



Agenda Item Details

Meeting Feb 09, 2015 - Regular Meeting

Category 7. Consent Agenda

Subject 7.13 Tag-On Bid: 15-480-086 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 Varies-District Wide Bid

Recommended Action Motion to approve tagging on to bid #15-480-086 Digital Catalog Discounts through Pinellas County. Bid offers fixed discount off catalog pricing from multiple vendors' web based catalogs for District wide use.

Public Content

Request approval to tag on to bid #15-480-086 Digital Catalog Discounts through Pinellas County. Bid offers fixed discount off catalog pricing from multiple vendors' web based catalogs for District wide use.

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

[15-480-086 DIGITAL CATALOG DISCOUNTS-TAB.pdf \(245 KB\)](#)

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 Rodney Walker, second by Lamar White.

Final Resolution: Motion Carries

Yes: Dewey Destin, Cathy Thigpen, Melissa Thrush, Rodney Walker, Lamar White



PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: December 9, 2014

Bid No: 15-480-086

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 per FS 287.055
- Direct Negotiation per 6A-1.012 (14)
- Emergency Ratification *

Contract Period: 1/1/15 thru 12/31/19

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
------------------------	--	--	--

*** Rationale/Reason**

Establish fixed discounts off digital catalog prices from awarded vendors web based catalogs to facilitate small denomination purchases (<\$6,000.00) 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: 136 Bids Received: 44 Late Bids: 0 Rejected Bids: 1 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, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
AbleNet, Inc.	5%	N/A	N/A	Deb Hovseth	(651) 294-2200	(651) 294-2222
Email Address:		bids@ablenetinc.com				
Digital Catalog Web Address:		www.ablenetinc.com				
TERMS Vendor No.		V-00024				
Discount Exceptions:		None				
General Freight Terms:		Prepaid & Added to Invoice				
Exceptions to General Freight Terms:		Add % of total order, 10% on most items, contact for specific freight charges Focus on STEM Book Sets are \$75.00				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom General Line/MRO Supplies				
ACE Educational Supplies	15%	N/A	\$50.00	Vicki Szabo John Trujillo	(954) 680-1001 (954) 680-4068	(800) 865-5564
Email Address:		ACEbids@bellsouth.net; Bids/CS@ACEeducational.com				
Digital Catalog Web Address:		www.ACEeducational.com				
TERMS Vendor No.		V-00034				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		\$50.00 minimum, orders over \$50.00 from catalog or website receive free shipping and 15% discount (add 20% to items with shipping notations)				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supplies & Equipment PE, Playground, Sports & Athletics Science Supplies & Equipment				
Aluminum Athletic Equipment Co.	18%	141173	N/A	Tom Syron	(800)-523-5471	(610) 825-2378
Email Address		tom.syron@myaaeworld.com				
Digital Catalog Web Address:		www.myaaeworld.com				
TERMS Vendor No.		V-00095				
Discount Exceptions:		PV/HJ Crossbars, Vaulting Poles, Any special offers listed				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports & Athletics				
AVES Audio Visual Systems, Inc.	10-75%	15-480-086	\$50.00	Customer Service	(821) 295-1300	(821) 295-1310
Email Address		sales@avesav.com				
Digital Catalog Web Address:		www.avesav.com				
TERMS Vendor No.		V-15670				
Discount Exceptions:		Discounts vary by manufacturer, please contact customer service for exact price quote				
General Freight Terms:		Prepaid & Added to Invoice, exact amount is billed				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
B & H Photo & Electronics Corp	1%	507941350	\$50.00	Samuel Zinger	(800) 947-8003 x2639	(800) 743-0895
Email Address		samuelz@bhphoto.com				
Digital Catalog Web Address:		www.BandH.com				
TERMS Vendor No.		V-05204				
Discount Exceptions:		Discount represents an average of 21% off MSRP				
General Freight Terms:		Free, Prepaid and Included				
Exceptions to General Freight Terms:		\$50.00 minimum. Products weighing more than 70 lbs. or requiring truck delivery will be charged reasonable shipping				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Technology Supplies & Equipment Art Supplies & Equipment Science Supplies & Equipment				
Bio Corporation	5%	09-55	\$250.00	Megan Chavez	(320) 763-9094	(320) 763-3858
Email Address		biocorp@rea-alp.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				
BSN Sports, Passon's Sports and US Games	10%	3073154-14	\$50.00	Bill Rusnak	(800) 445-9446 x 12	(800) 523-5112
Email Address		wrusnak@bsnsports.com				
Digital Catalog Web Address:		www.bsnsports.com www.usgames.com				
TERMS Vendor No.		BSN V_00323, US Games - V02374				
Discount Exceptions:		10% Discount cannot be applied to an item with a bid price, some items are not eligible to receive discount, call for quote				
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				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports & Athletics				
Camcor, Inc.	3%	N/A	N/A	Sonny Bell	(800) 868-2462 x 358	(321) 239-3939
Email Address		sbell@camcor.com				
Digital Catalog Web Address:		www.camcor.com				
TERMS Vendor No.		V-21366				
Discount Exceptions:		Applicable to all catalog/website items, except where prohibited by manufacturer pricing restrictions				
General Freight Terms:		Free, Prepaid & Included, \$100.00 minimum				
Exceptions to General Freight Terms:		Free shipping on orders totaling \$100.00. Items too large to ship via UPS Ground will incur freight charges. Please call for a shipping quote in these instances.				
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, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Capstone	25%	N/A	N/A	David & Julie Cole	(813) 719-8589	(813) 425-9175
Email Address		thecoles@flrep.com				
Digital Catalog Web Address:		www.capstonepub.com; www.pebblego.com, www.mycapstonelibrary.com				
TERMS Vendor No.		V-05727				
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				
Capstone Classroom	0%	N/A	N/A	Susan Scholl	(727) 452-7347	(727) 360-7393
Email Address		susan@scholledfla.com				
Digital Catalog Web Address:		www.capstoneclassroom.com				
TERMS Vendor No.		V-30819				
Discount Exceptions:		Volume discounts and seasonal promotions are available via quote from local representative.				
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				
Capstone-myON Division	0%	N/A	N/A	David & Julie Cole	(813) 719-8589	(813) 425-9175
Email Address		thecoles@flrep.com				
Digital Catalog Web Address:		www.thefutureinreading.com				
TERMS Vendor No.		V-30691				
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				
Carolina Biological Supply Co.	5%	P-105551	N/A	Elizabeth Stanfield	(800) 334-5551 x6294	(336) 538-6330
Email Address		quotations@carolina.com				
Digital Catalog Web Address:		www.carolina.com				
TERMS Vendor No.		V-00367				
Discount Exceptions:		Furniture items and Distance Learning kits are excluded from discount offer				
General Freight Terms:		Prepaid and Added to Invoice				
Exceptions to General Freight Terms:		Orders of \$200 or more, prices will be freight prepaid except on living, perishable, hazardous chemicals, kits containing hazardous chemicals, drop ship items and preserved specimens.				
Other Exceptions:		None				
Product Field Catalog Represents:		Science Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Diskovery Educational Systems	1%	N/A	N/A	Daniel Webster	(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 other bids, already discounted items; items where manufacturer does not allow discounting . Discounts do not apply to freight and handling or installation charges, any items noted with "no other discounts apply"				
General Freight Terms:		Prepaid & Added to Invoice, bill actual amount				
Exceptions to General Freight Terms:		Additional service charges for any special handling/reqirments as requested. Prepaid and added; inside delivery and installation charges are extra.				
Other Exceptions:		None				
Product Field Catalog Represents:		Technology Supplies and Equipment				
Don Johnston Inc.	0%	N/A	N/A	Beth Garza	(847) 740-0749	(847) 740-7326
Email Address		bids@donjohnston.com				
Digital Catalog Web Address:		www.donjohnston.com				
TERMS Vendor No.		V-00666				
Discount Exceptions:		Volume Discounts may apply				
General Freight Terms:		Prepaid & Added to Invoice				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Technology Supplies and Equipment				
EDC Educational Services	20%	N/A	\$250.00	Erika Davis	(239) 218-3917	N/A
Email Address		usborneBookBuddy@gmail.com				
Digital Catalog Web Address:		www.UsborneBookbuddy.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		No discount applied on orders < \$250.00, cannot be combined with other discounts				
General Freight Terms:		Prepaid & Added to Invoice; add 8% to each order				
Exceptions to General Freight Terms:		Shipping within continental U.S. only				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supllies & Equipment Science Supplies & Equipment				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
eInstruction by Turning Technologies	10%	N/A	N/A	Laura Frenz	(330) 884-6034	(330) 884-6065
Email Address		lfrenz@turningtechnologies.com				
Digital Catalog Web Address:		TBD				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid and Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment				
ETA hand2mind	15%	PCPS 15-480-086	N/A	Carolyn Vanco	(800) 445-5985 x5177	(888) 333-9588
Email Address		cvanco@hnad2mind.com				
Digital Catalog Web Address:		www.hand2mind.com				
TERMS Vendor No.		V-15824				
Discount Exceptions:		Discount offered includes ETA hand2mind sole source items, these items contain a "P" in the 3 rd position of the item number; items that are not found in the catalog i.e. Professional Development, custom kits, and sale items are excluded from the discount.				
General Freight Terms:		Free, Prepaid & Included, \$0.00 minimum				
Exceptions to General Freight Terms:		UPS next day, second day and 3 day select are excluded from free shipping.				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Science Supplies & Equipment				
Follett Schools Solutions, Inc.	5%	15-480-086	N/A	Bonnie Balboa	(800) 621-4272 x4157	(800) 638-4424
Email Address		bbalboz@follett.com				
Digital Catalog Web Address:		www.fes.follett.com				
TERMS Vendor No.		V-32194				
Discount Exceptions:		5% off pre-owned Textbook only, discounts do not apply to HMH Textbooks				
General Freight Terms:		N/A				
Exceptions to General Freight Terms:		N/A				
Other Exceptions:		None				
Product Field Catalog Represents:		Pre owned Textbooks and Workbooks				
Follett Schools Solutions, Inc.	0%	15-480-086	N/A	Scott Higinbotham	(888) 511-5114 x3746	(800) 852-5458
Email Address		shiginbotham@follett.com				
Digital Catalog Web Address:		www.titlewave.com				
TERMS Vendor No.		V-32194				
Discount Exceptions:		0%, catalog is already discounted up to 45%				
General Freight Terms:		N/A				
Exceptions to General Freight Terms:		N/A				
Other Exceptions:		None				
Product Field Catalog Represents:		Library, classroom and instructional materials				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
--------	----------	------------------	------------------------------------	----------------	--------------	------------

Follett Schools Solutions, Inc.	0%	15-480-086	N/A	Scott Higinbotham	(888) 511-5114 x3746	(800) 852-5458
Email Address		shiginbotham@follett.com				
Digital Catalog Web Address:		www.follettearlylearning.com				
TERMS Vendor No.		V-32194				
Discount Exceptions:		0%, catalog is already discounted up to 45%				
General Freight Terms:		N/A				
Exceptions to General Freight Terms:		N/A				
Other Exceptions:		None				
Product Field Catalog Represents:		Early learning materials				

Frey Scientific, a division of Delta Education, LLC	32%	C-025243812-F	N/A	John Marinake	(727) 410-0390	(877) 295-7579
Email Address		john.marinake@schoolspecialty.com				
Digital Catalog Web Address:		www.freyscientific.com				
TERMS Vendor No.		V-03262				
Discount Exceptions:		No discount on SSI, Delta, CPO or Frey Exclusive products with a prefix of "N" or "LN". Digital Catalog items with a * means non discountable. Discount does not apply to any other School Specialty catalogs or flyers.				
General Freight Terms:		Free, Prepaid and Included				
Exceptions to General Freight Terms:		Free Shipping on all items except live specimens (prefix L) and hazardous materials (prefix H) Hazardous 1-3 items, \$25.00; 4 or more is \$75.00. Items shipped by truck min. \$75.00 or 12% of line value, all CPO and DSM incur 12% fee of line value.				
Other Exceptions:		None				
Product Field Catalog Represents:		Science Supplies & Equipment				

Garden State Medical Supply, LLC	17%	N/A	N/A	Avi Rabinowitz or Joshua Ross	(732) 348-0316 (732) 348-0312	(732) 348-0416
Email Address		arabinowitz@gsmedicalsupply.com				
Digital Catalog Web Address:		www.surgicalmedsource.com				
TERMS Vendor No.		V-TBD				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Health and Medical Supplies				

Gareth Stevens Publishing, LLLP	0%	N/A	N/A	Sheena Strickland	(800) 542-2595	(877) 542-2596
Email Address		customerservice@gspub.com				
Digital Catalog Web Address:		www.garethstevens.com; www.garethstevensclassroom.com				
TERMS Vendor No.		V-30690				
Discount Exceptions:		Catalog prices reflects a 15% discount off of list prices for paperbacks, 25% discount off of list price for all other products				
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, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
GovConnection, Inc.	3%	N/A	N/A	Sarah Manning	(800) 800-0019 x33685	(603) 683-1482
Email Address		smanning@govconnection.com				
Digital Catalog Web Address:		www.govconnection.com/pinellas				
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:		Does not include freight for an expedited order or requires special handling charges for hazardous materials such as laptop batteries. Additional charges for heavy shipments (over 500lbs.)				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment				
Green Group Enterprises LLC dba John R. Green Co.	25% 15%	Pinellas/JRG 2015	N/A	Rod Stanford	(727) 937-5587	(727) 937-5424
Email Address		RodStanford@JohnRGreenCo.com				
Digital Catalog Web Address:		www.JohnRGreen.com				
TERMS Vendor No.		V-30764				
Discount Exceptions:		25% Supplies (Black Item Numbers) 15% Furniture and Equipment (Red and Green Item Numbers)				
General Freight Terms:		Prepaid & Added to Invoice				
Exceptions to General Freight Terms:		Supplies: Black Item numbers free shipping Furniture & Equipment (Red and Green Item numbers) Add 15% Special Request Inside Delivery Add \$45.00 Special Request Lift Gate Delivery Add \$69.00				
Other Exceptions:		Playground Playsystems Request Special Quote. Orders over \$500.00 request special quote, Furniture and Equipment Installations Request Special Quote				
Product Field Catalog Represents:		General Line/Office & Classroom				
Lakeshore Learning Materials	5%	N/A	N/A	Mariela Benavides	(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:		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				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Moore Medical LLC	18%	N/A	N/A	Denise Rogers	(800) 234-1464 x5626	(877) 354-5916
Email Address		drogers@mooremedical.com				
Digital Catalog Web Address:		www.mooremedical.com				
TERMS Vendor No.		V-01528				
Discount Exceptions:		Discount not to be combined with any special sales or promotions. Please call for quotes on Epi-pens, glucocorticoids, biological, injectables, vaccines, furniture, equipment, STRYKER products and manikins.				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		Freight will be added to furniture and equipment shipped direct from the manufacturer (indicated with* online)				
Other Exceptions:		Vendor does not offer set up or installation				
Product Field Catalog Represents:		Health and Medical Supplies PE, Playground, Sports & Athletics Science Supplies & Equipment				
MSC Industrial Supply Co.	11%	N/A	N/A	Steve Rossow	(727) 422-4131	(727) 441-9214
Email Address		rossows@mscdirect.com				
Digital Catalog Web Address:		www.mscdirect.com				
TERMS Vendor No.		V-01537				
Discount Exceptions:		Machinery Please call for a quote				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/MRO Supplies				
Music In Motion	0%	N/A	N/A	Kristi Graham	(800) 445-0649	(866) 943-8906
Email Address		bids@musicmotion.com				
Digital Catalog Web Address:		www.musicmotion.com				
TERMS Vendor No.		V-04478				
Discount Exceptions:		None				
General Freight Terms:		Free, Prepaid & Included				
Exceptions to General Freight Terms:		None				
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, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Nienhuis Montessori USA, Inc.	10%	N/A	N/A	Sarah Kenison	(800) 942-8697 x113	(650) 964-8162
Email Address		s.kenison#@nienhuis-usa.com				
Digital Catalog Web Address:		www.nienhuis.com				
TERMS Vendor No.		V-17803				
Discount Exceptions:		None				
General Freight Terms:		Prepaid & Added to Invoice, add 14% to each order				
Exceptions to General Freight Terms:		Our minimum shipping is \$14.00, furniture may cost more to ship, please call for quote				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment PE, Playground, Sports and Athletics				
Paxton/Patterson LLC	10%	C746455	N/A	Bob Lerczak	(800) 323-8484	(708) 594-1907
Email Address		Bob@paxpat.com				
Digital Catalog Web Address:		www.sales.paxpat.com/online/2014catalog/index.html				
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 Herman Miller furniture				
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				
Pyramid School Products	10%	15-480-086 PINELLAS	N/A	Larry Miller	(800) 792-2644 x 240	(813) 621-7688
Email Address		larry@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. All furniture and equipment is FOB Factory.				
Other Exceptions:		None				
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, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Pyramid School Products	20%	15-480-086 PINELLAS	N/A	Kenny Miller	(800) 792-2644 x 225	(813) 621-7688
Email Address		bids@pyramidsp.com				
Digital Catalog Web Address:		www.califone.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 \$50.00.				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment				
Pyramid School Products	20%	15-480-086 PINELLAS	N/A	Kenny Miller	(800) 792-2644 x 225	(813) 621-7688
Email Address		bids@pyramidsp.com				
Digital Catalog Web Address:		www.pyramidsp.com. Click on the Champions catalog				
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 \$50.00.				
Other Exceptions:		None				
Product Field Catalog Represents:		PE, Playground, Sports & Athletics				
Really Good Stuff	0-25%	15-480-086	N/A	Tami-Lyn Morse	(800) 366-1920 x 270	(203) 268-8120
Email Address		tmorse@reallygoodstuff.com				
Digital Catalog Web Address:		www.reallygoodstuff.com				
TERMS Vendor No.		V-07545				
Discount Exceptions:		Volume discount over \$30.00				
General Freight Terms:		Prepaid and added to invoice				
Exceptions to General Freight Terms:		Orders to \$49.99, *8.95 shipping; orders \$50 to \$99.99, \$10.95; orders \$100.00 and over, 14% of order amount				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment Art Supplies & Equipment Science Supplies & Equipment				
The Rosen Publishing Group, Inc.	0%	N/A	N/A	Sheena Strickland	(800) 237-9932	(888) 436-4643
Email Address		bids@rosenpub.com				
Digital Catalog Web Address:		www.rosenpublishing.com; www.rosendigital.com; www.rosenclassroom.com				
TERMS Vendor No.		V-26135				
Discount Exceptions:		Catalog prices reflect a 15% discount off of list price for paperbacks; catalog prices reflect a 25% discount off of list price for all other products.				
General Freight Terms:		Free, prepaid and 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, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
S&S Worldwide, Inc.	18%	15-480-086%	N/A	Rachel Grotti	(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:		Cannot be combined with sale prices, offer codes, internet specials & quantity breaks.				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Items labeled F.O.B./drop ship in catalog will be charged shipping prepaid and added to invoice				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Art Supplies & Equipment PE, Playground, Sports & Athletics Science Supplies & Equipment				
Scantex Business Systems	4-42%	N/A	N/A	Per Kolmers	(800) 241-0348	(770) 452-7822
Email Address		pkolmers@ticalculators.com				
Digital Catalog Web Address:		www.ticalculators.com				
TERMS Vendor No.		V-06780				
Discount Exceptions:		All Texas Instrument products are discounted, other manufacturers are not				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Texas Instrument calculators for the classroom.				
Scholastic Library Publishing	35-40%	N/A	N/A	Kathy Brown Customer Service	(800)-621-1115 x6 (800) 621-1115 x4	(203) 797-3478 (866) 783-4361
Email Address		kbrown@scholasticlibrary.com				
Digital Catalog Web Address:		www.ssww.com				
TERMS Vendor No.		V-02946				
Discount Exceptions:		35% off list price (Reinforced Library Binding) 40% off list price (Trade Binding) 0% Online Databases/Resources				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom Audio Visual Supplies & Equipment				
School Kids Healthcare	21%	PCSB15-480-086	N/A	Brad Smith	(866) 558-0680 x7501	(800) 558-1551
Email Address		brads@schoolkidshealthcare.com				
Digital Catalog Web Address:		www.schoolkidshealthcare.com				
TERMS Vendor No.		V-26085				
Discount Exceptions:		Contact Brad Smith for pricing specifics on manikins				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		Freight charges will be added to furniture purchases				
Other Exceptions:		None				
Product Field Catalog Represents:		Health and Medical Supplies				

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
--------	----------	------------------	------------------------------------	----------------	--------------	------------

School Kids Healthcare	21%	PCSB15-480-086	N/A	Brad Smith	(866) 558-0680 x 7501	(800) 558-1551
------------------------	-----	----------------	-----	------------	-----------------------	----------------

Email Address	brads@schoolkidshealthcare.com
Digital Catalog Web Address:	www.schoolkidshealthcare.com
TERMS Vendor No.	V-26085
Discount Exceptions:	Contact Brad Smith for pricing specifics on manikins
General Freight Terms:	Free Prepaid & Included
Exceptions to General Freight Terms:	Freight charges will be added to furniture purchases
Other Exceptions:	None
Product Field Catalog Represents:	Health and Medical Supplies

School Specialty	30%	7777223485	N/A	Ed Moore	(239) 217-4419	(800) 675-1775
------------------	-----	------------	-----	----------	----------------	----------------

Email Address	ed@edspecialty.com
Digital Catalog Web Address:	www.schoolspecialty.com
TERMS Vendor No.	V-01987
Discount Exceptions:	Discount does not apply to any items that are noted NET price or have noted no other discounts apply.
General Freight Terms:	Free Prepaid & Included
Exceptions to General Freight Terms:	\$79.00 minimum charge or a 15% charge based off of net price after discounts apply for 6/8 prefixed items.
Other Exceptions:	None
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

SSE & Associates, Inc. dba Southeastern Surfaces & Equipment	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:	Installation and uncrating of material is not included in the website pricing, please contact SSE for quote on installation
General Freight Terms:	Prepaid and Added to Invoice, bill actual amount
Exceptions to General Freight Terms:	None
Other Exceptions:	None
Product Field Catalog Represents:	PE, Playground, Sports & Athletics

Bid Title: Catalog Discounts
Discounts Expire: December 31, 2019

VENDOR	Discount	Vendor Quote No.	Minimum Order to Receive Discounts	Contact Person	Phone Number	Fax Number
Schoolwide, Inc.	10%	N/A	N/A	Stephanie Klempner	(800) 261-9964 x 120	(866) 333-1130
Email Address		sklimpner@schoolwide.com				
Digital Catalog Web Address:		www.schoolwide.com/digital/sampler				
TERMS Vendor No.		V-21238				
Discount Exceptions:		No discounts on professional development; custom classroom library orders have a \$5000 minimum				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				
Super Duper Publications	1%	Z15480086	N/A	Marisa Chopp	(800) 277-8737	(800) 978-7379
Email Address		bids@superduperinc.com				
Digital Catalog Web Address:		www.superduperinc.com/ecatalog				
TERMS Vendor No.		V-02191				
Discount Exceptions:		Discounts up to 75% off select merchandise are offered periodically on website. A PO submitted via our website is eligible for any web promotion or special. Phone orders, faxed, emailed or mailed purchase orders will not qualify for web discounts. Web only offers cannot be combined or redeemed with any other promotions and/or discounts				
General Freight Terms:		Free, Prepaid and Included for orders over \$75.00				
Exceptions to General Freight Terms:		Orders under \$75.00 will have a \$7.50 shipping charge Expedited orders – actual cost of shipping				
Other Exceptions:		None				
Product Field Catalog Represents:		General Line/Office & Classroom				
Troxell Communications, Inc.	5-60%	N/A	N/A	Eric Blomquist	(813) 653-2690	(813) 653-2949
Email Address		eric.blomquist@trox.com				
Digital Catalog Web Address:		www.trox.com/products.htm				
TERMS Vendor No.		V-05269				
Discount Exceptions:		Discounts by product				
General Freight Terms:		Free Prepaid & Included				
Exceptions to General Freight Terms:		None				
Other Exceptions:		None				
Product Field Catalog Represents:		Audio Visual Supplies & Equipment Technology Supplies & Equipment				
Zaner-Bloser, Inc.	0%	N/A	5.00	Carolyn Davis	(614) 486-0221	(614) 487-2699
Email Address		carol.davis@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: Frog Publications, Inc, NewPath Learning, LLC and SmartSchool Systems did not offer any discounts or favorable freight terms and therefore are not being recommended for award.
Renaissance Learning was rejected, did not sign the required Invitation to Bid form.