



02/23/2024
Tiffany Long
Senior Interior Designer
JH&H Architects
1047 North Flowood Dr
Flowood, Mississippi 39232

Dear Tiffany:

Thank you for your request about information concerning Sauder Manufacturing Company's items on State Contract. As you and I discussed, Sauder Manufacturing Company does have some items on State Contract, but the branch that includes Sauder Courtroom Furniture includes items that are custom built. Sauder pew benches, Sauder Unity chairs (individual pew-style seats), and Sauder jury seating are all designed to be custom fit to each specific courtroom. In addition, Sauder is the only manufacturer that provides each of these products as a single manufacturer. Also, each of these items includes proprietary construction that is specific to only Sauder which are unable to be produced or provided by other manufacturers. Finally, each of these Sauder products also has a market-exclusive oven-cured 2K polyurethane finish. Sauder is the only manufacturer of these products that provides that type of finish. This means that Sauder products are the only products that are not damaged by hand sanitizers and other similar chemicals. Further, because Sauder is the only manufacturer that provides each of these products, this means that the wood features of each of these products would only age at the same rate if they are each ordered from Sauder.

Please let me know if you would like more information about each individual product.

Sincerely,

Toby McCracken
Sales Consultant

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