

# Federal Supply Schedule

## The ABCs of Multiple Award Schedule Purchasing



1999

Acquiring  
Best Value  
Commercial  
Services & Products

# Schedule Items Direct from Commercial Contractors to You

## Training Room Specialists

For the past thirty-two years, Spectrum Industries Inc., has been an innovative leader in furniture manufacturing. Over the last 9 years, we have become industry specialists in computer and training room furniture. Spectrum Industries is a Wisconsin company that has been classified as a small business by the Federal Government. Everything we manufacture is made in the USA and is crafted of the finest quality materials. You will find us on the CCR registration, Pro-net, GSA contract (GS-29F-0111G), and on the web at [www.spectrumfurniture.com](http://www.spectrumfurniture.com).

### **CLASS™ – Computer support system:**

Our CLASS™ furniture line features our unique Fliptop Door™ cord management system, solid oak chair rails, 16-gauge steel construction, and a scratch resistant high pressure laminate top.

### **TECC 6400™ - Training & corporate communications:**

The TECC™ lines also features our Fliptop Door™ cord management system in addition to a post-formed tapered front edge for maximum comfort when typing. TECC™ uses adjustable legs to make this the ideal training room workstation.

### **SERIES 6700™- Distance Learning Console:**

Spectrum Industries, Inc., is proud to release its newest product line designed expressly for fully interactive “Distance Learning Classroom.” Our Instructors’ Console solves the problem of properly housing all of the necessary equipment needed to create a quality Distance Learning environment.

Not only is the equipment properly and efficiently housed, our Console also offers 100% accessibility to the front and back of the equipment. Some of the essential features are the recessed monitor location, work surface power and data access, security doors, rackrail, and adjustable shelves.

All of Spectrum Industries’ products can be seen on our web site above. Reach us by contacting Jason Plante or Gloria Anderson at (800) 235-1202. We provide FREE CAD room layout, sample products, and on-site visits upon request.



## Award Made to Smart Technologies, Incorporated

Smart Technologies, Incorporated was recently awarded a contract under Federal Supply Schedule Group 67, Parts II and III. Smart Technologies provides the Smart Board, available in both In-Wall Rear Projection and Rear Projection. This sophisticated business tool is designed to facilitate and enhance every aspect of a meeting. It integrates the simplicity of a whiteboard with the power of a computer to bring an interactive, flexible tool into the meeting room. It helps you keep track of all the ideas and changes resulting from meeting discussions. Whether you write comments over a slide presentation, circle key concepts in a word processing document, or brainstorm ideas on a blank screen, you can save all of your notes to a computer file. Your notes can be e-mailed or saved as HTML pages that can be viewed from a Web browser. You can share your handwritten whiteboard notes with colleagues at other sites. Regardless of location, they can review, edit and collaborate on documents.

**GSA Contact:** Evangeline O'Neal  
**Phone:** (703) 305-6322  
**E-mail:** [evangeline.oneal@gsa.gov](mailto:evangeline.oneal@gsa.gov)

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## Additional Award Made for Document Conversion Services

Dimension 4, Incorporated, recently received an award under Federal Supply Schedule Group 36, Part IV for Document Conversion Services. This Seattle, Washington based company offers conversion services for engineering drawings and technical support, by far the most complex service offered under this Schedule.

**GSA Contact:** Office and Scientific Equipment Center  
**Phone:** (703) 305-6626.

### LIQUID SAMPLERS

A New Era of  
COLIWASA Samplers  
*"Placing Science Into Sampling"*



ASTM Approved, Method D 5743  
DoD, DOE, EPA and NIST Reviews  
Various State Certifications

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## New Liquid Sampler Available

Advanced Concepts & Design, Inc. (AC&D), has developed a new sampling device for collecting representative liquid samples of containerized materials. This device is used to obtain samples from drums, tankers, tanks, vats, and ponds.

The samplers are available in various sizes, lengths, materials, and configurations. The universal design (a unique plunger mechanism) allows the operator to collect single or multiple samples and offers limited use or reuse options. Standard units cost between \$3 and \$15 each.

This product will interest those activities involved in waste management, environmental surveillance, and product quality testing. The sampler complies with provisions of the Environmental Protection Agency (EPA) and the Occupational Safety and Health Administration (OSHA).

These samplers are available from the GSA Federal Supply Schedule Program, under FSC Group 66, Part II, Section Q – Geophysical and Environmental Analysis Equipment & Services, Special Item Number 66-618 – Water Samplers. Also available from AC&D is technical training & support, under Special Item Number 66-507.

For more information on these products and services provided by AC&D, contact Scot R. Somers on 1-800-404-9559. The AC&D web site address is: [www.coliwasa.com](http://www.coliwasa.com).

**GSA Contact:** Frank C. Norman  
**Phone:** (703) 305-6425  
**E-mail:** [frankc.norman@gsa.gov](mailto:frankc.norman@gsa.gov)

## Sea Bed Classification System



Quester Tangent Corporation has been awarded a contract under Federal Supply Schedule 66 II Q, Geophysical and Environmental Analysis Equipment and Services.

Seismic/sub-surface Profiling System	66-603
Equipment Maintenance & Repair	66-502
Extended Warranty	66-505
Technical Training & Support	66-506
Technical Application Development Support	66-507

The product awarded is the QTC View Seabed Classification System, an acoustic instrument which provides digital real-time seabed classification for a broad range of applications in fisheries, hydrography, dredging and

environmental sciences. Seabeds are classified by the shape of the first returning echo; different seabeds produce differently shaped returns. The QTC VIEW connects to the transducer cable of most echo sounders and sends seabed classification data to a PC using the included Windows-based software tools.

Features include rugged, compact packing; easy installation and use; enhanced graphical user interface; automated calibration over any surface area; and Windows-based logging and display software.

You can reach Quester Tangent Corporation representatives in Canada on 1-250-656-6677 or by Fax at 1-250-655-4696. More information on the company and its products can be found on their website at <http://www.questercorp.com>

**GSA Contact:** Gwendolyn Dixon  
**Phone:** (703) 305-5285  
**E:mail:** [gwendolyn.dixon@gsa.gov](mailto:gwendolyn.dixon@gsa.gov)

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## New Award for Water Flowmeters

A new award under the Federal Supply Schedule Program has been made to Exact Flow covering a wide range of water measuring devices, including water flow meters and flow straighteners. These measure the current in river beds and streams. The new contract items would be of interest to the EPA, Departments of Interior, Agriculture, Commerce, the Corps of Engineers and maritime agencies for use in soil conservation, water management and flood control projects.

The GSA Contract Number for these items is GS-24F-0012J and they can be found on Federal Supply Schedule 66 II Q, Geophysical and Environmental Analysis Equipment and Services, under Special Item Number 66-616, Liquid/Gas Flow and Level Instruments.

Henry Tate is the contact point at Exact Flow and he can be reached on (602) 922-7446 or Fax (602) 922-2740.

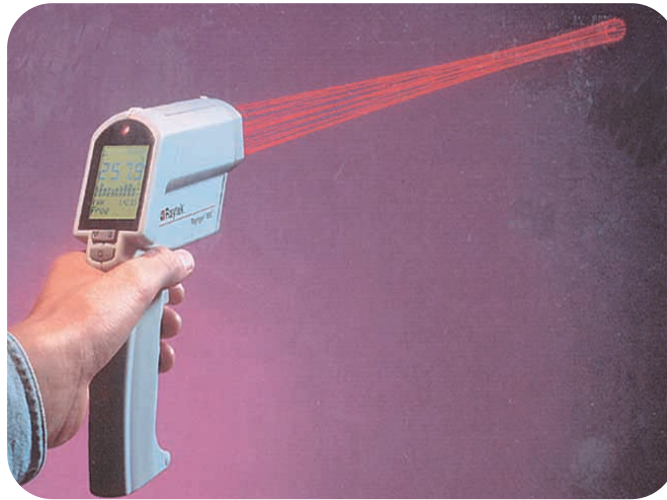
**GSA Contact:** John Terrell  
**Phone:** (703) 305-5956  
**E:mail:** [john.terrell@gsa.gov](mailto:john.terrell@gsa.gov)



## New Products Featuring Laser Technology

M&K Sales, Inc. has been awarded a contract under Federal Supply Schedule 66, Part II, Section J for measuring and handheld temperature guns. Under GSA Contract Number GS-24F-0010J, Special Item Number 602-31, the models offered are in the Raynger MX Series manufactured by Raytek. These models cover applications for automotive, food safety, and industrial/electrical maintenance and take noncontact temperature measurement technology into the future.

The MX measures a temperature range of 30 to 900c (-25 to 1600f) and features a unique 16 point laser sighting circle with a center aiming point that defines the area



you are measuring. Improved optics allow temperature measurement from any distance, and the bar graph display automatically charts the last 10 temperature points using maximum and minimum temperature values to establish the range.

The MX4+ package includes Windows compatible data management software, and allows for data output.

For more information from M&K Sales, contact Kenneth Schoemmell at (804) 271-6700 or fax (804) 271-6881.

**GSA Contact: Dorothy Williams**  
**Phone: (703) 305-6816**  
**E-mail: dorothy.williams@gsa.gov**

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## Telecom Tools, Kits and Test Equipment

Now available under GSA Schedule GS06F-0011J, is SPC's new FREE 128-page color Telecom catalog featuring the latest tools, tool kits and test equipment for Telecom, Fiber Optic and Wireless applications. You'll find everything necessary for field service, installation and maintenance repair. Includes digital cable analyzers, CAT 5 testers, continuity testers, fiber optic testers and more. Color photos, detailed product descriptions, specifications, and price breaks. Immediate Delivery!

Specialized Products Company  
Contact: Bill Bezar  
Phone: 602-607-2620  
FAX: 602-607-2621  
Web: www.specialized.net  
E-Mail: bbezar@specialized.net

**GSA Contact: Customer Service**  
**Phone: (816) 926-7315**  
**DSN: 465-7315**  
**Fax: (816) 926-7971**

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## End of Summer Special

Intirion Corporation, who has contract GS-21F-0091H on Federal Supply Schedule 41, I, is having an end of summer special. A 5% discount is offered for their Microfridge brand products and the Maytag Laundry products which are on their schedule. This is effective immediately and will last through October 31, 1999. Orders may be placed directly with Intirion Corporation. The contact person is Paula Preston at (301) 798-0030 or Fax (301) 798-0031.

**GSA Contact: Customer Service**  
**Phone: (816) 926-7315**  
**DSN: 465-7315**  
**Fax: (816) 926-7971**

## Make Roof Leaks Disappear...Even in the Rain!

Don't let rain or wet surfaces stop you from repairing your roof. Now you can quickly and permanently repair your roof even in the rain with Rubberkote 1047. No maintenance or facility manager should be without this revolutionary product.

Liquid applied for easy application

Quickly forms a rubbery waterproof sealant that stops leaks instantly

Will cure even underwater

No special tools needed

Comes in 3-1/2 gallon pails for easy handling

Guaranteed for 5 years.

P/N: DD2141

U/I: GL

Price: \$121.24

Andek Corporation

850 Glen Avenue, P. O. Box 392

Morrestown, NJ 08057

Internet: [www.andek.com](http://www.andek.com)

GS-10F-888862H

1-888-GO-ANDEK (1-888-462-6335)

Order directly from the contractor using your Government Purchase Card. The item is currently not available for purchase through **GSA Advantage!**<sup>TM</sup>

**GSA Contact: GSA Customer Service**

**Phone: (816) 926-7315**

**DSN: 465-7315**

**Fax: (816) 926-7971**

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## The ELIMINATOR™: the World's Most Advanced Ratchet System.

Eliminates the Weak Link – Sockets click directly into the ratchet head for up to a 40% stronger, more direct transfer of power.

Eliminates Tight Spot Hassles – Integrated ratchet/socket design is up to 50% slimmer than ordinary ratchets. You can work in places ordinary ratchets can't reach.

Eliminates Trips to the Tool Box – Bolts pass through the ratchet head, eliminating the need for deep sockets or open end wrenches.

Eliminates Confusion – Sockets are color coded: Red for Fractional – Blue for Metric.

Changing sockets is easy. Just a push of the thumb! Comes with adapter so you can still use your old sockets.

NSN: 5120-01-453-7919  
Part No: 16-090  
Description: 19-Pc. Combination Fractional/Metric Ratchet System. Contains 3/8" ELIMINATOR™ ratchet, 7 fractional sockets sizes 3/8" – 3/4", 10 metric sockets sizes 10-19mm, ELIMINATOR™ ratchet adapter and metal case.  
Price: \$83.98

NSN: 5120-01-453-7920  
Part No: 16-100  
Description: 9-Pc. Fractional Ratchet System. Contains 3/8" ELIMINATOR™ ratchet, 7 fractional sockets sizes 3/8" – 3/4", ELIMINATOR™ ratchet adapter and metal case.  
Price: \$48.37

NSN: 5120-01-453-7927  
Part No: 43-100  
Description: 12-Pc Metric Ratchet System. Contains 3/8" ELIMINATOR™ ratchet, 10 metric sockets sizes 10-19mm, ELIMINATOR™ ratchet adapter and metal case.  
Price: \$59.01

Order using FEDSTRIP/MILSTRIP or MUFFIN procedures. This item is not available for purchase using **GSA Advantage!**<sup>TM</sup>

**GSA Contact: Customer Service**

**Phone: (816) 926-7315**

**DSN: 465-7315**

**FAX: (816) 926-7971**

# Training Opportunities in

## Schedule 69

The training of personnel is the mainstay of their professional growth and your agency's productivity. This involves more – although important in its own right – than merely learning the latest PC software upgrades. But after the closing of the GSA Inter-Agency Training Center, where can a manager turn? The answer is GSA's newly-expanded Federal Supply Multiple Award Schedule 69, *Instructor-Led Training and Self Directed Computer Training*.

Schedule 69 has opened up a wide range of opportunities for government agencies seeking training sources and training aids in an extremely wide variety of subjects such as computer software and management, operations management, social problem education, and technical engineering.

Below are listed just a few of the many contractors available.

**AMCEE, Inc.**, 1495 Powers Ferry Road, Suite 200-B, Marietta, GA 30067, Phone: (800) 338-9344; Fax: (770) 612-1060, Contract Number GS-02F-0852G.

Their course listings range from Engineering: (Aeronautical/aerospace, civil chemical, computer science, electric, electronic, environmental, general, industrial, materials science, mechanical, nuclear and telecommunications), to Management, Mathematics, and Statistics.

**American Media Incorporated**, 4800 University Avenue, West Des Moines, IA, 50265-6769; Phone: (515) 224-0919; Fax: (515) 224-0258; Contract Number GS-02F-9378C.

American Media emphasizes business practices and management. Typical videos include: "We Need to talk," (Coaching employees) and "The Consultant in Management," (Solutions for today's toughest management problems)."

**American Medical Industries, Inc.**, 575 Knightsbridge Parkway, Lincolnshire, IL 60069-0700; Phone: (800) 913-9101; Fax: (847) 913-0138; Contract Number GS-02F-9300C.

This company offers teaching aids such as manikins for CPR training. They are available in several forms including sanitary models for multi-student use and personal manikins for individual student use.

**Business Television Services, Inc.**, 60 Arch Street, Greenwich CT 06830; Phone: (203) 622-8705; Contract Number GS-02F-0420D.

This organization specializes in training that covers social behavioral problems in business, with courses such as "Behavioral/Dynamics - 2000" (Diversity Education and Training).

**Firearms Training Systems, Inc.**, 7340 McGinnis Ferry Road, Suwanee (Atlanta), GA 30174-1247; Phone: (770) 622-3361; Contract Number GS-02F-0414D.

Firearms Training describes their "FATS" simulators as representing the "state-of-the-art" in small arms simulation training systems for training law enforcement officers and security guards.

**Meridian Knowledge Solutions, Inc.**, 14102 Sullyfield Circle, Suite 70, Chantilly, VA 20151; Phone: (703) 322-9565; Contract Number GS 02F 0006J.

This group offers several computer training courses in a variety of packages and options, including training and software courses in the area of management problem solution, such as "Introduction to Environmental, Safety, and Occupational Health Regulations." It also offers course development services.

**NCR Government Systems Corporation**, 2 Choke Cherry Road, Rockville, MD 20805-4030, Phone: (301) 212-5000, Fax: (301) 212-5258, Contract Number: GS-02F0016J.

NCR has over 1200 years of training experience and 75 convenient training facilities. Their curriculum includes courses from entry-level, general knowledge to specialized, advanced level techniques. It is a certified Cisco Training Partner and Microsoft Certified Solution Provider.

This group offers several computer training courses in a variety of packages and options, including training and software courses in the area of management problem solution, such as "Introduction to Environmental, Safety, and Occupational Health Regulations." It also offers course development services.

**TechKnowledge Corporation**, (Formerly Amdahl Education), 10420 Little Patuxent Parkway, 5th Floor, Columbia, MD 21044; Phone: (800) 233-9521, Fax: (410) 992-7183; Contract Number GS-02F 0001J.

This organization specializes in computer-oriented training, at either their own centers in nine major cities or on-site at the customers' locations.

(Continued next page)

## The following listed contractors specialize in self-directed training

To resolve training problems caused by divergent and overlapping group needs or eliminate the need for mass classroom sessions, Federal Supply Schedule 69 now includes several highly-qualified training services that utilize multi-media hardware and software. Programs include training on an individual basis in computer software, operation techniques and other industrial technical subjects. In addition to the resultant learning experience, this individual training is highly cost effective, as well: Three of the leading contractors for such training are:

**ITC**, 13515 Dulles Technology Drive, Herndon, VA 10271;  
Phone: (703) 713-3335, Fax: (703) 713-0065;  
Contract Number: GS-02F-9415C

They offer a broad spectrum of courses ranging from subjects such as Basic Reading, Writing and Math to popular software like Windows 95 and LAN management to advanced courses in other technical non-computer subjects.

**CBT Systems, Ltd.**, 2503 Red Glover Court, Reston, VA  
22091-3709; Phone: (703) 758-8166, Fax: (703) 758-9891;  
Contract Number: GS-02F-9379C

CBT publishes a growing library of more than 350 interactive educational software titles, covering a comprehensive range of client/server, and internet technologies, and desktop systems. They work with the industry's leading software producers and are used by more than 1250 of the world's leading corporations.

**MicroVideo Learning Systems**, 250 Park Avenue South, New York, NY 10003; Phone: 212-777-9595, Fax: (212) 777-9597;  
Contract Number: GS-02 -9318C

The company emphasizes "Learning at the Desktop," and pioneered the integration of video and training over networks for every user, creating an inexpensive and effective method of software training and support.

You may obtain a copy of Schedule 69, by contacting The Centralized Mailing List Service (CMLS); P.O. Box 6477; Fort Worth, TX 76115; Phone (817) 334-5215, Fax (817) 334-5227. Or access the E-Schedule Library at <http://pub.fss.gov/sched/> on the Internet.

**GSA Contact: Spring Wells**  
**Phone: (212) 264-3553**  
**E-Mail: [spring.wells@gsa.gov](mailto:spring.wells@gsa.gov)**

## NEWS FLASH

**Need another copy of MarkeTips**

**or changes to your current mailing address?**

**Call the Centralized Mailing List Service (CMLS)**

**on (817) 334-5215 or Fax your requirements to them**

**on (817) 334-5227**



## Core Curriculum Courses in Contracting Now Available

Courses in government contracting are not easy, but arranging for them is a lot easier now that GSA has awarded Multiple Task Order Contracts for new core curriculum courses for acquisition training and contracting.

These courses allow agencies to qualify their personnel for contracting in a manner that can be customized to their particular needs with greater flexibility and less effort, time and money. The result: the individual courses may be attended separately, in shorter blocks of time, and over wider time periods, minimizing participants' absence from their normal tasks.

They answer the requirements for GS1102 contracting employees in all Federal agencies. The course material was developed and is maintained by the Department of Defense (DOD), Defense Acquisition University. Four Contract Line Items (CLINs), running from March 31, 1999, to December 31, 2003, have been issued.

CLIN Number 1 includes 11 core curriculum courses covering 14 weeks of training, including such subjects as "Contract Formation," "Price Analysis," "Contract Law," etc., and elective courses such as "Construction Contracting" and "Architectural and Engineering Services." Classes are arranged by the vendors (listed below) at pre-scheduled times and at conveniently located places.

CLIN Number 2 allows government agencies to contract with the self-same vendors to schedule the core curriculum courses to be conducted for each agency individually at times and places to be arranged.

Additional courses may, from time to time, be added to this contract. In addition, the course material will be updated by the government periodically. The core courses include:

Acquisition Planning I (2 weeks)	Intermediate Contract Pricing (2 weeks)
Contract Formation I (1 week)	Acquisition Planning II (1 week)
Contract Administration I (1 week)	Contract Formation II (1 week)
Price Analysis (1 week)	Contract Administration II (1 week)
Cost Analysis (1 week)	Contract Law (2 weeks)
Federal Negotiation Techniques (1 week)	

In the near future, links to Websites and electronic catalogs of all firms will be posted on the Acquisition Reform Net at [www.arnet.gov](http://www.arnet.gov).

### Elective Courses:

Architect-Engineer Services Contracting (1 week)  
Construction Contracting (1 week)

### *The vendors for CLINs 1 and 2 are:*

**Business Management Research Associates, Inc.** (Contract Number GS 02F0011J), Fair Oaks Plaza, Suite 440, 11350 Random Hills Road, Fairfax, VA 22030, Contact: James Harper, (703) 691-0868.

**Northwest Procurement Institute, Inc.**, (Contract Number GS 02F0012J), P.O. Box 1328, Edmonds, WA 98020, Contact: Pat Shields, (425) 776-0414.

**Management Concepts, Inc.**, (Contract Number GS 02F0013J), 8230 Leesburg Pike, Suite 800, Vienna, VA 22182, Contact: Beth Blazek, (703) 790-9595, Ext. 107.

The vendors for CLIN Number 3 (delivery of courses developed by individual Federal agencies) are:

**Northwest Procurement Institute** (information above)

**Procurement Training Associates, Inc.**  
(Contract Number GS02F0026J)  
8713 Irvington Ave.  
Bethesda, MD 20817  
Contact: Jeffrey S. Giancola (301) 530-8228

*(Continued next page)*

## Core Curriculum Courses (continued)

*The vendors for CLIN Number 4 (commercial off-the-shelf acquisition-related courses) are:*

**Business Management Research Associates, Inc.**  
(information on previous page)

**Northwest Procurement Institute, Inc.**  
(information on previous page)

**Management Concepts, Inc.**  
(information on previous page)

**Procurement Training Associates, Inc.c**  
(information on previous page)

**Dun & Bradstreet Business Education Services**  
Contract Number: GS 02F0027J  
711 Third Avenue, 12th Floor  
New York, NY 10017  
Contact: Gregory W. Becker (212) 692-6460

**David L. Houseman & Associates**  
Contract Number: GS 02F0028J  
4644 Timber Ridge Drive  
Dumfries, VA 22026  
Contact: David L. Houseman (703) 690-4105

**ESI International**  
Contract Number ; GS 02F0029J  
4301 Fairfax Drive, Suite 800  
Arlington, VA 22203  
Contact: Charles W. Clark (703) 558-3000

**BRTC**  
Contract Number: GS 02F0030J  
8260 Willow Oaks Corp. Drive, Suite 800  
Fairfax, VA 22031  
Contact: Dawn Sheppard (800) 307-9277 x306

**Advanced Systems Development, Inc.**  
Contract Number; GS 02F0031J  
2800 Shirlington Road, Suite 800  
Arlington, VA 22206  
Contact: Donna S. Ireton (703) 998-3900

**GSA Contact: Robert Streeter**  
**Phone: (212) 264-1728**  
**E-Mail: robert.streeter @ gsa.gov**

## barnesandnoble.com Now Available on GSA Schedule

The big news is that barnesandnoble.com, one of the country's largest online booksellers, is now open to government buyers using the GSA SmartPay Government Purchase Card. In addition to the heavily discounted prices, barnesandnoble.com offers its commercial customers, government customers using their SmartPay cards will not be charged shipping and handling costs. (For commercial customers, shipping and handling costs \$3.00 per order, plus \$.95 per item). In a \$30-40 order, for example, this is a significant cost saving.

With Internet shopping so convenient, the handiness and savings possible are particularly exciting. Whether your agency is installing software upgrades and needs instructional texts, or developing new planning procedures and requires more familiarization, this barnesandnoble.com schedule contract is the answer.

GSA's Federal Supply Schedule 76, Part I, brings all government agencies and military units great savings on barnesandnoble.com's entire commercial book list: including business books, computer books, paperbacks, hard cover books, N.Y. Times best seller list titles, even bargain books. Ordering is easy through **GSA Advantage**™ at [www.fss.gsa.gov](http://www.fss.gsa.gov), or either the [barnesandnoble.com](http://barnesandnoble.com) or [bn.com](http://bn.com) websites, but you must use your SmartPay card to take advantage of the schedule contract.

More good news: For orders of 100 copies or more of some titles, barnesandnoble.com will contact the publisher and attempt to obtain greater discounts than those offered on the Website price list. Although all orders should be placed through the web site, volume orders of 100 or more of the one title may be placed by purchase order.

Note: This contract does not apply to walk-in store purchases at any Barnes & Noble, Inc., Barnes & Noble affiliate, or Dalton Books retail outlet. *Purchases should be for government work only.*

Contract Number: GS02F0025J

Contractor: barnesandnoble.com  
75 Ninth Avenue, 11th Floor  
New York, NY 10011

**GSA Contact: Maryann Defeo**  
**Phone: (212) 264-2306**  
**E-Mail: maryann.defeo@gsa.gov**



## KODAK Picture Maker Takes Top Honor in the Photo Industry

The selection came in a survey run by *Photo Trade News* (PTN), a leading publication reaching 18,000 photo retailers in the United States. *Photo Trade News* conducts a readership poll annually with its readers to determine the top product of the year. Readers are asked to choose those products that have caused consumer excitement and that have made a strong impact on their bottom line for the past year. Kodak is pleased to announce that the Picture Maker won.



## KODAK Picture Maker Takes Top Honor in the Point-of-Purchase Industry

From more than 700 entries, *P.O.P. Times* magazine awarded top honor the "Best of the Times" to the KODAK Picture Maker. A panel of judges consisting of 30 in-store marketing experts, chose the Picture Maker to be the single best design in the contest.

**Contract: GS-25F-6072D**

**For other Kodak products on contract visit the Kodak Web site at [www.kodak.com/go/fedcat](http://www.kodak.com/go/fedcat) or call Kodak Government Customer**



**Kodak  
Picture  
Maker**

**For more information about the KODAK Picture Maker, visit the Kodak Web site at [www.kodak.com/go/picturemaker](http://www.kodak.com/go/picturemaker) or contact Glenn Prince, Kodak Government Markets Representative at (678)339-0723, e-mail: [gprince@kodak.com](mailto:gprince@kodak.com)**



United States  
Department of Defense  
customers only!

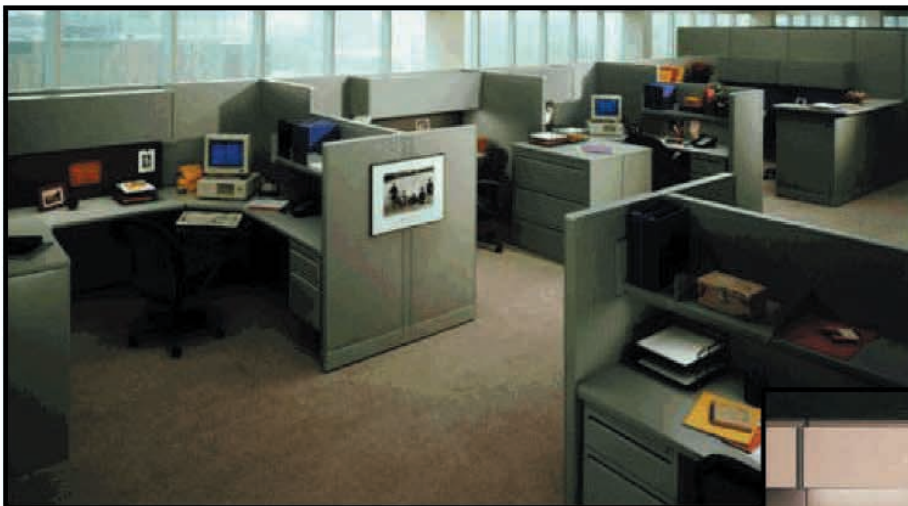
**Save 20%**

Order UniGroup® RUSH  
products from the standard  
RUSH offering and receive  
regular lead time discounts



**HAWORTH®**  
**14 Day Delivery**

GSA Contract #GS-28F-8014H



Offer valid for  
UniGroup Systems  
product orders dated  
July 1, 1999 thru  
December 31, 1999



**Quality**

- Haworth has actively engaged in a formal quality process for more than 20 years.
- Haworth was the first ISO certified furniture manufacturer in the United States
- Haworth has benchmarked the Malcolm Baldrige National Quality Award criteria since 1991.
- Haworth chairs the GSA Quality Partnership Council.
- Haworth's RUSH Program features a broad selection of products with integrated fabrics and finishes delivered in 14 days.
- \* Haworth's global capabilities feature consistent products, services, pricing, and shipping world-wide.

**Innovation**

- Haworth was the first manufacturer to introduce powered panels.
- Haworth's Power Base™ electrical system features separate neutrals for clean power.
- Haworth has engineered ergonomically correct products, such as the adjustable keyboard pad and Flipper arm for seating.
- Haworth's Crossings™ mobile furniture revolutionized the way people think about work.
- Haworth's SourceBook™ CD-ROM provides literature and information electronically.
- Haworth was the first manufacturer with a home page on the world wide web.
- Visit us at <http://www.haworth.com>

**Value**

- Haworth has had the fewest price increases in the industry over the last 16 years.
- Haworth is the only major manufacturer to have never reported a loss.
- Haworth protects customers' investments in furniture; new products can be used with products introduced 20 years ago.
- Haworth services include design, installation, reconfiguration, project management, leasing, and turn-key operations.
- Haworth accepts Federal Government credit cards for all furniture orders.

**Delivery Performance**

Haworth's exceptional GSA order delivery performance consistently beats the contract lead time by an average of 40 to 45 percent.

**Haworth Sales Offices**

Atlanta	404.841.3550
Boston	617.439.7777
Chicago	312.644.3983
Columbus	614.885.5981
Dallas	214.220.2090
Denver	303.446.0550
Detroit	248.352.7800
Florida	954.776.5100
Houston	713.629.1772
Los Angeles	310.446.4432
Minneapolis	612.338.3063
New York	212.977.5350
Orange County	949.250.6050
Philadelphia	215.977.8607
Phoenix	602.734.8650
Rochester	716.385.6224
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