



Massachusetts Higher Education Consortium  
505 East Pleasant Street  
Amherst, MA 01003-9242

MC09-F15

05/01/2009 through 04/30/2012

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**Please distribute to**

All Departments

## Office Supplies

### Addenda

**Addendum #1: OFFICE MAX - Manufacturer paper price increase effective March 01, 2010.  
Price Increase 143 items effected. Price list shows both new pricing and old pricing - see price list date field; on average 3% price increase. All other terms and conditions remain the same.**



**Contract Notes**  
**MC09-F15 Office Supplies**

**General Notes on the Contract**

Bid sent to 60 vendors. Of the 60 bids Sent, Received responses from 16 Vendors; 10 "No Bids"; leaving 6 bids to evaluate.

Vendors were evaluated on Price, Service and Operations; 60%, 30%, 10% respectively. Primary vendors were compared and regional vendors were compared.

Awarded: 3 Vendors; One (1) Primary Office Supplier was awarded based on best offered value and range of services available to serve our membership. Two (2) regional/specialized vendors were awarded. MHEC does not certify that these specialized vendor contracts represent the best value within the contract offerings, however they are being awarded for geographic and historic reasons in support of our membership.

Simplified Contract: This contract did NOT allow discounts by item; or by Desktop, Area or Central delivery. Instead, Bid requested discounts for 3 Categories; Entire Catalog, Paper and Private Label items. Allowed vendors to have some Brand Exceptions. These are the 3 Categories in the "Search"; the product detail can be found on the Vendor's website; each has a robust system enabling searches and ordering.

Bid requested discounts by Committed Volume or Non Committed Volume. This will enable member's to select how they shop; either compare prices and buy from many or commit your spend and take advantage of the better discount.

Price Lists for the 3 vendors awarded can be accessed from the Contract PDF, Price 2 field or from the "Search", Price 2 field.

**Primary Office Supply Vendor:**

OfficeMax  
Pricing Discounts by: Committed and Non Committed Volume  
By: Entire Catalog, Paper and Private Label Items  
Exceptions: 6 Brands at 40% Discount

**Regional/Specialty Vendors:**

GA Blanco  
Pricing Discounts by: Non committed Volume  
Discounts Vary by Brand

Union Office (formerly Nelson Copy)  
Pricing Discounts by Committed and Non Committed Volume  
By: Entire Catalog, Paper and Private Label Items  
Exceptions: 43 Brands at varying Discounts

**Contract Details:**

Contract Pricing is Discount off List Price.

**Important Note: To assist you with, "One Stop Shopping"**

We have awarded Office Suppliers entire catalogs covering many product groups. Some items included in this contract are more competitively priced on other MHEC specific contracts. The items were included in this contract to make the contract easier to use, assist members in emergency situations with quick access to product.

MHEC contracts listed below have better pricing on these type of items:

B11 Multi Media; boards, projectors, pointers, carts, TV's, camcorders, cameras, Vcr's, DVD's, vhs tapes, film.

C07 Furniture-Better pricing on items such as stands, tables; Most furniture was excluded from F15; a few items remain.

F03 Mail Room Equipment: Better pricing on Heavy duty shredders

F05 Technology: Has better pricing on printers and peripherals.

F07 Copiers & Fax Equipment: Better pricing on F07 however allowed some supply items and a few fax machines.

**Product Categories - Use this list to search the Web under Product Categories**

**Categories by Vendor:**

GA Blanco: Data Storage Media and Printer Supplies  
OfficeMax & Union Office: Entire Catalog, Paper, Private Label / OEM



Web Page Search Instructions link:

[http://www.mhec.net/pdf/search\\_instructions/SearchInstructions.pdf](http://www.mhec.net/pdf/search_instructions/SearchInstructions.pdf)

WEBSITE SEARCH:

The pricing discounts are loaded by category bid; Entire Catalog, Paper and Private Label Items; the brands for which vendor's bid a different discount rate (Exception's) are loaded with their discount rates.

Note:

I did NOT load the entire price lists of the awarded vendors to our "products search" database as each of the vendors has a robust webpage for MHEC which will allow searching by manufacturer #, brand etc.

Instead, I added a "Link" to the vendor Price Lists; this can be used to ensure contract pricing.

To Access the Price Lists:

Go to the SEARCH, Choose Contract F15, Select a Vendor, Click: Results Tabular

All the products of a vendor will be displayed. In the Price 2 field, the PDF file name is displayed. Click on the Price List name and the PDF Price List will display. You can search the PDF Price List by typing: the manufacturer number, brand etc. in the FIND field.

The Brand and Category Index shows there are only 53 brands on contract BECAUSE I did not load the item detail to the system. The actual number of brands on contract are: 365

BRAND LIST: 365 ON CONTRACT

3M Corp ,A.T. Cross ,Abisco ,Accentra Inc ,Accentra, Inc. ,Acco ,Accubanker ,Ace Office Products ,Acme ,Adams Business Forms ,Advanced American Telephone ,Advantus Corp. ,Air King ,AJM Packaging Corporation ,Akro-Mills ,Alba, Inc ,Alliance Rubber ,American Power Conversion ,Ampad ,Anglers Company Ltd. ,Apollo ,Arista Enterprises, Inc. ,Artistic Office Products ,Artselect, Inc. ,Asbury Business Systems ,ASO Corporation ,At-A-Glance ,Atlantic Breeze ,Aurora Products ,Avenues In Leather ,Avery ,Azerty Inc ,Balt ,Baumgarten's ,Bausch & Lomb ,Beaumont Products ,Belkin ,Bic Corporation ,Big-D ,Bigelow Tea ,Bi-silique Visual Communication ,Black & Decker ,Black n' Red ,Blue Sky The Color Of Im ,Boise Cascade Corporation ,Bond Street ,Box Packaging Inc. ,Brother ,Buddy Products ,Bunn-O-Matic Corporation ,Bunzl ,Buxton Co ,Cadbury Adams ,Canon ,Card Scan ,Cardinal Brands ,Carl Manufacturing ,Carlisle Sanitary Maintenance Products ,Carroll Company ,Carver Wood Products, INC. ,Casio ,CEP ,Charles Leonard ,Chartpak ,Chicago Light House ,Chicago Lighthouse ,Church & Dwight ,Cisco-Linksys Llc ,Classic Coffee Concepts ,ClearPrint ,C-Line ,Clorox ,Clover Technologies ,Cocoa ,Colgate-Palmolive ,Color Laboratories ,Columbian Envelope ,Compucessory ,Conair Corp - Cusinart D ,Continental Mfg. Co. ,Copystar ,Cosco - Contract ,Cramer ,Crayola ,Cyber Acoustics ,Dart Container Corp. ,Day Runner ,Day-Timers, Inc ,Defibtech ,Deflect-O Corp. ,Dial ,Digital Equipment ,Diversified Computer Supplies ,Dixie Foods ,Dixon Ticonderoga Company ,Dome Publishing Company, Inc. ,Domtar ,Dri Mark Products ,Dukal Corporation ,Durable Office Products ,Duracell ,Dymo ,Eldon Rubbermaid ,Elite Image ,Elmers Products Inc ,Enterprise Group ,Envision Inc ,Epson ,ERB Safety ,Ergonomic Concepts ,Esselte ,Eureka Company ,Eveready ,Falcon Safety Products ,Felix Schoeller Technica ,Fellowes ,Fibre-Craft Materials Co ,Findit ,First-Base ,Fiskars ,Floortex ,Franklin Covey Company ,Fuji Film ,Garmin International/PMC ,GBC Office Products Group ,GE Telecom ,Gem Office Products, LLC. ,General Electric Company ,Genuine Joe ,Geographics ,Georgia Pacific ,Gfh Enterprises, Inc ,Ghent Manufacturing Inc ,Globe Weis ,Gn Netcom, Inc. ,Gojo ,Gussco Manufacturing Co. ,Guy Brown Products ,Hammermill Papers Group ,Health-o-Meter ,Heat Runner ,Helix U.S.A. Ltd. ,Henkel Consumer Adhesives ,Heritage Bag Company ,Hess Advanced Technology ,Hewlett Packard ,Holmes ,Honeywell ,Horizon Usa - 3Rd Party ,Hormel Corporation ,Houghton Mifflin ,HSM of America,LLC ,Huhtamaki Foodservice ,IBM ,Ideastream Consumer Products ,Imak Products ,Imation ,In 2 Products ,Ingram Micro ,Integra ,Iomega Corporation ,Iris ,Itoya of America, Ltd ,ITW Dymon ,Java Trading Co. ,Johnson & Johnson ,JohnsonDiversey ,Kantek ,Kaz, Inc. ,Keebler ,Kelly Computer Supplies ,Kensington ,Kidde Fire and Safety ,Kimberly Clark ,Kodak ,Koh-I-Noor ,Konica Minolta ,Kroy, Inc. ,L.C. Industries ,Lakewood Engineering & Manufacturing ,Lanier ,Lathem Time Company ,Ledu Corporation ,Lee Products ,Lexmark ,L'il Drugstore ,Lion Office Products ,Listo Pencil Corporation ,Logitech ,Ludlow Composites/ Crown ,Mabis Healthcare, Inc. ,Maco Tag & Label ,Magic American ,Magna Card, Inc. ,Magna Visual, Inc. ,Mag-Nif ,Marcal ,Marjack Company, Inc. ,Marking Devices Group ,Mars Flavia ,Martin Yale Industries ,Master Caster Company ,Master Lock Company ,Master Manufacturing Co. ,Master Products ,Masterpiece Studios ,Max USA Corp ,Maxell ,Mayline Group ,Mcgill Metal Products ,Mcklein Company Llc ,Mead ,Mead Hatcher Inc. ,Memorex ,Merriam-Webster Hardback ,Method Products ,Mita ,MMF Industries ,Mohawk Fine Papers ,Monarch Marking ,Monarch Nrthwood Sales & Mrkt ,Montblanc USA ,Motorola ,Nabisco ,Nature Saver ,NCR Paper ,Nestle ,Nestle Water North America ,Nice Pak Commercial ,Nu-Dell ,Nukote International ,Officemate International Corp ,Okidata ,Oklahoma Sound Corporation ,Olympus ,Omar Medical Supplies Inc ,Omax ,Pacific Handy Cutter ,Pacon Corporation ,Pactive Corp. ,Panasonic ,Panter Company ,Papermate ,Paris Business Products ,Parker Pen Company ,Pelouze Manufacturing Company ,Pelstar ,Pentel ,Pfizer ,Philips Speech Processing ,Pilot ,Plantronics ,PM Company ,Pointe International ,Polycom ,Porelon ,Printer Essentials ,Procter & Gamble ,Pyramid Technologies, Inc. ,Quality Park ,Quartet ,R3 Safety ,Rand McNally Company ,RCA Products ,Read Right ,Reckitt & Benckiser ,Rediform ,Reditag ,Ricoh ,Roaring Spring Paper Products ,Rochester Midland ,Rogers ,Rolodex ,Royal Appliance Mfg Co ,Royal Sovereign International ,Rubbermaid ,Saalfeld Redistribution ,Safco ,Samsill ,Samsonite Corp. ,Samsung ,San Jamar ,Sanford ,Sanyo ,Saunders ,Savin ,Seagate Technology Llc ,Sealed Air Corporation ,Selco Industries Inc ,Sentry ,Sentry Group ,Seth Thomas Div Of Colibri ,Seventh Generation ,Shachihata Inc ,Sharp ,Sheaffer Pen ,Simon Marketing ,Simon/Stor-A-File ,Simple Green ,Skm Industries Inc ,SLI Lighting ,Smead Manufacturing ,Smith Corona ,Softalk ,Solo Cup Company ,Sony ,Soporcel North America ,South Coast Paper ,Southworth ,Sparco Products ,Staedtler, Inc. ,Stanley-Bostitch ,Starbucks Coffee ,Stefco Industries ,Storex Industries Corp. ,Stout ,Stride ,Stride Inc Writing Instruments ,Sugar Foods Corp ,Swingline ,Tabbies ,Tally ,Tally Genicom Corp ,Targus ,Tarifold ,Tatco ,Tech Data Inc ,Tenex Corporation ,Terracycle Inc ,Texas Instruments ,The Board Dudes Inc ,The Burns Group ,The Coin Tainer ,Thomson Consumer Electronics ,Tidi Products ,Tombow ,Tops Business Forms ,Toshiba ,Tribeca ,Tripp Lite ,Tripp Manufacturing Com ,U.S. Luggage ,U.S. Stamp ,Uca - Union Chemicar Ame ,Unibind ,Uniek, Inc. ,United Receptacle ,V Tech Communication ,Velcro ,Verbatim ,Victor ,Vioneer ,Visual Organizer ,Vtech Communications ,Waterbury Companies, Inc ,Waterman Pen Company ,Wausau Paper Mills ,Webster Industries ,Western



**Special Notes on Individual Vendors**

**G.A. Blanco & Sons, Inc.** Regional Supplier:  
Printer & Computer Supplies and Typewriter Ribbons  
Includes; 5,039 manufacturer #'s and 13 Brands

Delivery: Central Delivery Only

Discounts vary by Manufacturer and are from their OWN Vision Catalog. All their pricing was bid as an Exception.

Ranked Best of Regional Suppliers for Price.

Accepted Net Price Lock Terms:  
Entire Catalog- 2 Years

**OfficeMax** Primary Office Supplier:  
Full Line Catalog- Includes 9,626 manufacturer #'s and 164 brands. Wide array of products: Traditional Supplies, Copy Paper, Technology Supplies, Recycled Products, Cleaning & Breakroom- One Stop Source.

Contract Pricing:	Committed Volume Discount	Non Committed VolumeDiscount
Entire Catalog -	60%	55%
Private Label/OEM -	60%	55%
Paper-	70%	60%

Member chooses to commit volume or not.

Pricing: Discounts cover the entire catalog, EXCEPT, 6 brands discounted at 40%. The brands are: Azerty, Brother, Diversified Computer Supplies, Hewlett Packard, Lexmark, Saalfeld Redistribution.

Pricing: Discounts are locked for the term of the contract.

Contract Allows: OfficeMax is committed to ensure aggressive pricing. Each member would be evaluated using their current vendors twelve month usage report which will be compared to MHEC pricing. Where there is a need to be more aggressive, additional prices will be lowered; the number of items will vary by institution, at OfficeMax's sole discretion.

Delivery: Desktop, Area, Central

Online Orders: Additional 1% discount given back to member as a rebate.

Retail Stores: 14 Stores  
User will be assigned plastic cards or labels and will receive contract pricing at register. Additionally, system uses best price logic, either contract price or sale price.  
Store Locations:  
CT: 3 , MA: 9; N.Dartmouth, Braintree, Dorchester, E. Walpole, Leominster, Marlborough, Billerica, Everett, Hanover--coming Plymouth, ME: 1 Auburn, RI: 1; Cranston

Same-Day Orders: Call customer service department to arrange for a 2-4 hour courier service.

Implementation Schedule:  
Electronic Commerce- 5 step process, 30 days from start date.  
Implementation Guarantee: Will contact all end-users within 45 days of the start of the program. Start Date is mutually determined once ecommerce platform is tested and ready to implement.

To Set Up Account: Contact Jim Cosgrove-Sales Rep-978-884-9313



**Union Office**

Regional Supplier:  
 Full Line Catalog- Includes; 18,872 manufacturer #'s and 278 Brands.

Contract Pricing:	Committed Volume Discount	Non Committed Volume Discount
Entire Catalog -	36%	31%
Private Label/OEM-	51%	46%
Paper-	70%	60%

Price Exceptions- 43 Brands at varying Discounts: Acme, Advantus, Air King, Arista, Artistic Office Products, Balt, Big D, Bisilque Visual, Brother, Canon, Classic Coffee Concepts, Cramer, Durable, Epson, Franklin Covey, GBC, Ghent, Hewlett Packard, Honeywell, IBM, Keebler, Lexmark, Merriam Webster, Motorola, Okidata, Panasonic, Premiere Martin Yale, Philips, Planatronics, RCA, Rubbermaid, Safco, Samsung, Sanyo, Sharp, Sony, Tatco, Texas Instruments, TrippLite, Unibind, United Receptacle, Victor, Xerox

Price Locks: Net Prices Locked for designated number of Years:  
 Entire Catalog- 2 Years  
 Private Label/OEM- Contract Term  
 Paper- 1 Year

Delivery: Desktop, Area, Central

New on Contract	No Longer on Contract
OfficeMax	Corporate Express Dictronics, Inc. Nelson Copy Supply Co., Inc. Staples Contract and Commercial Inc. W.B. Mason



## MC09-F15

### Office Supplies

Contract Duration from 05/01/2009 through 04/30/2012

#### Instructions and Information pertaining to the use of this contract

- 1 The vendor will ship and bill the material requested on each purchase order directly to the respective school. Substitutions will not be allowed without the consent of the ordering department.
- 2 Each purchase order issued against this contract should be marked, "MASSACHUSETTS HIGHER EDUCATION CONSORTIUM CONTRACT (MHEC)- F15-Office Supplies.
- 3 Various types of purchase orders may be issued against the contract by each respective school, with no dollar limit.
- 4 Orders may be phoned in to the vendor of your choice; if confirming orders are authorized by your school. All phone orders must be confirmed in writing and clearly marked, "CONFIRMATION - DO NOT DUPLICATE" if written purchase orders are used or unless placed using a Procurement Credit Card.
- 5 Upon request, vendors shall furnish and distribute sufficient copies of their current catalog(s) and/or price list(s), if applicable, to all members of the MHEC. The creation of a webpage specifically dedicated to contract pricing for MHEC members is encouraged.
- 6 Use of the contract is left to the discretion of each respective school. No guarantee of volume has been made to the vendors.
- 7 In Massachusetts, in accordance with Chapter 29, Section 29C and State Regulation 815 CMR 4.03, standard payment terms for state institutions are Net 30 Days, with interest assessable only after 45 days.
- 8 If you have questions pertaining to the use of this contract, please call the respective vendor in question.
- 9 Contract pricing is based on a discount from list price. Discounts will remain fixed for the duration of the contract. Vendors will be responsible to produce a complete net price list in product alpha order to reflect current pricing. The price list must include: the list price in your catalog (same as list price bid), the percent discount and the contract Net Price. If available, promotional prices and volume discount prices may be offered to the member at the time of their purchase. Members may inquire from vendors if such promotions are available.

Catalogs and price lists may be subject to periodic price adjustments, if applicable. Approval of price increases must be requested 30 days prior to instatement, in writing, to the MHEC and justified by the Producer Price Indexes or by a Manufacturer's increase which is beyond the control of the Vendor.

- 10 The Contractor shall not discriminate against any qualified employee or applicant for employment because of race, color, national origin, ancestry, age, sex, religion, physical or mental handicap, or sexual orientation. The Contractor agrees to comply with all applicable Federal and State statutes, rules and regulations prohibiting discrimination in employment including but not limited to: Title VII of the Civil Rights Act of 1964; the Age Discrimination in Employment Act of 1967; Section 504 of the Rehabilitation Act of 1973; the Americans with Disabilities Act of 1990; M.G.L. C.151B and 151C.
- 11 Upon request, vendors will supply individual written quotes based on the terms of their individual contract, i.e., if pricing is based on a discount off list, the quote will show current list, contract discount and net price. If based on a markup over dealer net, it will show dealer cost, contract markup and MHEC Net Price.



- 12 Unless otherwise exempted by law, the Contractor shall defend and settle any third party claim against the Commonwealth of Massachusetts, the Massachusetts Higher Education Consortium (herein referred to as "MHEC"), its members and the respective Trustees, Directors, officers, employees and agents for physical injuries to persons, including death, or damage to property, which arise out of the sole negligence of Contractor, including its Directors, officers, employees, agents or subcontractors, in the Contractor's performance of the Contract. The Contractor shall at no time be considered an agent or representative of said indemnities. Contractor's obligation to indemnify is conditioned upon prompt notification to the Contractor from any of the said indemnities that such a claim has been made, full cooperation of the Indemnities in the defense of the claim, and the Contractor having sole control of the defense of such claim and any negotiated settlement. The Contractor shall be liable for any judgment finally awarded, including interest, penalties, or attorneys fees, and for the total amount of any settlement agreed to by the Contractor.
- 13 Neither party shall be liable to the other or be deemed to be in breach of this contract for any failure, delay or in rendering performance hereunder arising out of conditions beyond its reasonable control, and without its fault or negligence. Such conditions shall include, but not be limited to acts of God, Government restrictions, acts of terrorism, war, fires, floods, epidemics, quarantine restrictions, strikes and weather conditions.
- 14 Contractor certifies that this Contract is in full compliance with all applicable regulations and requirements of law, as set forth herein. Contractor further certifies under the pains and penalties of perjury that pursuant to M.G.L. c62C, s.49A, that the Contractor has filed all state tax returns, paid all taxes and complied with all laws of the Commonwealth of Massachusetts relating to taxes; and that pursuant to M.G.L. c.151A,s.19A(b), has complied with all laws of the Commonwealth relating to contributions and payment in lieu of contributions to the Employment Security System; and with all laws of the Commonwealth relating to Worker's Compensation, c152. The Contractor also represents that (s)he/it is qualified to perform the worker's services and has obtained all requisite licenses and permits to perform the services as may be required.
- 15 Contractors who are awarded a contract which includes installation or on campus services must furnish to the MHEC, as certificate holder, certificate(s) of insurance showing that the vendor has:
- a.  VEHICLE LIABILITY INSURANCE. The contractor shall take out and maintain at this own expense during the life of this contract vehicle liability insurance in an amount not less that the compulsory coverage required in Massachusetts.
- b.  CONTRACTORS LIABILITY INSURANCE. The contractor shall take out and maintain CONTRACTORS' PUBLIC LIABILITY AND PROPERTY DAMAGE LIABILITY INSURANCE AND CONTRACTORS' PROTECTIVE PUBLIC LIABILITY AND PROPERTY DAMAGE LIABILITY INSURANCE in accordance with the contract terms in not less that the following amounts:
- |  |  |  |                 |
|--|--|--|-----------------|
| <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Bodily Injury |  |  | Property Damage |
| <input type="checkbox"/> <input type="checkbox"/> Each Person <input type="checkbox"/>   | Each Occurrence <input type="checkbox"/> | Each Occurrence <input type="checkbox"/> | Aggregate       |
| <input type="checkbox"/> <input type="checkbox"/> \$1,000,000 <input type="checkbox"/>   | \$2,000,000                              | \$1,000,000 <input type="checkbox"/>     | \$1,000,000     |
- c.  EXCESS UMBRELLA. \$5,000,000
- 16 Contract vendor/installers must comply with all parking regulations applicable to the school and campus where the project is to be performed.
- 17 Contract vendor/installer shall comply with all Federal, State and Local laws, ordinances, rules, orders, regulations and codes, ensuring healthful and safe conditions, in the work performed under this contract.
- 18 Contractor must file, by August 1, a sales volume report, for each member school, for that period of time for which Contractor was under contract with the Massachusetts Higher Education Consortium. If volume comes from dealers it is the contract vendor's responsibility



to retrieve sales information from each dealer. This report must be filed for each fiscal year, by August 1. Failure to file the sales volume report each year by August 1st, will result in your contract being suspended until such report is submitted and the MHEC may enforce a fine of \$50 to be reinstated back on contract.

- 19 Either Party shall have the option to terminate this Agreement in whole or in part, for any reason, without cause, at any time without further charge or expense, upon at least sixty (60) days prior written notice by MHEC to the Vendor and upon at least sixty (60) days prior written notice by the Vendor to MHEC.
- 20 MHEC contract information is available to members on the Web at [www.mhec.net](http://www.mhec.net).



**MC09-F15**

**Office Supplies**

**Contract Duration from 05/01/2009 through 04/30/2012**

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# Brand and Category Index

**Product Category Key** (Use this key for searching on our website)

- A Data Storage Media
- B Entire Catalog
- C Paper
- D Printer Supplies
- E Private Label / OEM

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Brand Count: 54



# 1 G.A. Blanco & Sons, Inc.

<u>Address</u> Rt. 71 P.O. Box 149 Great Barrington, MA 01230	<u>Contact</u> Edward L. Blanco
<u>Email</u> eblanco@qablanco.com	<u>Phone</u> 800-628-5086 x111
<u>Web</u> www.gablanco.com	<u>Tollfree</u> 800-628-5086 x111
<i>Minority/Small Business</i>	<u>Fax</u> 800-931-0016
	<u>FEI #</u> 020327245

Regional Supplier:  
 Printer & Computer Supplies and Typewriter Ribbons  
 Contract Includes- 5,039 manufacturer #'s and 13 Brands  
 Delivery- Central Delivery Only

Price Locks- NET Prices Locked for designated number of Years:  
 Entire Catalog- 2 Years

Return Policy 30 Days from date of invoice. End user must call and obtain a return authorization number prior to returning product. A 15% restock charge on all non-stock and special order products.

Major Credit Cards MC, Visa

Delivery 1-2 Days ARO

Cash Terms Net 30 Days

Offer Extended Offer IS extended to Faculty, Staff & Students

FOB Destination

Freight Included

Minimum Order None

Additional Terms All MHEC accounts receive special coding in computer system to receive MHEC contract pricing. This not only insures correct pricing but also facilitates the volume reporting process.

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>				
<b>MA</b>				
<b>ME</b>				
<b>NH</b>				
<b>RI</b>				
<b>VT</b>				

**Brand: Brother**

Printer Supplies	All items-Not Committed Volume	25% Discount	F15GABlanco.pdf
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**Brand: Canon**

Printer Supplies	All items-Not Committed Volume	20% Discount	F15GABlanco.pdf
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**Brand: Epson**

Printer Supplies	All items-Not Committed Volume	20% Discount	F15GABlanco.pdf
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**Brand: Fuji**

Data Storage Media	All items-Not Committed Volume	35% Discount	F15GABlanco.pdf
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**Brand: Hewlett Packard**

Printer Supplies	All items-Not Committed Volume	35% Discount	F15GABlanco.pdf
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**Brand: Imation**

Data Storage Media	All items-Not Committed Volume	30% Discount	F15GABlanco.pdf
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**Brand: Lexmark**

Printer Supplies	All items-Not Committed Volume	18% Discount	F15GABlanco.pdf
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**Brand: Maxell**



**Brand: Maxell**

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Data Storage Media	All items-Not Committed Volume	35% Discount	F15GABlanco.pdf
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**Brand: Okidata**

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Printer Supplies	All items-Not Committed Volume	20% Discount	F15GABlanco.pdf
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**Brand: Printer Essentials**

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Printer Supplies	All items-Not Committed Volume	45% Discount	F15GABlanco.pdf
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**Brand: Sony**

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Data Storage Media	All items-Not Committed Volume	25% Discount	F15GABlanco.pdf
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**Brand: Verbatim**

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Data Storage Media	All items-Not Committed Volume	35% Discount	F15GABlanco.pdf
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**Brand: Xerox**

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Printer Supplies	All items-Not Committed Volume	25% Discount	F15GABlanco.pdf
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## 2 OfficeMax

<u>Address</u> 9 Progress Road Billerica, MA 30082	<u>Contact</u> Marie Cordeiro
<u>Email</u> mariecordeiro@officemax.com	<u>Phone</u> 978-663-2199 x6244
<u>Web</u> www.about.officemax.com	<u>Tollfree</u> 800-331-7676
	<u>Fax</u> 978-671-7313
	<u>FEI #</u> 820100960

Primary Office Supplier:

Full Line Catalog- (Excluding Furniture, Copiers and Computers)

Includes 9,626 manufacturer #'s and 164 brands

Contract Pricing-	Committed Volume Discount	Non Committed Volume Discount
Entire Catalog	60%	55%
Private Label/OEM	60%	55%
Paper	70%	60%

\*Member chooses to commit volume or not.

Pricing: Discounts cover the entire catalog, EXCEPT, 6 brands discounted at 40%. The brands are: Azerty, Brother, Diversified Computer Supplies, Hewlett Packard, Lexmark, Saalfeld Redistribution.

Pricing: Discounts are locked for the term of the contract.

Catalogs and price lists may be subject to periodic price adjustments, if applicable. Approval of price increases must be requested 30 days prior to instatement, in writing, to the MHEC and justified by the Producer Price Indexes or by a Manufacturer's increase which is beyond the control of the Vendor.

Net Prices are firm until 12/31/09 and will be adjusted quarterly thereafter with mutually agreed justification.

Contract Allows: OfficeMax is committed to ensure aggressive pricing. Each member would be evaluated using their current vendors twelve month usage report which will be compared to MHEC pricing. Where there is a need to be more aggressive, additional prices will be lowered; the number of items will vary by institution, at OfficeMax's sole discretion.

Delivery: Desktop, Area, Central

Online Orders: Additional 1% discount given back to member as a rebate.

Retail Stores: 14 Stores

User will be assigned plastic cards or labels and will receive contract pricing at register. Additionally, system uses best price logic, either contract price or sale price.

Store locations: CT: 3, MA: 9 ; N.Dartmouth, Braintree, Dorchester, E. Walpole, Leominster, Marlborough, Billerica, Everett, Hanover--coming Plymouth, ME: 1; Auburn, RI: 1; Cranston

Same-Day Orders: Call customer service department to arrange for a 2-4 hour courier service.

Implementation Schedule: To Set Up Account Contact: Jim Cosgrove; 978-884-9313  
Electronic Commerce- 5 step process, 30 days from start date.

Implementation Guarantee: Will contact all end-users within 45 days of the start of the program. Start Date is mutually determined once ecommerce platform is tested and



ready to implement.

Return Policy

Returns are handled by calling Customer Service who will provide the requisitioner with an Authorization to Return (ATR) number, thereby initiating a pick-up by our driver or a common carrier at the time of the next scheduled delivery. OfficeMax's Internet ordering system makes online requests for merchandise returns easy. Our Customer Care section, located at www.OfficeMaxSolutions.com provides end-users with a convenient request form. End-users can fill out the appropriate return information in the fields provided, and indicate the method by which they'd like to be contacted. Once the form has been sent, someone from our Customer Service Team will respond to your request within one business day. They will finalize the return information and give you an Authorization to Return (ATR) number to attach to your package. Products can be returned for full credit within 30 days from the date of purchase. With the exception of damaged or defective items, products must be returned in resalable condition and in the original manufacturer's packaging where applicable. If you receive an item that is damaged or defective, simply call Customer Service and we will replace the item at no charge. Should a MHEC end-user encounter a warranty/return issue, they will return the product to OfficeMax for full credit or a replacement and we will return the product to the manufacturer. Items under \$20 will not be picked up due to the mutual cost of processing and restocking small dollar returns. We will issue you full credit or a replacement product and you may dispose of the items as you see fit. There are no restocking charges for stocked items.

Major Credit Cards

AMEX, MC, Visa

Delivery

Orders placed by 5 p.m.; still receive next-day delivery

Cash Terms

Net 30 Days

Offer Extended

Offer IS extended to Faculty and Staff only

FOB

Destination

Freight

Included; except on large furniture orders or unique situations, which would be clearly communicated at the time of order by your OfficeMax Representative.

Minimum Order

None

Additional Terms

Each individual MHEC member will be assigned their own account number, giving each member the flexibility of customized pricing, reporting and invoicing. All MHEC account numbers will roll up to a master account number specifically for the MHEC, allowing for integrity in pricing, reporting and invoicing.

Contract extended to New England States:

	Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>					
<b>MA</b>					
<b>ME</b>					
<b>NH</b>					
<b>RI</b>					
<b>VT</b>					

Orders

Marie Cordeiro  
9 Progress Road  
Billerica, MA 30082  
Phone: 978-663-2199 x6244  
TollFree: 800-331-7676  
Fax: 978-671-7313  
Email: mariecordeiro@officemax.com



**Remit**

Accounts Receivable  
 75 Remittance Drive, Suite 2698  
 Chicago, IL 60675  
 Phone: 877-777-4008  
 Fax: 877-777-4009  
 Email: customersupport@officemax.com

**Sales Rep**

Jason Gill  
 9 Progress Drive  
 Billerica, MA 01821  
 Phone: 978-633-2199 x7225  
 Fax: 978-671-7300  
 Email: jasongill@officemax.com  
*East of Mississippi*

**Sales Rep**

Jennifer Farquharson  
 9 Progress Drive  
 Billerica, MA 01821  
 Phone: 978-633-2199  
 TollFree: 800-889-9119 X2071  
 Fax: 978-671-7300  
 Email: jenniferfarquharson@officemax.com  
*Western MA*

**Sales Rep**

Jim Cosgrove  
 9 Progress Road  
 Billerica, MA 01821  
 Phone: 978-884-9313  
 Fax: 978-671-7300  
 Email: jimcosgrove@officemax.com  
*Contact to Set Up Account*

**Sales Rep**

Pete Davis  
 9 Progress Road  
 Billerica, MA 30082  
 Phone: 978-633-2199 x6218  
 Fax: 978-671-7300  
 Email: peterdavis@officemax.com  
*South Shore/RI/CT*

**Sales Rep**

Gregg Manning  
 9 Progress Road  
 Billerica, MA 30082  
 Phone: 978-633-2199 x7227  
 Fax: 978-671-7300  
 Email: greggmanning@officemax.com  
*Boston to Worcester North*

**Brand: Azerty Inc**

Printer Supplies	Exception-All items	40% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Brother**

Printer Supplies	Exception-All items	40% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Complete Catalog - All Brands**

Paper	-Committed/Not Committed Volume	70% Discount / 60% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Complete Catalog-All Brands**

Entire Catalog	-Committed/Not Committed Volume	60% Discount / 55% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Diversified Computer Supplies**

Printer Supplies	Exception-All items	40% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Hewlett Packard**

Printer Supplies	Exception-All items	40% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Lexmark**

Printer Supplies	Exception-All items	40% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: OfficeMax**

Private Label / OEM	-Committed/Not Committed Volume	60% Discount / 55% Discount	F15OfficeMaxPriceList_2.pdf
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**Brand: Saalfeld Redistribution**

Printer Supplies	Exception-All items	40% Discount	F15OfficeMaxPriceList_2.pdf
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## OfficeMax SPECIAL INSTRUCTIONS

### Implementation Guarantee:

OfficeMax will guarantee to contact all end users at each individual MHEC school within 45 days of the start of the program. The start date will be mutually determined once any applicable eCommerce platform is tested and ready to implement. Should we fail to contact all end users we will pay the MHEC member a \$50,000 penalty. This guarantee will ensure a quick ramp up of the new program to full compliance so that the MHEC member will realize the maximum cost savings benefit in the shortest possible timeframe. This incentive is contingent upon OfficeMax receiving the necessary contact information from the MHEC member.

### Transition Allowance

In the spirit of a working relationship and to off set the perceived costs associated with changing suppliers, OfficeMax is willing to offer a Transition Allowance for each individual member. The financial incentive would vary depending upon the institutions committed volume. We also offer the following incentives:

### Performance Guarantee for Service:

OfficeMax agrees to a total pricing reduction of 10% if OfficeMax does not meet the following minimums in service. This price reduction will continue as long as the minimum service level is not achieved. When the minimum service level has recovered, then pricing will resume to the level prior to the pricing reduction.

Quality Performance Guarantees: Contract order line fill rate 98%, Non-Contract order line fill rate 96%, Inventory Performance Guarantees: Inventory accuracy (Error Rate) 98%



### **Electronic Commerce:**

Our approach to electronic commerce with any customer is a collaborative one. We have experience with a wide variety of Fortune 500 customers, spanning many industries. Each customer has different business rules, different purchasing objectives, and different electronic commerce platforms. However, the one common thread to each integration is clear, concise communication between all parties.

We utilize a five-step process for every integration:

Fact Finding

Data Preparation

Development

Testing and Implementation. Your assigned E-Commerce Manager will implement the action items from OfficeMax's side, along with managing the various tasks required from the sales team and programmer's side. Once a test bed has been developed, the EC Manager will work with the customer to ensure satisfaction and successful testing. Once testing has been completed, the platform will go live to receive orders.

Customized training program for your end-users that works within your institution/culture. OfficeMax also deploys our Web Implementation Specialists who provide hands-on training down to the end-user level, group training sessions or web-based training. We work with you to design a training program that will ensure end-user adoption of your chosen e-procurement solution, and a consistent message to everyone in your company. Because we believe that e-commerce is a win-win proposition, we are willing to devote the resources at our disposal to make the program a complete success. In fact, all standard electronic commerce integrations are completed, and ready to go live within 30 calendar days or less from the specified start date. This is due to our unique and proven integration process that assures all key factors are identified, assigned, and tracked for maximum effectiveness and efficiency.

### **Member Only Website:**

OfficeMax can provide our customers with a microsite, a customizable website that can be used as a way of communicating account-specific information to end-users. Our microsite consists of four sections: procedures, contacts, news and access to our catalog and/or Internet ordering system. This type of website is for the exclusive use of OfficeMax and our customers. Features of our OfficeMax microsite include branding with your logo, adding custom links to point end-users to other information resources, solution-oriented banner ads provided by OfficeMax suppliers, a web page that can be directly linked to your Intranet, and a link to OfficeMax's Internet ordering system, or custom-priced online catalog, for browsing. The following link to [www. OfficeMaxSolutions.com](http://www.OfficeMaxSolutions.com) will permit you access to an active online tutorial of our website. Should you have further questions, we would be happy to provide you with your own personal login and password, or a personal demonstration.

Custom Catalogs: Because each customer has different business rules, we can provide rich catalog content to adapt to each customer's business needs. OfficeMax can customize an electronic catalog to meet MHEC's exact specifications. Our website is extremely flexible and can include or block items based on contract, catalog, category, or specific item SKU. Blocked items will simply not be seen on the site. We also block items at the legacy system-level as well. Even if, by chance, the item does get through via the website, it will be blocked from being processed on our legacy order processing system. To drive employees to use the core catalog, we could create two different catalogs one containing core items, and another containing all other items offered. We would make it clear that the core item catalog is the best value, and make it the default catalog to show up when they're doing a search. We would also flag every core item with a 'c', so users would know if the item they are purchasing is a core item or not. We will work with you to generate a comprehensive solution to drive end-users towards contract compliance. "



**Volume Discounts:**

Sales over \$5,000,000 will receive additional 1% discount.  
Sales over \$7,500,000 will receive additional 1% discount.  
Sales over \$10,000,000 will receive additional 1% discount.

**Complete Catalog:**

The contract includes all items in the catalog EXCEPT Furniture, Copiers and Computers.



### 3 Union Office

<u>Address</u> 477 Riverside Ave. Medford, MA 02115	<u>Contact</u> Hank Marcoux
<u>Email</u> hmarcoux@unionoffice.com	<u>Phone</u> 781-396-6400 x430
<u>Web</u> www.unionoffice.com	<u>Tollfree</u>
<i>Small Business</i>	<u>Fax</u> 781-396-7560
	<u>FEI #</u> 043143546

Regional Supplier:

Full Line Catalog- Includes; 18,872 manufacturer #'s and 278 Brands.

Contract Pricing:	Committed Volume Discount	Non Committed Volume Discount
Entire Catalog -	36%	31%
Private Label/OEM-	51%	46%
Paper-	70%	60%

Price Exceptions- 43 Brands at varying Discounts: Acme, Advantus, Air King, Arista, Artistic Office Products, Balt, Big D, Bisilque Visual, Brother, Canon, Classic Coffee Concepts, Cramer, Durable, Epson, Franklin Covey, GBC, Ghent, Hewlett Packard, Honeywell, IBM, Keebler, Lexmark, Merriam Webster, Motorola, Okidata, Panasonic, Premiere Martin Yale, Philips, Planatronics, RCA, Rubbermaid, Safco, Samsung, Sanyo, Sharp, Sony, Tatco, Texas Instruments, TrippLite, Unibind, United Receptacle, Victor, Xerox

Price Locks: Net Prices Locked for designated number of Years:

Entire Catalog-	2 Years
Private Label/OEM-	Contract Term
Paper-	1 Year

Delivery: Desktop, Area, Central

Return Policy If any customer needs to return a product, we issue a Return Authorization, pick-up the product and credit the customer. All that we ask is that the product is in the original packaging. There is never a restocking fee on the bid items.

"Our first objective is to absolutely minimize the need for your end-users to ever return merchandise. When returns are necessary, our objective is to make the process as hassle-free and simple as possible. The goal is to pick up a return within three days, and credit the customer within six days.

Returns are handled by calling OfficeMax Customer Service. A Customer Service Representative will provide the requisitioner with an Authorization to Return (ATR) number, thereby initiating a pick-up by our driver or a common carrier at the time of the next scheduled delivery. OfficeMax's Internet ordering system makes online requests for merchandise returns easy. Our Customer Care section, located at [www.OfficeMaxSolutions.com](http://www.OfficeMaxSolutions.com) provides end-users with a convenient request form. End-users can fill out the appropriate return information in the fields provided, and indicate the method by which they'd like to be contacted. Once the form has been sent, someone from our Customer Service Team will respond to your request within one business day. They will finalize the return information and give you an Authorization to Return (ATR) number to attach to your package. Products can be returned for full credit within 30 days from the date of



purchase. With the exception of damaged or defective items, products must be returned in resalable condition and in the original manufacturer's packaging where applicable. If you receive an item that is damaged or defective, simply call Customer Service and we will replace the item at no charge. Should a MHEC end-user encounter a warranty/return issue, they will return the product to OfficeMax for full credit or a replacement and we will return the product to the manufacturer. Items under \$20 will not be picked up due to the mutual cost of processing and restocking small dollar returns. We will issue you full credit or a replacement product and you may dispose of the items as you see fit. There are no restocking charges for stocked items."

Major Credit Cards AMEX, MC, Visa  
Delivery Usually next business day; Backordered items, usually 3-5 bus. Days.  
Cash Terms Net 30 Days  
Offer Extended Offer IS extended to Faculty, Staff & Students  
FOB Destination  
Freight Included  
Minimum Order None  
Additional Terms All accounts require a special account number. MHEC members would be assigned a special code internally that would provide the correct pricing plan as well as make all reporting possible.

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>				
<b>MA</b>				
<b>ME</b>				
<b>NH</b>				
<b>RI</b>				
<b>VT</b>				

**Orders**

Linda Chase  
 477 Riverside Ave.  
 Medford, MA 02115  
 Phone: 781-396-6400 x222  
 Fax: 781-396-7560  
 Email: lchase@unionoffice.com

**Orders**

Joan Reale  
 477 Riverside Avenue  
 Medford, MA 02155  
 Phone: 781-878-4475  
 Fax: 782-396-7564  
 Email: jreale@unionoffice.com

**Orders**

Kim Clark  
 477 Riverside Avenue  
 Medford, MA 02155  
 Phone: 781-878-4474  
 Fax: 782-396-7564  
 Email: kclark@unionoffice.com

**Remit**

Marci LaTerz  
 477 Riverside Ave.  
 Medford, MA 02115  
 Phone: 781-396-6400 x227  
 Fax: 781-396-7560  
 Email: melrich@unionoffice.com

**Sales Rep**

Greg Morton  
 477 Riverside Ave.  
 Medford, MA 02115  
 Phone: 781-396-6401  
 Fax: 781-396-7560  
 Email: gmorton@unionoffice.com  
 MA

**Sales Rep**

Hank Marcoux  
 477 Riverside Ave.  
 Medford, MA 02115  
 Phone: 781-396-6400 x430  
 Fax: 781-396-7560  
 Email: hmarcoux@unionoffice.com



**Sales Rep**

Steve Peterson  
 477 Riverside Avenue  
 Medford, MA 02155  
 Phone: 877-396-6403 x242  
 Fax: 782-396-7560  
 Email: speterson@unionoffice.com  
 MA, ME, NH

**Sales Rep**

John Sarson  
 477 Riverside Avenue  
 Medford, MA 02155  
 Phone: 781-878-4474  
 Fax: 782-396-7560  
 Email: jsarson@unionoffice.com  
 CT, MA, RI

**Brand: Acme United Corporation**

Entire Catalog	Pricing Exception	28% Discount	F15UnionOffice.pdf
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**Brand: Advantus Corp**

Entire Catalog	Pricing Exception	22% Discount	F15UnionOffice.pdf
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**Brand: Air King**

Entire Catalog	Pricing Exception	22% Discount	F15UnionOffice.pdf
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**Brand: Arista Ent**

Entire Catalog	Pricing Exception	22% Discount	F15UnionOffice.pdf
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**Brand: Artistic Products**

Entire Catalog	Pricing Exception	22% Discount	F15UnionOffice.pdf
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**Brand: Balt Inc**

Entire Catalog	Pricing Exception	20% Discount	F15UnionOffice.pdf
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**Brand: Big-D**

Entire Catalog	Pricing Exception	23% Discount	F15UnionOffice.pdf
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**Brand: Bi-Silque Visual Communication Product, Inc.**

Entire Catalog	Pricing Exception	16% Discount	F15UnionOffice.pdf
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**Brand: Brother**

Entire Catalog	Pricing Exception	25% Discount	F15UnionOffice.pdf
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**Brand: Canon**

Entire Catalog	Pricing Exception	21% Discount	F15UnionOffice.pdf
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**Brand: Classic Coffee Concepts, Inc**

Entire Catalog	Pricing Exception	28% Discount	F15UnionOffice.pdf
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**Brand: Complete Catalog - All Brands**

Entire Catalog	Net prices locked until 12/31/09-Committed/Not Committed Volume	36% Discount / 31% Discount	F15UnionOffice.pdf
Paper	Net Prices locked for 1 year-Committed/Not Committed Volume	70% Discount / 60% Discount	F15UnionOffice.pdf
Private Label / OEM	Net prices locked for contract term-Committed/Not Committed Volume	51% Discount / 46% Discount	F15UnionOffice.pdf

**Brand: Cramer Industries, Inc.**

Entire Catalog	Pricing Exception	28% Discount	F15UnionOffice.pdf
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**Brand: Durable Office Products Corp.**

Entire Catalog	Pricing Exception	26% Discount	F15UnionOffice.pdf
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**Brand: Epson**

Entire Catalog	Pricing Exception	16% Discount	F15UnionOffice.pdf
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**Brand: Franklin Covey Company**

Entire Catalog	Pricing Exception	25% Discount	F15UnionOffice.pdf
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**Brand: Gbc Office Products Group**

Entire Catalog	Pricing Exception	28% Discount	F15UnionOffice.pdf
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**Brand: Ghent Manufacturing, Inc.**

Entire Catalog	Pricing Exception	26% Discount	F15UnionOffice.pdf
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**Brand: Hewlett Packard**

Entire Catalog	Pricing Exception	24% Discount	F15UnionOffice.pdf
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**Brand: Honeywell**

Entire Catalog	Pricing Exception	23% Discount	F15UnionOffice.pdf
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**Brand: Ibm**

Entire Catalog	Pricing Exception	5% Discount	F15UnionOffice.pdf
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**Brand: Keebler**

Entire Catalog	Pricing Exception	22% Discount	F15UnionOffice.pdf
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**Brand: Lexmark**

Entire Catalog	Pricing Exception	20% Discount	F15UnionOffice.pdf
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**Brand: Merriam-Webster Hardback**

Entire Catalog	Pricing Exception	11% Discount	F15UnionOffice.pdf
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**Brand: Motorola/Pmc**

Entire Catalog	Pricing Exception	17% Discount	F15UnionOffice.pdf
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**Brand: Okidata**

Entire Catalog	Pricing Exception	18% Discount	F15UnionOffice.pdf
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**Brand: Panasonic**

Entire Catalog	Pricing Exception	27% Discount	F15UnionOffice.pdf
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**Brand: Philips Speech Processing**

Entire Catalog	Pricing Exception	20% Discount	F15UnionOffice.pdf
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**Brand: Plantronics**

Entire Catalog	Pricing Exception	20% Discount	F15UnionOffice.pdf
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**Brand: Premier/Martin Yale**

Entire Catalog	Pricing Exception	15% Discount	F15UnionOffice.pdf
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**Brand: Rca Products**

Entire Catalog	Pricing Exception	15% Discount	F15UnionOffice.pdf
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**Brand: Rubbermaid**

Entire Catalog	Pricing Exception	23% Discount	F15UnionOffice.pdf
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**Brand: Safco Products Company**

Entire Catalog	Pricing Exception	23% Discount	F15UnionOffice.pdf
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**Brand: Samsung Electronics America, Inc**

Entire Catalog	Pricing Exception	20% Discount	F15UnionOffice.pdf
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**Brand: Sanyo Fisher Home Appliance**

Entire Catalog	Pricing Exception	23% Discount	F15UnionOffice.pdf
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**Brand: Sharp Electronics**

Entire Catalog	Pricing Exception	20% Discount	F15UnionOffice.pdf
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**Brand: Sony**

Entire Catalog	Pricing Exception	16% Discount	F15UnionOffice.pdf
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**Brand: Tatco**

Entire Catalog	Pricing Exception	18% Discount	F15UnionOffice.pdf
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**Brand: Texas Instruments**

Entire Catalog	Pricing Exception	21% Discount	F15UnionOffice.pdf
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**Brand: Tripp Lite**

Entire Catalog	Pricing Exception	15% Discount	F15UnionOffice.pdf
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**Brand: Unibind**

Entire Catalog	Pricing Exception	18% Discount	F15UnionOffice.pdf
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**Brand: United Receptacle**

Entire Catalog	Pricing Exception	25% Discount	F15UnionOffice.pdf
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**Brand: Victor Technologies**

Entire Catalog	Pricing Exception	28% Discount	F15UnionOffice.pdf
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**Brand: Xerox**

Entire Catalog	Pricing Exception	22% Discount	F15UnionOffice.pdf
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