PRINTED SHIP VIA TERMS OF BALE 02/25/2007 BID OPENING TIME 01:30PM BID OPENING DATE: 03/15/2007 AMOUNT QUANTITY UOF THEM NUMBER UNITERICE LINE E CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "AM OR MB", OR BUTH "A" AND WB" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00) NOTICE SIGNED BID MUST BE SUBMITTED TO: DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130 THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED: SEALED BID JOHN ABBOTT----BUYER: RFO. NO.: BID OPENING DATE: 3/15/2007--SEE REVERSE SIDE FOR YEARS AND CONDITIONS TELEPHON SIGNATURE 16-0720695 ADDRESS CHANGES TO BE NOTED ABOVE

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

513 354 1187;

Mar-14-07 13:33; 03/08/2007 11:41

Page 6/9 #353 P. 007/014

From: INNOVATIVE MATTRESS

304 588 2863

Request for \_\_\_\_\_

DNR80150

PAGE 5

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

CONTROL OF THE PROPERTY OF THE TTOBBA NHOL 304-558-2544

DATE REIN	ΞŪ	( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( )	MS OF GA	i e		SHU <sup>®</sup> VIA		FOR		FREID	YT TERMS
02/25/							<u></u>				
BID OPENING DATE:	Garage seed	03/15/	A CONTROL OF THE PARTY	10000425555	(0700070000000000000000000000000000000		DPENI	NG TIM		:30PM	
LINE	QUA	VIII Y	1167	SAT.	178	MAUMBER		UNITPRIOE			MOUNT
	1 - 100 - 100 - 100 - 100				3.33						
							1				
	BID OP	ENING	TIME :		1:30	PM				ļ	
	<b></b>			1							
			ļ								*
			Ì								
						IN CASE IT	IS N	ECESSA	RY		
	TO CON	JACT Y	t		NG YOU	R BID:	1				
	I	5131	35		1.6.1				_		
	•	JJ									
	CONTAC	T.PERS	DN (P	LEASE	PRINT	CLEARLY):					
		VEAL	IALIA	( 1)	c n		}	•			
	J	AEGE	- RA11			~			-		
				}			1				
		•									
					٠,					,	
										3000	Ma M
	****	THIS	TS T	HE EN	D OF R	FQ DNR80	150 #	* * * * *	TOTAL :	131	92/200
		,	,		<b>U</b> ( 11)	. 4 5,11100			· · · · ·	1	OH PRINCE
							}				
										1	
										[	
1											
Į											
1											1
	·										
ļ.											
	•										
1			1								
								•			
			. '				1				
		}									
				SECRE	EHDE GIDE	ON TERMS AND CO	иотпомя				
SIGNATURE M	alwo	MM				TELEPHONE 8	20421	4288	DATE	03/14	log .
TITLE & NIEA 1	TEP	O FE	IN MC	-092	0695			ADDRESS	CHANGES	TO BE NOT	D ABOVE
WHE	N RESPO	ONDING T	TO AFQ	INSER	TNAMEA	N() ADDRESS	IN SPAC	E ABOVE	LABELE	D VENDO	R'

From: INNOVATIVE MATTRESS

513 354 1187;

304 586 2863

o O

Mar-14-07 13:33; 03/08/2007 11:43

Page 7/9 #303 P. U12/U18

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

Request for \_\_\_\_\_\_

DNR80150

BREAST STATE OF THE PROPERTY O ТТОВВА ИНОЦ 304-558-2544

41.5000000000000000000000000000000000000	4.2-200000000000000000000000000000000000	O NOONGE SEE SEE	MS OF FAL		080000000000000000000000000000000000000	SH SVA			шгон		TREIC	HT TERMS	
02/27/	A comment	14-5				Section 2010		* ************************************					
BID OPENING DATE:	2007	03/15/	2007		200000000000000000000000000000000000000	Sappegoond-Second	de contra de compressor.	OPENI	NG TIME	01	:30PM	41.000000000000000000000000000000000000	34 <b>7</b>
LINE	auA	MILLA	WOR	OAT NO		ITEMPIUM	IER		LINITPRICE		7	MOUNT	
	THIS A		M IS ATION	ADDED ISSUE AND	NDUM D TO USE.	& J.			FOR B11	)-			
0001	MATTRE	ess & B	LS OX SP	RINGS		RAMES	HAS AND S	ND#IONS					
SIGNATURE (	7	<b>\</b>			AEHAE &			206	21428	DATE	73-1	4-07	::::::::
1 1 1 1 1	MAKE TO THE SECOND SECO	) agri	EN GAT	<i>P</i>	M ~ _	2000	<u> </u>		ADDRESS C	HANGER	TO BE NO.		
THESALES	BEL	V	· //	0-0		16.15	DDD CO	IN CDA	CE ABOVE I				
WH	EN RESF	PONDING	TO RFC	inser	IINAM	ニスクログ	こしてよれなか	ALC NI	OE ADOVE !	~~>crc	N A CIAD	<b>∪</b> ,¬	

513 354 1187;

Mar-14-07 13:34;

Page 8/9

304 586 2883

03/08/2007 12:02 #353 P. 013/014

DNR80150 - MATTRESS, BOX SPRINGS, & FRAMES										
	BID OPENING 3/15/2007; 1:30 PM									
		*Estimated Annual								
Descrip	tion	Usage	Unit Price	Extended Price						
Twin - 38 X 75		41	\$ 271,00	\$ 11,111,00						
Queen - 60 X 80		· 64	\$ 377.00	5 <u>24,128.00</u>						
Bed Freme - Queen	en demonstrativo come est e monte partir en l'apposité en oppose destrite de la partir d'Aude est d'Aude destr	84	\$ 42.00	5 2.68R.OC						
			Total	1537,927.00						
Bidder / Vendor Information:	- 4.4			7)						
Name:	SERTA MA	TTRESS	Co.							
Address:	1680 CARILLON BLVD.									
	FOREST PE	RK, OHI	0 45240							
Phone#:	<u> 800 - 421 -</u>	42188								
Emall Address:	NWAGNEN C	SERTAPAT	TONAL CO	M						
Contract Coordinator Informat	tion:	•		•						
Name:	NEAL WAG	NO.								
Address:	SAME									
	SAME									
Phone#:	<u> </u>									
Email Address:	5円 <i>叫と</i>	· · · · · · · · · · · · · · · · · · ·								
<ul> <li>Quantities are estimated ann</li> </ul>	nual usage for bidding pu	rposes and bidder's in	nformation							

From: INNOVATIVE MATTRESS

Page 9/9

304 586 2863

03/08/2007 12:03

11353 P. 014/014

WY-3BE STATE OF WEST VIRGINIA	Buyer;	Page	Req. or P. O. No.:
PURCHASING CONTINUATION SHEET		<u> </u>	
	Spending U	nit:	
Vendor:			
	i		
			NR80150
F	Requisition	No.: <u>L</u>	141700103
·			
ADDENDUM ACKNOW	LEDGEME	ENT	
I hereby acknowledge receipt of the following ch	ecked add	endum(s	) and have made
the necessary revisions to my proposal, plans ar	id/or speci	ncations	, etc.
•			
Addendum No.'s:			
No. 1 RECEIVED			
No. 2			•
No. 3			
No. 4			
No. 5			
I understand that failure to confirm the rec	eint of the	addend	ım(s) is cause for
rejection of bids.	Cibror mo		
rejection of blus.			
	A	. \	•

Exhibit 10 Rev. 11/96 Signature