



DOVER SCHOOL DISTRICT SAU 11

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Empowering all Learners

MEMORANDUM

TO: Dover School Board; Superintendent Boston
FROM: Michael Limanni, Business Administrator
DATE: April 15, 2026
RE: DMS Furniture Bid Award

On December 1st, the Dover Middle School went out to bid to seek qualified vendors to provide comprehensive classroom furniture replacement for Dover Middle School. This procurement encompassed all student and teacher furniture for grades 5 through 8, including specialized furniture for math, STEM, science, and art classrooms. The project included delivery, assembly, and installation of all furniture items, along with removal and disposal of existing classroom furniture. The selected vendor would coordinate all delivery and installation activities with the District and its personnel to minimize disruption to educational activities and ensure timely completion before the start of the academic year.

Pricing was received for the following:

Item	# Required
STUDENT DESK	1362
STUDENT CHAIR	1938
CLASSROOM TABLE	138
CLASSROOM MATH TABLE	60
CLASSROOM SCIENCE TABLE	30
CLASSROOM STEM TABLE	16
CLASSROOM ART TABLE	24
STUDENT STOOLS	68
STUDENT STOOLS	68
TEACHER DESK	101
TEACHER DESK	7
TEACHER CHAIR	102
BOOKCASES	191

Six vendors submitted responses, one was eliminated for not meeting all the requirements of the bid, and three others were eliminated due to cost. School Outfitters and Hertz Furniture rose to the top based on price with School Outfitters offering the lowest bid on the furniture cost, installation and disposal combined.

Both finalist vendors delivered furniture samples for a 1:1 comparison, and the Hertz furniture was found to be of a better quality. Both vendors offered lifetime warranties, via the manufacturer and/or from the firm themselves.

	School Outfitters	Hertz Furniture	WB Mason	Creative Office Resources w/ KI Products	Creative Office Resources w/ vs America Products	Staples (Did not Quote Student Desks)
Furniture Bid:	\$ 497,323.06	\$ 501,626.07	\$ 582,715.00	\$ 776,176.89	\$ 956,305.64	\$ 335,693.05
Extra Bookcase:	\$ 62,646.09	\$ 109,737.14	\$ 69,715.00	\$ 280,208.46		
Total:	\$ 559,969.15	\$ 611,363.21	\$ 652,430.00	\$ 1,056,385.35	\$ 956,305.64	\$ 335,693.05
Install w/o Bookcase	\$ 75,095.21	\$ 132,415.45				
Install w/ Bookcase	\$ 98,673.37	\$ 140,902.95				
Removal/Disposal	\$ -	\$ 31,700.00				
TOTAL COST	\$ 572,418.27	\$ 665,741.52				
TOTAL COST W/ BOOKCASE	\$ 658,642.52	\$ 783,966.16				

The District is requesting board authorization to negotiate with one or both finalist vendors (Hertz and School Outfitters) to enter into a contract not to exceed \$680,000 for the replacement of middle school classroom furniture which is the total amount allocated for furniture replacement in the CIP and budget for both the 2026 and 2027 fiscal years combined.