

Agenda Item Details

Meeting	Jan 13, 2020 - Regular Meeting
Category	8. Consent Agenda
Subject	8.20 Tag-On Bid: ITB 20-480-077 Digital Catalog Discounts, presented by Vince Windham, Program Director, Purchasing, and recommended by the Superintendent for approval.
Access	Public
Type	Action (Consent)
Fiscal Impact	Yes
Budgeted	Yes
Budget Source	Funds will vary
Recommended Action	Motion to approve tagging on to ITB 20-480-077 Digital Catalog Discounts through School Board of Pinellas County, FL, effective through December 31, 2024.

Public Content

Request approval to tag on to ITB 20-480-077 Digital Catalog Discounts through School Board of Pinellas County, FL. The contract was awarded to multiple vendors and will be used on an as needed basis. Funding with vary. The contract is effective through December 31, 2024. A copy of the award document is attached.

For additional information, please contact Vince Windham, Program Director, Purchasing at (850) 833-7668.

[TAG-ON BID 20-480-077 CATALOG DISCOUNT BID.pdf \(535 KB\)](#)

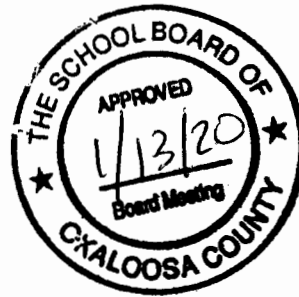
Administrative Content

Our adopted rules of Parliamentary Procedure, Robert's Rules, provide for a consent agenda listing several items for approval of the Board by a single motion. Documentation concerning these items have been provided to all Board members and the public in advance to assure an extensive and thorough review. Items may be removed from the consent agenda at the request of any board member.

Motion & Voting

Motion to approve the Consent Agenda as amended and all of the Consent Agenda items as recommended by the Superintendent.

Motion by Diane Kelley, second by Linda Evanchyk.
Final Resolution: Motion Carries
Yes: Tim Bryant, Linda Evanchyk, Diane Kelley



PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: December 10, 2019

Bid No: 20-480-077

Bid Title: Digital Catalog Discounts

Original Bid No: N/A

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- Lowest Responsive Bid Request for Proposal Reject Bids Piggy-Back Bid per 6A-1.012 (6) Sale of Property
- Revised Award * Highest Point Score Re-Award (partial/whole) * State Contract per 6A-1.012 (5)
- Renewal of Contract Contract/Bid Termination * Contract Extension * Term: _____ Co-Op Bid
- Professional Services/Copyrighted Materials per 6A1.012 (11)* Direct Negotiation per 6A-1.012 (14) Emergency Ratification *

Contract Period: 01/01/20 thru 12/31/24 N/A - One Time Purchase

Contract Value: \$ N/A

Contract Type: Estimated Dollar Amount Firm, Fixed Dollar Amount Firm, Fixed Unit Prices Firm, Fixed Fees or Discounts

Renewal Options:

No. of Terms Remaining	<input type="checkbox"/> Length of Each Term 6-months	<input type="checkbox"/> Length of Each Term - year	<input checked="" type="checkbox"/> None
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*** Rationale/Reason**

Establish fixed discounts off digital catalog prices from awarded vendors web based catalogs to facilitate small denomination purchases (<\$10,000.00) and to establish and document each vendor's freight terms for the five year term of contract. Purchases will be made utilizing District purchase orders, District pCards, or utilizing school internal funds.

Reason for Submittal to Board Under Separate Cover:

Bidders Solicited: 270 Bids Received: 55 Late Bids: 0 Rejected Bids: 2 N/A - Bids Not Required

Submitted By: Linda M. Balcombe, CPPO, CPPB **For:** County Wide
Title: Director, Purchasing Department

Requested By: Linda M. Balcombe, CPPO, CPPB **Buyer:** Nancy Gaesser
Title: Director, Purchasing Department

Recommended award by vendor as follows: (see attached)

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
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4imprint, Inc.	10%	PIN19	Minimum quantity applies & varies per item	Shay Freund Govt. team for quotes	(877) 446-7746 x5523	(866) 963-9311
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Email Address:	govrequests@4imprint.com
Digital Catalog Web Address:	www.4imprint.com
TERMS Vendor No.	V-18335
Discount Exceptions:	Does not apply to set-up, run charges, PMS color match, color changes or pre-proof
General Freight Terms:	Prepaid & Added to Invoice
Exceptions to General Freight Terms:	Drop ship and rush charges may apply
Other Exceptions:	None
Product Field Catalog Represents:	General Line/Office & Classroom Promotional Products and Apparel

AKJ Wholesale, LLC dba AKJ Education	30%	N/A	\$7.50	Jeremy Brickey	(800)922-6066 x103	(888) 770-2338
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Email Address:	jereny@akjeducation.com
Digital Catalog Web Address:	www.akjeducation.com
TERMS Vendor No.	V-16876
Discount Exceptions:	Some hands-on materials, non-standard items, web-based subscriptions and some Professional Development titles from select publishers
General Freight Terms:	Prepaid & Added to Invoice. Add 10% to each order.
Exceptions to General Freight Terms:	Competitive Bids and large volume order (\$10K and above) are subject to lower shipping costs or free shipping.
Other Exceptions:	None
Product Field Catalog Represents:	General Line/Office & Classroom Audio Visual Supplies & Equipment Technology Supplies & Equipment Science Supplies & Equipment

B & H Foto & Electronics Corp.	.2-25%	827 786 390	N/A	Yaakov Boim	(212)-239-7500 x7745	(212) 239-7509
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Email Address:	florida@bhphoto.com
Digital Catalog Web Address:	www.bhphoto.com
TERMS Vendor No.	V-05204
Discount Exceptions:	Manufacture's unilateral prices will be 0% off
General Freight Terms:	Free, Prepaid & Included
Exceptions to General Freight Terms:	Products weighing more than 70 lbs. or requiring truck delivery will be charged reasonable shipping.
Other Exceptions:	None
Product Field Catalog Represents:	Audio Visual Supplies & Equipment Technology Supplies & Equipment

BSN Sports, Passon's Sports, & US Games	15%	3080757-19	\$50.00	Lyn Weiss	(877) 888-0747	(800) 523-5112
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Email Address:	lweiss@bsnsports.com
Digital Catalog Web Address:	www.bsnsports.com/ www.usgames.com
TERMS Vendor No.	V-33653
Discount Exceptions:	Discount cannot be applied to an item with a bid price.
General Freight Terms:	Free, Prepaid & Included
Exceptions to General Freight Terms:	Inside Delivery charges for all Truck Shipments will be 17% of the order amount. Non-standard shipping and handling will require additional charges.
Other Exceptions:	Installation/assembly is not included but may be available for an additional charge. Call to discuss.
Product Field Catalog Represents:	PE, Playground, Sports, & Athletics

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
BATCO	5%	N/A	N/A	Arnald Swift	(800) 462-2826	(877) 336-6691
Email Address		batcocage@gmail.com				
Digital Catalog Web Address:		www.bat-co.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Prepaid and Added to Invoice, We bill actual amount.				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports, & Athletics				
Bio Corporation	5%	20-480-077	N/A	Brianna DiMartino	(800) 222-9094	(800) 332-9094
Email Address		info@biologyproducts.com				
Digital Catalog Web Address:		www.biologyproducts.com				
TERMS Vendor No.		V-11527				
Discount Exceptions:		No Pail Packing, No Live products				
General Freight Terms:		Free, Prepaid & Included, \$250.00 minimum				
Exceptions to General Freight Terms:		Free Shipping orders \$250 or more				
Other Exceptions:		None				
Product Field Catalog Represents:		Science Supplies & Equipment				
Blick Art Materials	0-20%	QD20000	N/A	Tamby Peterson	(800) 704-7744	(800) 621-8293
Email Address		contracts@dickblick.com				
Digital Catalog Web Address:		www.dickblick.com				
TERMS Vendor No.		V-32867				
Discount Exceptions:		Online orders receive "best way" pricing- 20% off applicable items or the current online sales price.				
General Freight Terms:		Free, Prepaid & Included, \$49.00 minimum				
Exceptions to General Freight Terms:		Oversized, heavy or drop-ship items are excluded from free freight.				
Other Exceptions:		Some equipment and/or factory direct items are excluded.				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment				
CDW Government LLC	5-40%	N/A	N/A	Matt Antonucci	(877) 663-8569	(847) 990-8117
Email Address		mattant@cdwg.com				
Digital Catalog Web Address:		www.cdwg.com/PCSB				
TERMS Vendor No.		V-13489				
Discount Exceptions:		5% discount off CDW advertised Video/Audio Catalog 18% discount off CDW advertised Collaboration Catalog, excluding Apple products 18% discount off CDW advertised Accessories Catalog, excluding Apple products 40% discount off MSRP for Promethean products Catalog				
General Freight Terms:		Free, Prepaid & Included, ground shipping				
Exceptions to General Freight Terms:		Customer is responsible for costs outside of ground shipping.				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Coughlan Companies LLC, dba Capstone	25%	N/A	N/A	David & Julie Cole	(866) 235-4480 (800) 747-4992	(813) 425-9175
Email Address		thecoles@frep.com				
Digital Catalog Web Address:		www.capstonepub.com; www.pebblego.com, www.mycapstonelibrary.com				
TERMS Vendor No.		V-35949				
Discount Exceptions:		Volume Discounts for multi-site and /or multi-year subscriptions may be available via quote.				
General Freight Terms:		Free, Prepaid and Included				
Exceptions to General Freight Terms:		Shipping free on all digital products.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				
Children's Plus, Inc.	0-30%	N/A	N/A	John G. Walsh	(800) 230-1279	(800) 896-7212
Email Address		bids@childrensplusinc.com				
Digital Catalog Web Address:		www.childrensplusinc.com				
TERMS Vendor No.		V-17866				
Discount Exceptions:		Discount up to 30% off publisher's list price reflected in web catalog.				
General Freight Terms:		Free, Prepaid and Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				
Cascade School Supplies	35%	N/A	N/A	Todd E. Safer	(800) 628-5078	(866)) 298-6578
Email Address		todd@cascadeschoolsupplies.com				
Digital Catalog Web Address:		www.cascadeschoolsupplies.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid and Included, \$50.00 minimum				
Exceptions to General Freight Terms:		\$9.95 shipping under \$50.00, 15% shipping on furniture and drop-ship items.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supplies & Equipment				
Coast to Coast Computer Products	35-60%	N/A	N/A	Rachel Feller	(800) 223-8890 x146	(866) 633-9693
Email Address		rfeller@coastcoast.com				
Digital Catalog Web Address:		www.coastcoast.com www.https://www.coastcoast.com/solutions/techport				
TERMS Vendor No.		V-35960				
Discount Exceptions:		Call for quote and best pricing.				
General Freight Terms:		Free, Prepaid and Included				
Exceptions to General Freight Terms:		70 lbs. or heavier requires freight quote, reasonable cost.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Technology Supplies & Equipment				

Bid Title: Catalog Discounts

Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Delaney Educational Enterprises	0-30%	N/A	N/A	Dominic Garza	(800) 788-5557	(800) 660-2199
Email Address		bids@deebooks.com				
Digital Catalog Web Address:		www.deebooks.com				
TERMS Vendor No.		V-17508				
Discount Exceptions:		Discounts up to 30% off publisher's list price reflected in web catalog				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/ Office & Classroom				
Demco, Inc.	5-15%	C91001	\$75.00	Kristopher L. Snow	(888) 211-3072	(888) 320-0288
Email Address		contracts@demco.com				
Digital Catalog Web Address:		www.demco.com				
TERMS Vendor No.		V-00629				
Discount Exceptions:		15% Discount Supplies 5% Discount Learning Materials 5% Discount Furniture & Equipment Exclusion list includes Security products, Demco Software products, littleBits™ products, Demco exclusive products including but not limited to: Dr. Seuss, Peter the Cat, Eric Carle and Mo Willems				
General Freight Terms:		Free, Prepaid & Included, \$75.00 minimum order				
Exceptions to General Freight Terms:		Express shipping not included. Shipping & Processing will be pre-paid and added to all drop ship orders such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.				
Other Exceptions:		Accessorial shipping services available at additional cost, if needed or requested. Inside delivery \$40.00, Lift-gate truck \$70.00, Call Ahead \$10.00				
Product Field Catalog Represents:		General Line/Office & Classroom				
Diskovery Educational Systems	1%	N/A	N/A	Daniel Wechsler	(800) 331-5489	(561) 683-8416
Email Address		dan@diskovery.com				
Digital Catalog Web Address:		www.diskovery.com				
TERMS Vendor No.		V-00649				
Discount Exceptions:		Discounts do not apply to special order items, sale items, promotions, closeouts, items under bid, already discounted items, items where manufacturer does not permit discounting.				
General Freight Terms:		Free, Prepaid & Included, \$600.00 minimum order. Under \$600.00 - \$15.00 fee				
Exceptions to General Freight Terms:		Additional service charges for special handling/requirements as requested. Prepaid and added: inside delivery and installation are extra.				
Other Exceptions:		Additional charges may apply for bulk and/or items over 50 lbs.				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Dream Ranch Office Supplies	10%	N/A	50.00	Sheri deWet	(940) 591-6565	(940) 591-6544
Email Address		sheri@dreamranchtx.com				
Digital Catalog Web Address:		www.dreamranchofficesupplies.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid and Included, \$50.00 minimum order				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Technology Supplies & Equipment General Line/MRO Supplies Art Supplies & Equipment				
Fisher Scientific Company LLC	33%	#650950-001	N/A	Kennedy Arundel	(800) 955-1177	(800) 955-0740
Email Address		FSE.bids@thermofisher.com				
Digital Catalog Web Address:		www.fisheredu.com				
TERMS Vendor No.		V-03244				
Discount Exceptions:		Discount off Fisher Science Education General Catalog only. Discount excludes non-catalog, special order, sale/clearance items and items that end with "ND"				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		Free shipping with no minimum purchase and \$10.00 hazardous fees. Excludes shipping to AK, HI, and Puerto Rico. Also excluded are live materials, motor freight and expedited shipping.				
Other Exceptions:		None				
Product Field Catalog Represents:		Science Supplies & Equipment				
Follett Schools Solutions, Inc.	0%	N/A	N/A	Erling Smedvig	(877) 899-8550 x46241	(800) 852-5458
Email Address		esmedvig@follett.com				
Digital Catalog Web Address:		www.titlewave.com www.FollettLearning.com				
TERMS Vendor No.		V-32194				
Discount Exceptions:		Online catalog prices reflect discounts off publisher list price up tot 45% for trade, paperback FollettBound books & eBooks up to 30% for library binding, up to 40% for general reference and up to 75% for pre-owned textbooks				
General Freight Terms:		Prepaid & Added to Invoice, add 10% to each order				
Exceptions to General Freight Terms:		Follett School Solutions, Inc. offers free shipping on all orders other than Letters Alive (\$99.00 charge), Textbooks (10% of total), Hardware or Barcode orders (standard shipping).				
Other Exceptions:		None				
Product Field Catalog Represents:		Pre owned Textbooks and Workbooks				

Bid Title: Catalog Discounts

Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Geyer Instructional Products	5%	20-480-077	N/A	Robert Babcock	(513) 527-2462	(513) 527-2399
Email Address		sales@geyerinstructional.com				
Digital Catalog Web Address:		www.fgeyerinstructional.com				
TERMS Vendor No.		V-00957				
Discount Exceptions:		Wonder Workshop Robotics				
General Freight Terms:		Prepaid & Added to Invoice				
Exceptions to General Freight Terms:		Under \$29.00- \$8.95 \$29.01 to \$59.00- \$12.95 \$59.01 to \$119.00- \$17.95 \$119.01 to \$199- \$20.95 \$200.00 and over- 10%				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment Science Supplies & Equipment				
Gilman Gear	5%	2019-0163	N/A	Nadine Parker Alicia Algiers	(860) 899-7334	(860) 823-1859
Email Address		sales@gilmangear.com				
Digital Catalog Web Address:		www.gilmangear.com				
TERMS Vendor No.		V-08260				
Discount Exceptions:		None				
General Freight Terms:		Prepaid and Added to Invoice				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports, & Athletics				
Global Equipment Company	10%	N/A	Varies	Bruno Pasquali	(678) 969-6731	
Email Address		bpasquali@globalindustrial.com				
Digital Catalog Web Address:		www.globalindustrial.com				
TERMS Vendor No.		V-34713				
Discount Exceptions:		Global Industrial does not use manufacturer's list price but offers a discount off already reduced pricing. Products reduced for inventory reduction or promotional purposes or custom products are not discount eligible.				
General Freight Terms:		Prepaid & Added to Invoice, actual amount billed				
Exceptions to General Freight Terms:		Additional fees may be incurred for special services, such as liftgate, white glove service, advanced notification, hazardous materials etc.				
Other Exceptions:		Contact Account Manager to establish access to dedicated account				
Product Field Catalog Represents:		General Line/Office & Classroom Audio visual Supplies & Equipment Health and Medical Supplies Technology Supplies & Equipment General Line/MRO Supplies Art Supplies & Equipment PE, Playground, Sports, & Athletics Science Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
The Goodheart-Wilcox Company, Inc.	25%	N/A	N/A	G-W Customer Service	(800) 323-0440	(888) 409-3900
	Email Address	custserv@g-w.com	N/A	Jordan Stolp	(855) 500-2749	(800) 451-4855
Digital Catalog Web Address:		www.g-w.com				
TERMS Vendor No.		V-00973				
Discount Exceptions:		25% off list (retail) pricing in current G-W catalogs and e-commerce site				
General Freight Terms:		Prepaid & Added to Invoice, add 8% to each order				
Exceptions to General Freight Terms:		Shipping charges are approximate, based on weight				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				
GovConnection, Inc.	3%	N/A	N/A	Scott Little	(800) 986-2259	(603) 683-0427
Email Address		scott.little@govconnection.com				
Digital Catalog Web Address:		www.connection.com/ps				
TERMS Vendor No.		V-18498				
Discount Exceptions:		GovConnection will not accept an order for any item discounted below our cost				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		No charge for shipping on all orders over \$50.00. May be a \$5.00 Handling Fee added to orders under \$50.00. Additional charges for Heavyweight, Second Day, Overnight or other expedited orders.				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment				
hand2mind, Inc	15%	SBPC #20-480-077	N/A	Customer Service	(800) 445-5985	(800) 382-9326
Email Address		info@hand2mind.com quotes@hand2mind.com orders@hand2mind.com bids@hand2mind.com				
Digital Catalog Web Address:		www.hand2mind.com				
TERMS Vendor No.		V-15824				
Discount Exceptions:		Profession Development, hand2mind Custom and Publisher-Aligned Kits and Great Minds Eureka kits are excluded from discount along with special promotions, sales items, quotes, brochure and bid prices (prefixed by BD)				
General Freight Terms:		Free, Prepaid & included for orders over \$99.00				
Exceptions to General Freight Terms:		Expedited orders are excluded from free shipping				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Science Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Howard Technology Solutions, a division of Howard Industries, Inc.	2-21%	N/A	N/A	Brittany Burden	(772) 291-3004	(601) 399-5077
Email Address		bburden@howard.com				
Digital Catalog Web Address:		www.howardcomputers.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Prepaid & Added to Invoice				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Technology, supplies & Equipment Science Supplies & Equipment				
IXL Learning, Inc.	0-18%	N/A	150 student licenses min.	Courtney Brock	(984) 229-9420	(650) 372-4301
Email Address		courtneyb@ixl.com				
Digital Catalog Web Address:		https://blog.ixl.com/wp-content/uploads/2019/10/Pinellas-County-Schools-Pricing.pdf				
TERMS Vendor No.		V-29781				
Discount Exceptions:		IXL Learning provides volume and multi-subject discounts for our annual subscriptions. These discounts are reflected in the attached Pricing Sheet for PCS.				
General Freight Terms:		N/a – IXL is a web-based platform				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				
International Promotional Ideas, Inc.	20%	N/A	N/A	Jack Rosenfeld	(847) 439-6700	(847) 439-4302
Email Address		intl.ideas@sbcglobal.net				
Digital Catalog Web Address:		www.intlideas.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		Coffee mugs, Tumblers, Drinkware				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Health and Medical Supplies Technology Supplies & Equipment				
John R. Green Co.	15%	Promo 738	N/A	Rod Stanford	727 937-3772	(800) 252-3811
Email Address		rodstanford@johnrgreenco.com				
Digital Catalog Web Address:		http://kurtz.hessprintsolutions.com/2020JRG catalog				
TERMS Vendor No.		V-34910				
Discount Exceptions:		Valid on pages 637-834 only and Catalog pages 2-636				
General Freight Terms:		Prepaid & Added to Invoice				
Exceptions to General Freight Terms:		Orders over \$500.00 request special quote. Inside delivery & liftgate are additional.				
Other Exceptions:						
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supplies & Equipment PE, Playground, Sports, & Athletics				

K-Log, Inc.	5%	Q19-192373	100.00	Sales Dept.	(800) 872-6611	847) 872-3728
Email Address	info@k-log.com					
Digital Catalog Web Address:	www.k-log.com					
TERMS Vendor No.	V-05887					
Discount Exceptions:	None					
General Freight Terms:	Prepaid & Added to Invoice					
Exceptions to General Freight Terms:	Select manufacturers offer free freight on qualifying orders.					
Other Exceptions:	None					
Product Field Catalog Represents:	General Line/Office & Classroom					
Kaplan Early Learning Company	17%	C2136	N/A	Tina Stanbery	(800) 334-2014	(336) 712-2243
Email Address	bids@kaplanco.com					
Digital Catalog Web Address:	www.kaplanco.com					
TERMS Vendor No.	V-01246					
Discount Exceptions:	Offer not valid with any other sales offers, bids, quotes, coupons or discounts. Cannot be used toward purchase of gift certificates. Offer does not apply to outdoor playground structures, parts, surfacing or service. Also, does not apply to lofts, technology products, computers & accessories, curriculum, assessments and screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree, Gaggle Buggy, LEGO and laminators.					
General Freight Terms:	Free, Prepaid & Included					
Exceptions to General Freight Terms:	Excludes Next Day Air, 2 nd Day Air, and K-Truck delivery services					
Other Exceptions:	None					
Product Field Catalog Represents:	General Line/Office & Classroom					
Lakeshore Equipment Company dba Lakeshore Learning Materials	5%	#20-480-077	N/A	Luke Creamer	(800) 421-5354	(310) 537-7990
Email Address	biddept@lakeshorelearning.com					
Digital Catalog Web Address:	www.LakeshoreLearning.com					
TERMS Vendor No.	V-32010					
Discount Exceptions:	5% Discount - Early Childhood Catalog 5% Discount - Elementary Catalog 5% Discount - Flex-Space Furniture Catalog					
General Freight Terms:	Free, Prepaid & Included					
Exceptions to General Freight Terms:	Free shipping on all orders in the contiguous U.S.					
Other Exceptions:	Discount is not applicable to sale items					
Product Field Catalog Represents:	General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supplies & Equipment PE, Playground, Sports, & Athletics Science Supplies & Equipment					
McKesson Medical-Surgical Government Solutions LLC	35%	N/A	N/A	Christian Smithers	(813) 847-7509	(800) 944-6667
Email Address	Christian.Smithers@McKesson.com					
Digital Catalog Web Address:	McKesson SupplyManager					
TERMS Vendor No.	V-36952					
Discount Exceptions:	Discount off Government List Price (non-published) which is for commercial items. Discount does not apply to Controlled Substances					
General Freight Terms:	Free, Prepaid & Included					
Exceptions to General Freight Terms:	None					
Other Exceptions:	None					
Product Field Catalog Represents:	General Line/Office & Classroom Health and Medical Supplies General Line/MRO Supplies PE, Playground, Sports, & Athletics					

Bid Title: Catalog Discounts

Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Mentoring Minds, LP	0-29%	N/A	Varies	Shad A. Madsen	(800) 585-5258	(800) 838-8186
Email Address		bids@mentoringminds.com				
Digital Catalog Web Address:		www.mentoringminds.com				
TERMS Vendor No.		V-24339				
Discount Exceptions:		Some bulk pricing discounts available based on quantities purchased.				
General Freight Terms:		Prepaid & Added to Invoice, add 10% to each order				
Exceptions to General Freight Terms:		We honor FOB and shipping will be a separate line on invoice.				
Other Exceptions:		Bid is based on current catalog pricing. Catalogs are published annually, and new products could be added, prices increased.				
Product Field Catalog Represents:		General Line/Office & Classroom Science Supplies & Equipment				
MeTEOR Education, LLC	19%	N/A	N/A	Heather Waller	(800) 699-7516 (352) 727-2640	(877) 373-0622
Email Address		hwaller@meteoreducation.com				
Digital Catalog Web Address:		http://catalog.meteoreducation.com/publication				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Prepaid & Added to Invoice, will bill actual amount				
Exceptions to General Freight Terms:		Freight and install are not included in discount				
Other Exceptions:		Quotes will be provided upon request				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment PE, Playground, Sports, & Athletics Science Supplies & Equipment				
Midwest Technology Products	5%	11161 DISC	\$150.00	Sarah Cruz	(800) 831-5904	(800) 285-7054
Email Address		scruz@midwesttechnology.com				
Digital Catalog Web Address:		www.midwesttechnology.com/2020-catalog/				
TERMS Vendor No.		V-08169				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid & Included with \$150.00 minimum				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Technology Supplies & Equipment General Line/MRO Supplies Science Supplies & Equipment				
Moving Minds –a division of Prophet Corp.	10%	20-480-077	N/A	Jordan Stolp	(855) 500-2749	(800) 451-4855
Email Address		jordanstolp@gophersport.com				
Digital Catalog Web Address:		www.moving-minds.com				
TERMS Vendor No.		V-35937				
Discount Exceptions:		Discount does not apply to Exclusive Moving Minds products				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		Free shipping does not apply to Truck-Ship items				
Other Exceptions:		Special delivery options and charges may apply				
Product Field Catalog Represents:		General Line/MRO Supplies				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Nasco Education LLC	10-20%	12376	N/A	Michelle Au	(800) 558-9595	(800) 372-1236
Email Address		quotes@enasco.com				
Digital Catalog Web Address:		www.enasco.com				
TERMS Vendor No.		V-33880				
Discount Exceptions:		20% off Art Education 15% off CTE 15% off Early Learning 15% off Elementary Education 15% off Math Education 15% of Science Education 15% off Special Education 15% off STEAM 10% off Agricultural Education 10% off Family & Consumer Sciences 10% off Health Education & Physical Education				
General Freight Terms:		Free, Prepaid & Included with \$99 minimum				
Exceptions to General Freight Terms:		Nasco pays ground shipping except for live materials or items with a truck logo. Truck shipments are dock delivery.				
Other Exceptions:		Ready or Not Tot, STEM 101 kits, Xenopus frogs, live materials, Alex mannequins or items with a "NZ" or "NA" prefix are not discounted.				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment Science Supplies & Equipment PE, Playground, Sports, & Athletics				
Paxton/Patterson LLC	10%	C761120	N/A	Bob Lerczak	(800) 323-8484	(708) 594-1907
Email Address		Bob@paxpat.com				
Digital Catalog Web Address:		www.sales.paxpat.com				
TERMS Vendor No.		V-11253				
Discount Exceptions:		Discount Exclusions: CareerPlus & CareerPlus2 modules, Paxton Action Lab modules, Growing Up Ready modules, Health Science Careers modules, ADMIN, STEM Train, Building Skills CTAs and SawStop products.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Shipping is free on orders over \$100.00. Orders under \$100.00, a \$10.00 shipping and handling charge will be added. Backordered items shipped free.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/MRO Supplies				
Perma-Bound Books	0%	N/A	N/A	Carol Foster	(800) 637-6581 x113	(800) 861-8143
Email Address		fosterc@perma-bound.com				
Digital Catalog Web Address:		www.perma-bound.com				
TERMS Vendor No.		V-01731				
Discount Exceptions:		Online catalog pre-discounted up to 45% on library and classroom instructional material. Audios, videos, CDs, DVDs, teaching aids not discounted.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Cost of any special shipping will be added to invoice.				
Other Exceptions:		See discount flyer for additional discounts available.				
Product Field Catalog Represents:		General Line/MRO Supplies				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Play with a Purpose- a division of Prophet Corp.	10%	20-480-077 Catalog Discount	N/A	Nicole Alberts	(855) 851-2639	(800) 451-4855
Email Address		nicolealberts@pwap.com				
Digital Catalog Web Address:		www.pwap.com				
TERMS Vendor No.		V-31241				
Discount Exceptions:		Discount does not apply to "Only From Play with a Purpose" items.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Free shipping does not apply to Truck-Ship items.				
Other Exceptions:		Special delivery options and charges may apply.				
Product Field Catalog Represents:		PE, Playground, Sports & Athletics				
Pyramid School Products	10%	20-480-077	95.00	Larry Miller	(800) 792-2644 x 240	(813) 621-7688
Email Address		biddept@pyramidsp.com				
Digital Catalog Web Address:		www.pyramidsp.com				
TERMS Vendor No.		V-01824				
Discount Exceptions:		None				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Shipping is free on orders over \$95.00.				
Other Exceptions:		All furniture and equipment is FOB factory.				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Health and Medical Supplies Technology Supplies & Equipment General Line/MRO Supplies Art Supplies & Equipment PE, Playground, Sports, & Athletics Science Supplies & Equipment				
Rainbow Book Company	0-30%	N/A	N/A	Michael Beechin	(800) 255-0965	(800) 827-5988
Email Address		sales@rainbowbookcompany.com				
Digital Catalog Web Address:		www.rainbowbookcompany.com				
TERMS Vendor No.		V-35329				
Discount Exceptions:		Discount up to 30% off publisher's list price reflected in web catalog.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Really Good Stuff, LLC	Volume disc.	20-480-077	N/A	Paul Meyer	(203) 880-6429	(203) 268-1796
Email Address		pmeyer@reallygoodstuff.com				
Digital Catalog Web Address:		www.reallygoodstuff.com				
TERMS Vendor No.		V-07454				
Discount Exceptions:		Contact for quote @877-867-1920				
General Freight Terms:		Prepaid & Added to Invoice. We bill a % of total order.				
Exceptions to General Freight Terms:		Additional shipping discounts may be offered for large volume orders.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment Science Supplies & Equipment				
Romeo Music	10%	N/A	N/A	Jody Underwood	(615) 500-1533	(615) 469-6055
Email Address		jody@romeomusic.net				
Digital Catalog Web Address:		www.romeomusic.net				
TERMS Vendor No.		V-30831				
Discount Exceptions:		None				
General Freight Terms:		Free Prepaid & Included, \$100 minimum				
Exceptions to General Freight Terms:		Furniture items and speakers over 40lbs. subject to \$1 per lb. freight charge. Call for questions.				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment Art Supplies & Equipment Musical Instruments/Supplies				
S & S Worldwide, Inc.	22%	20-480-077%	N/A	Amber Brown Customer Service	(800)-642-7354	(800) 432-2842
Email Address		bids@ssww.com				
Digital Catalog Web Address:		www.ssww.com				
TERMS Vendor No.		V-10727				
Discount Exceptions:		Discount off current list price. Not to be combined with sale prices, internet specials or quantity breaks.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		FOB/Dropship items are not eligible for free shipping.				
Other Exceptions:		Installation/assembly not provided.				
Product Field Catalog Represents:		General Line/Office & Classroom Health and Medical Supplies Art Supplies & Equipment PE, Playground, Sports, & Athletics Science Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
SSE & Associates	5%	N/A	N/A	Tracie A. Ward	(386) 428-8875	(386) 428-8767
Email Address		tward@sseteam.com				
Digital Catalog Web Address:		www.backboardsandgoals.com				
TERMS Vendor No.		V-21424				
Discount Exceptions:		Contact SSE for installation quote, if needed. Installation and uncrating of material is not included in the website pricing.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Contact SSE for installation quote, if needed.				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports, & Athletics				
Sargent Welch, a subsidiary of VWR International, LLC	33%	20-480-077	N/A	Mark Tringali Dominique Shimizu	(716) 515-6014 (407) 399-2401	(800) 635-8439 (800) 676-2540
Email Address		mark.tringail@vwr.com dominique.shimizu@vwr.com				
Digital Catalog Web Address:		www.sargentwelch.com				
TERMS Vendor No.		V-02400				
Discount Exceptions:		Items with a price ending in a "9" will not be eligible for discount, they will ship at list price. Clearance items are not eligible for noted discount.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Excludes expedited shipments, items shipped by motor freight and live & temperature sensitive materials.				
Other Exceptions:		Hazardous surcharge will be one flat fee of \$27.50 per order, per shipping location.				
Product Field Catalog Represents:		General Line/Office & Classroom Science Supplies & Equipment				
School Specialty	34%	7791108576	N/A	Jennifer Gilman	(352) 812-8308	(888) 388-6344
Email Address		jennifer.gilman@schoolspecialty.com				
Digital Catalog Web Address:		www.schoolspecialty.com				
TERMS Vendor No.		V-01987				
Discount Exceptions:		No discount on SSI, Delta, CPO, FOSS or Frey Scientific Exclusion Products with a prefix of "N" or "LN". Contact Jennifer Gilman for Premier custom planner pricing.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Non-Parcel Prefix "6" items require quoted freight. Orders containing Paper, Paint or Clay will require a separate shipping quote if >15 lbs.				
Other Exceptions:		Live specimens (prefix L) and hazardous materials (prefix H) may incur additional charges.				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supplies & Equipment PE, Playground, Sports & Athletics Science Supplies & Equipment				
Social Studies School Service dba Nystrom Education	10%	20-480-077	N/A	Christina Carroll	(800) 421-4246	(800) 944-5432
Email Address		tchristina@socialstudies.com				
Digital Catalog Web Address:		www.nystromeducation.com				
TERMS Vendor No.		V-02061				
Discount Exceptions:		Discount on Nystrom Education Elementary and MS/HS catalogs only				
General Freight Terms:		Prepaid and Added to Invoice, 12% added to each order				
Exceptions to General Freight Terms:		Two Day Air will be 15% of the total with a \$20 minimum shipping charge. Next Day Air will be 20% of the total with a \$25 minimum shipping charge.				
Other Exceptions:		Discount not applicable on www.socialstudies.com.				
Product Field Catalog Represents:		General Line/Office & Classroom				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Sportdecals Inc.	10%	101933770	\$0	Julia Hisler	(800) 435-6110	(800) 557-3322
Email Address		jhisler@sportdecals.com				
Digital Catalog Web Address:		www.sportdecals.com				
TERMS Vendor No.		V-33066				
Discount Exceptions:		None				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		\$350.00 minimum				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports, & Athletics				
STEM Supplies	0%	20-480-077	N/A	Jordan Stolp	(855) 500-2749	(800) 451-4855
Email Address		jordanstolp@gophersport.com				
Digital Catalog Web Address:		www.stem-supplies.com				
TERMS Vendor No.		V-36979				
Discount Exceptions:						
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Free shipping does not apply to Truck-Ship items.				
Other Exceptions:		Special Delivery options and charges may apply.				
Product Field Catalog Represents:		Science Supplies & Equipment				
Southern Computer Warehouse, Inc.	10-30%	N/A	N/A	Julia Stewart	(877) 468-6729 x 299	(770) 579-8937
Email Address		scwbids@scw.com				
Digital Catalog Web Address:		www.scw.com				
TERMS Vendor No.		V-31639				
Discount Exceptions:		None				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Lift-gate fee of \$45.00 and/or inside delivery fee of \$45.00 per delivery, if needed.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Technology Supplies & Equipment				
Toledo Physical Education Supply, Inc.	10%	20-480-077	N/A	Dennis Metzger	(800) 225-7749	(800) 489-6256
Email Address		dmetzger@tpesonline.com				
Digital Catalog Web Address:		www.tpesonline.com				
TERMS Vendor No.		V-02305				
Discount Exceptions:		Discount does not apply to closeout items. Call for quote.				
General Freight Terms:		Prepaid and Added to Invoice. Add 16% (\$10 min.) to orders under \$125. Free if over \$125.				
Exceptions to General Freight Terms:		Excludes items that start with OS- or FT-. Call for quote.				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports, & Athletics				

Bid Title: Catalog Discounts

Discounts Expire: December 31, 2024

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Troxell Communications, Inc.	Minimum of 1%	20-480-077	N/A Quantity discounts may be available	Lori Petersen	(800) 352-7913 x6605	(813) 653-2949
Email Address		lori.petersen@trox.com				
Digital Catalog Web Address:		www.trox.com/products.htm				
TERMS Vendor No.		V-05269				
Discount Exceptions:		Discounts by product. Contact Lori Petersen for quote.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Special handling will be prepaid. Orders over 50 pounds/large orders will be shipped PPD and added to the invoice at discount received by Troxell by carrier.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/ Office & Classroom Audio Visual Supplies & Equipment Technology Supplies & Equipment Art Supplies & Equipment PE Playground, Sports & Athletics Science Supplies & Equipment				
Ward's Science, subsidiary of VWR International, LLC	18%	20-480-077	0.00	Mark Tringali Dominique Shimizu	(716) 515-6014 (407) 399-2401	(800) 635-8439 (800) 676-2540
Email Address		mark.tringail@vwr.com dominique.shimizu@vwr.com				
Digital Catalog Web Address:		www.wardsci.com				
TERMS Vendor No.		V-31909				
Discount Exceptions:		Items with a price ending in a "9" will not be eligible for discount, they will ship at list price. Clearance items are not eligible for noted discount.				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		Excludes expedited shipments, items shipped by motor freight and live & temperature sensitive materials.				
Other Exceptions:		Hazardous surcharge will be one flat fee of \$27.50 per order, per shipping location.				
Product Field Catalog Represents:		General Line/Office & Classroom Science Supplies & Equipment				
Washington Music Center (Chuck Levin's)	5%	20-480-077	75.00	Mandy Fried	(301) 946-8808	(301) 946-0487
Email Address		bids@chucklevins.com				
Digital Catalog Web Address:		www.chucklevins.com				
TERMS Vendor No.		V-24330				
Discount Exceptions:						
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Musical Instruments/Supplies				
Zaner-Bloser, Inc.	0%	N/A	5.00	Leslie Shawver	(614) 487-2636	(614) 486-2699
Email Address		leslie.shawver@zaner-bloser.com				
Digital Catalog Web Address:		www.Zaner-Bloser.com				
TERMS Vendor No.		V-02487				
Discount Exceptions:		Catalog pricing is already discounted at 25% off retail				
General Freight Terms:		Prepaid and Added to Invoice, 9% of each order				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				

Note: ACP Direct and Arbor Scientific did not offer any discounts or favorable freight terms and therefore are not being recommended for award.