



March 4, 2016

Billy Beard, Staff Officer
Office of Purchasing and Travel
701 Woolfolk Building, Suite A
501 North West Street
Jackson, MS 39201

Subject: **Rfx Number: 3130000320**

Dear Mr. Beard:

Pursuant to review of your referenced guidelines, Blockhouse is hereby responding with its proposal addressing each of the line items in your "Proposal Format":

I. Proposal Letter

By this letter, Blockhouse hereby requests the opportunity to renew its state contract for all items covered under the "Class 420 Furniture Contract" classification.

Location/Mailing Address: Blockhouse Co., Inc.
3285 Farmtrail Road
York, PA 17406
Telephone Number: (717) 764-5555
Toll Free: (800) 346-1126
Fax: (717) 767-8939
Email: kgrove@blockhouse.com
Website: www.blockhouse.com

Authorized Representative: Kevin Grove, General Manager

An Authorized representative has been duly signed this letter and effectively becomes a binding offer with the terms contained herein. Blockhouse certifies that it is not debarred, suspended or excluded/ineligible for participation in Federal assistance programs.

II. Price Lists and Product Information

An electronic copy of Blockhouse's Current price list, PL0515 is included on the jump drive. Also, as requested for your reference purposes only, included with this package is a copy of Blockhouse's current GSA price structure (found on the jump drive).

III. Furniture Catalog/Category Spreadsheet

Please see attached Furniture Catalog/Category spreadsheet. This spreadsheet is also found on the jump drive.

IV. Discounts

Blockhouse proposes a 45% off list price for all furniture categories installed and delivered. For those wanting delivery only, Blockhouse proposes a 50% discount off list



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price. Totals under \$1,000, the same discounts will apply, but freight and packaging charges will be added to the invoice.

V. Contract Agreement Form

Completed and attached is the Contract Agreement Form for Cafeteria, Dormitory, Library, Lounge, Modular Office, School Furniture, Seating, Wood Desks, and Wood Credenzas. It is also found on the jump drive. Please note, Blockhouse is only bidding Dormitory, Lounge and Seating furniture.

VI. Length of Price Guarantee

Pricing will be firm for a 12 month period. Blockhouse will not request any price increases during the term of the contract.

VII. Transportation Terms

Blockhouse proposes a 45% off list price for all furniture categories installed and delivered. For those wanting delivery only, Blockhouse proposes a 50% discount off list price. Totals under \$1,000, the same discounts will apply, but freight and packaging charges will be added to the invoice. All terms are FOB Destination. Blockhouse understands that cost of design fees are not part of this agreement.

VIII. Invoice and Payment Terms

Blockhouse will honor MS Code Section 31-7- 305(3) and allow state entities to pay invoices within 45 days without penalty. Invoices will be sent electronically using the processes as identified by the State. Blockhouse agrees that Mississippi is exempt from the payment of taxes.

IX. Distribution and Dealer's List

Blockhouse currently does not have any dealers in Mississippi but is open to working with some. The dealers/distributors' list is attached, showing no dealers but expressing Blockhouse's willingness. This is also found on the jump drive.

Minority Vendor Status

Blockhouse is not a minority vendor.

X. Purchase Summary

Attached is the purchase summary for Blockhouse's contract, from July 1, 2015. This is also included on the jump drive.



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XI. Award of Contract

Blockhouse complies with this section.

XII. E- Verify Compliance

Blockhouse has and will continue to verify all newly hired employees with US Department of Homeland Security's program called "E-Verify"

XIII. Maximum Order Limitation

Blockhouse acknowledges the maximum order limitation of \$500,000 net.

XIV. Categories

Blockhouse will be participating in the following categories: B- Dormitory Furniture, D- Lounge Furniture, and G- Seating. The following families of seating meet or exceed ANSI/BIFMA standards:

X- Series

L110/L111/L115/L3x Endurance Series

L112 Bravura Series

L124 Arcadia Series

L130 Intrepid Series

L131 Moxie Series

L132 Gallant Series

L141 Synergy Series

L150 Tucson Series

L160 Lotus Series

L42x Ambassador Series

L426 Czar Series

L430 Regent Series

XV. Furniture Questionnaire

Questionnaire is completed and attached, also found on the jump drive.

XVI. Addendum Period

Blockhouse understand and will abide by the addendum period.

XVII. Proposal Deadlines

Blockhouse will submit the completed proposal before the deadline of April 15, 2016.

I hope I have covered all the points required and trust that you will advise if the State needs any additional information or clarification on any of the points covered above. We thank you for this opportunity to renew our contract with the State and look forward to being of continued service.

Sincerely,



Kevin S. Grove
General Manager

Enclosures: PL#0515 Price List, GSA Contract Price List, State Purchase Summary, Contract Agreement Form, Distribution and Dealer List, Furniture Questionnaire, and Jump Drive.