

Art Supplies

Fixed Discount off of Catalog

Calendar Year 2023



Please refer to the attached sheets for any exceptions to the discounts listed here. Also, be sure to include the vendor Quote Number, if listed, on all purchase orders and on all correspondence to ensure the proper discount is applied.

Blick Art Materials, LLC	20%
Cascade School Supplies	35%
Demco, Inc.	14%
Kurtz Bros.	30%
Lakeshore Learning Materials	5%
Midwest Technology Products	5%
Nasco Education, LLC	20%
Office Basics	30% - 50%
S & S Worldwide	20%
School Specialty	32%
Your Office Connection	0-85%

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Blick Art Materials, LLC

Include Quote #: QD20001

Catalog: 1/1/2023

Materials for Art Education

Vendor Address: P.O. Box 1267
Galesburg, IL 61402

Telephone: 800-704-7744

Fax: 800-621-8293

Contact Person: Heather Havens

Email: h.havens@dickblick.com
regionEquotes@dickblick.com

Telephone: 800-704-7744

Add'l. Contact Person: Emily Weaver

Email: sales@dickblick.com
contracts@dickblick.com

Telephone: 800-704-7744

Company Website: www.dickblick.com

<i>Fixed Discount:</i>	20%
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<i>Catalog Supplements:</i>	N/A
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Sales / Discounted Catalogs: No discounts apply to sales catalogs

Exceptions:

- ***Drop shipped items are not eligible for discount or free shipping.
- ***Website prices are not discountable.
- ***Sale Catalogs are not discountable.

***See Additional 1 Page for Exceptions and Exclusions

BLICK[®] art materials

PO Box 1267 Galesburg IL 61402-1267
Orders 800-447-8192
Contracts 800-704-7744

DickBlick.com
Fax 800-621-8293

Catalog Discount Terms and Exclusions

Contract Reference: Art Supplies Fixed Discount Calendar Year 2023

Discount: 20%

Discount Code: QD20001

Contact: Heather Havens

Email: contracts@dickblick.com

Offer Terms

- Discount is applied to the "each" price as listed in Blick's annual *Materials for Art Education* annual catalog only. Item numbers begin with **B** in 2023. Letters will change annually between A, B, or C.
- **Free freight** See below for exclusions

Discount Exclusions

- **Sale catalogs**
- **Website prices at www.dickblick.com**
You will receive the **lower of the web price** at the time of order **or your catalog discount** by placing the discount reference code listed above in the discount code box in your shopping cart and using the School and Business checkout method. Note: web prices may fluctuate daily.
- **Quantity pricing**
You will receive the **lower of the quantity break, for the quantity ordered, or your discount** from the "EACH" price.
- **Drop-ship items**
Any item with the **letter F** in the catalog item # prefix or noted as **factory-direct** online.
- Cannot be used in conjunction with additional **coupons or other promotions**.

Free Freight Exclusions

- **Drop-ship items** (any item with the letter F in the catalog item # prefix or noted as **factory-direct** online)

To place an order

- Provide discount code on your order or in the promo field when ordering online
- Phone: **800-447-8192**
- Fax: **800-621-8293**
- Email: PurchaseOrders@dickblick.com
- Online: www.dickblick.com

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Cascade School Supplies

Include Quote #:

Catalog:

2023

Vendor Address: 1 Brown Street
North Adams, MA 01247

Telephone: 800-628-5078

Fax: 866-298-6578

Contact Person: Todd E. Shafer Email: todd@cascadeschoolsupplies.com

Telephone: 800-628-5078 Ext.16

Add'l. Contact Person: Arianne LeBlanc Email: arianne@cascadeschoolsupplies.com

Telephone: 800-628-5078 Ext 15

Company Website: www.cascadeschoolsupplies.com

<i>Fixed Discount:</i>	35%
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<i>Catalog Supplements:</i>	N/A
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Sales / Discounted Catalogs:

Exceptions: ***Furniture and Drop Ship Items are excluded from Discount
***\$10.95 shipping on orders under \$50.

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Demco, Inc.

Include Quote #: C11201

Catalog: www.demco.com

Vendor Address: 4810 Forest Run Rd.
Madison, WI 53704

Telephone: 866-558-9068

Fax: 888-320-0288

Contact Person: Kristopher L. Snow

Email: contracts@demco.com

Telephone: same

Add'l. Contact Person: Michael J. Wygocki

Email: MikeW@demco.com

Telephone: 866-558-9068

Company Website: www.demco.com

<i>Fixed Discount:</i>	14%
<i>Catalog Supplements:</i>	0%

Sales / Discounted Catalogs: No Discounts Apply to sales catalogs

*****Discounts listed above are for Supplies only. Learning Materials, Furniture & Equipment are offered at a 6% discount on www.demco.com**

Exceptions: *****Product Exclusions:** Contract discounts are not available for Security Products, Demco Software and Licensed Products (Dr. Seuss™, Eric Carle™, etc.)

*****\$75 Minimum order (after discount) is required for all contract terms to apply. Demco will pay regular FedEx ground service shipping costs on all stock orders over \$75 (after discount). Express parcel shipping is not included. Shipping & Processing will be prepaid and added to all orders that are Drop Shipped, such as Furniture and Equipment Items. Demco Inc. will furnish good faith estimates on all orders.**

*****See Additional 7 Pages for Exceptions and Exclusions**



Discount pricing agreement

**Delaware
County Schools
Joint Purchasing Board**

Delaware County Intermediate Unit
Fixed Discount Art Supplies, Office &
School Supplies, Audio Visual
Equipment & Supplies 2023

Catalog discount code #C11201

Your discount pricing agreement terms

Please enjoy these discounts for 2023 and use discount code **C11201** on all orders.

Your discounts are based on prices listed at demco.com and will remain the same throughout the terms of this agreement.

Discount	<ul style="list-style-type: none"> • \$75 minimum order (after discount) required for contract terms to apply • 14% on library, office and technology supplies (consumables) • 6% on learning materials • 6% on furniture and equipment under \$2,500* (non-consumable)
Shipping	<ul style="list-style-type: none"> • Demco will pay regular FedEx Ground Service shipping costs on all stock orders over \$75 (after discount). • Shipping & Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders. • Express parcel shipping is not included.
Exclusions	<ul style="list-style-type: none"> • Security products • Demco Software products • littleBits™ products • Demco exclusive products including but not limited to: Dr. Seuss™, Pete the Cat®, Eric Carle™, and Mo Willems
Expires	December 31 st , 2023

*For large quantity orders or purchases over \$2,000, please contact the Demco Inside Sales Team toll-free at 800.462.8709 or email quote@demco.com. You may be eligible for special bid pricing.

Discounts under this agreement cannot be used with bids, sale catalogs, or other promotions. If a sale price is lower than your discounted price, you will receive the best price.

Thank you for considering these terms. On behalf of Demco, I look forward to exceeding your expectations!

Kristopher L. Snow
Contracts Facilitator

Phone: 888.211.3072
Fax: 888.320.0288
Email: contracts@demco.com

How to place an order

Web: demco.com
Phone: 800.356.1200
Email: order@demco.com
Fax: 800.245.1329

Delivery

In-stock items arrive within 7–10 working days after receipt of order. Depending on vendor lead times, furniture and equipment may take 2–12 weeks to arrive.

Payment terms

Net 30 days

Remittance address

billing@demco.com
Demco
P.O. Box 88623
Milwaukee, WI 53288-8623

Mailing address

Demco
4810 Forest Run Rd
P.O. Box 7488
Madison, WI 53707-7488

Returns & warranties

You may return or exchange a qualifying item* within six months of your invoice date. **Furniture, special orders, custom products, and international orders cannot be returned or exchanged unless you receive them damaged or defective.** Engraved or imprinted items are not returnable.

*Not sure if an item qualifies for a return or exchange? A Demco Customer Service Representative can help you. Call 800.962.4463 or email custserv@demco.com.

Note: Terms and conditions may change at any time.

Delaware County Schools Joint Purchasing Board

RFP# Fixed Discount Percentage off catalog and/or Store discounts

DEMCO #C11201

- \$75.00 Minimum order after discounts for all terms to apply.
- Discounts will apply to list pricing found on www.demco.com. Prices are subject to change when economic conditions force us to pass along price increases. The awarded discounts will not change for the length of the contract.
- Demco will pay regular FedEx Ground Service shipping costs on all stock orders of \$75 after discount. Express parcel shipping is not included.
- Shipping and Processing will be prepaid and added to all drop ship orders, such as furniture and equipment. Demco provides good-faith shipping estimates on all orders.
- Accessorial shipping services are available upon request for LTL shipments.
 - Inside Delivery - \$40
 - Lift-gate truck - \$70
 - Call Ahead delivery - \$10
- Deliveries will be made 7-10 days after receipt of stock item orders and 2-12 weeks for items shipped directly from the manufacturer such as furniture and equipment. No walk-in locations are available.
- Contract discounts are not available for Security Products, Demco Software, littleBits™ products and Licensed Products (Dr. Seuss™, Eric Carle™, etc.). See the attached list of items excluded from discounts.

Return & Exchange Policy

Demco stands behind our products. If your members are not satisfied with an order, you may return or exchange a qualifying item* within 6 months of your invoice date. Furniture, special orders, custom products, and international orders cannot be returned or exchanged unless you receive them damaged or defective. Anything that has been engraved or imprinted is not returnable.

*Not sure if an item qualifies for a return or exchange? A Demco Customer Service representative can help you. Call 800.962.4463 or email custserv@demco.com

List of items excluded from discounts under this agreement

product (SKU) number	Product Description
12195570	Tattle Tape DCD-2 Security Strips CD/CD ROMs/DVDs 50/Pkg
12206860	Take Care Of Books Bookmarks 6-1/2"x2" 50 Ea/4 Des 200/Pkg
12206870	8 Great Ways For Book Care Bookmarks 6-1/2"Hx2"W 200/Pkg
12207640	Cat in the Hat Carpet 5'4"W x 3'10"D
12207650	Cat in the Hat Carpet 7'8"W x 5'4"D
12207660	Cat in the Hat Carpet 10'9"W x 7'8"D
12207670	Cat in the Hat Carpet 13'2"W x 10'9"D
12207680	Dr Seuss Characters Carpet 5'4"W x 3'10"D Oval
12207690	Dr Seuss Characters Carpet 7'8"W x 5'4"D Oval
12207700	Dr Seuss Characters Carpet 10'9"W x 7'8"D Oval
12207750	Cat In The Hat READ Bookmarks 6-1/2"H x 3"W 200/Pkg
12207760	Cat & Friends Bookmarks 6-1/2"H x 2"W 50 Ea 4 Designs
12208150	Cat In The Hat READ Poster 32"H x 24"W Coated
12213510	One Fish Two Fish Bookmarks 6-1/2x2 50Ea 4 Designs 200/Pkg
12228690	Cat In The Hat Recyclable Tote Bag 13"H x 12"W x 8"D
12232280	magbox Acrylic Display LgThick SizePeriodi10-1/8x11-5/8x7-3/4
12232300	mag box Acrylic Display For Newspapers 9-1/4"x13-5/8"x8"
12404050	RF Security Tags 9.5MHz 50x50 Date Due 2"Hx2"W 2000/RL
12404120	RF Date Due Detuning Tabs 1-1/2"H x 1"W 1,000/Roll
13000340	Dr. Seuss Cat in the Hat Reading Stickers 120/Pkg
13042250	Dewey (Cartoon) Poster Set 20"Hx10"W 12/Set
13101090	Dr. Seuss Cat In The Hat Read Every Day Bookmark 36/Pkg
13584100	magbox Acrylic Display ForMini Periodical 5-3/4 x6-1/2x7-1/2
13584400	magbox AcrylicDispStandardSize Periodical 8x9-3/8x7-3/4 2/Box
13601260	READ Cat In The Hat Drawstring Bag 17"H x 14"W x 3"D 25/Pkg
13601270	Reading Is My Thing Economy Bag 17"H x 14"W x 3"D 100/Pkg
13602530	Knows A Thing Or Two Reading Certificate 5-1/2x8-1/2 50/Pkg
13602540	Reading Is My Thing Reading Record 11"H x 8-1/2"W 25/Pkg
13603550	Books Are My Thing Die-cut Bkmk 5-3/4x2-1/4 200/Pkg 2 Des
13603570	Reading Is Our Thing Poster 23"H x 17"W
13603810	Reading Is Our Thing Progress Tracker
13603820	Reading Is Our Thing Character Pieces 100/Pkg
13603950	magbox Acrylic Slatwall Display 8" x 9-1/4" x 3" 2/Box
13635920	Dr Seuss Poem Bookmark 6"H x 2"W 200/Pkg
13635930	Dr Seuss Read On Bookmark 6"H x 2"W 200/Pkg
13635940	Dr Seuss Poem Poster 17" x 23"
13635950	Dr Seuss Keep Calm and Read On Poster 17" x 23"
13659820	Pete The Cat Carpet 5'4"W x 3'10"D Oval
13659830	Pete The Cat Carpet 7'8"W x 5'4"D Oval
13659840	Pete The Cat Carpet 10'9"W x 7'8"D Oval

13659850	Pete The Cat Carpet 13'2"W x 10'9"D Oval
13663130	Kwikboost Charging Locker
13666850	magbrowz Small Tray 3-1/2" x 14-1/2" x 12" 2/Box
13666860	magbrowz Large Tray 3-1/2" x 33" x 12" 2/Box
13666870	magbrowz Small Bin 5-3/4" x 13-1/4" x 12" 2/Box
13666880	magbrowz Large Bin 6-1/2" x 31-3/4" x 12" 2/Bx
13667950	Dr. Seuss Celebrate Bookmarks 2" x 6" 200/Pkg
13667980	Dr. Seuss Celebrate Poster 23"H x 17"W
13667990	Dr. Seuss Happy Birthday Bookmarks 2" x 6" 200/Pkg
13708590	I Heart The Cat in the Hat Bookmark 2" x 6" 200/Pkg
13708600	Dr. Seuss Color Block READ Bookmarks 2" x 6" 200/Pkg
13708680	I Heart The Cat in Hat Economy Bag 17"H x 14"W x 3"D 100/Pkg
13708770	Dr. Seuss Color Block READ Poster 12"H x 24"W
13726820	littleBits Steam Student Set
13749740	Dr. Seuss You Have Brains Poster 23"H x 17"W
13749750	Dr. Seuss You Have Brains Bkmark 2"x6" 1 Design 200/Pkg
13749760	Dr. Seuss One Fish Two Fish Poster 23"H x 17"W
13749770	Dr. Seuss One Fish Two Fish Bkmrk 2"x6" 1 Design 200/Pkg
13750960	Elephant and Piggie Carpet 5'4"W x 3'10"D Oval
13750970	Elephant and Piggie Carpet 7'8"W x 5'4"D Oval
13750980	Elephant and Piggie Carpet 10'9"W x 7'8"D Oval
13750990	Elephant and Piggie Carpet 13'2"W x 10'9"D Oval
13751000	Mo Willems Character Carpet 7'8"W x 5'4"D Rectangle
13751010	Mo Willems Character Carpet 10'9"W x 7'8"D Rectangle
13751020	Mo Willems Character Carpet 13'2"W x 10'9"D Rectangle
13751640	StickTogether Core Collection 4/Set
13756890	Freestanding Printed Foam Letter 6"H x 3"D Twine
13756900	Freestanding Printed Foam Letter 6"H x 3"D Wood
13756910	Freestanding Printed Foam Letter 6"H x 3"D Rust
13756920	Freestanding Printed Foam Letter 6"H x 3"D Metal
13756930	Freestanding Printed Foam Letter 8"H x 3"D Twine
13756940	Freestanding Printed Foam Letter 8"H x 3"D Wood
13756950	Freestanding Printed Foam Letter 8"H x 3"D Rust
13756960	Freestanding Printed Foam Letter 8"H x 3"D Metal
13756970	Freestanding Printed Foam Letter 12"H x 3"D Twine
13756980	Freestanding Printed Foam Letter 12"H x 3"D Wood
13756990	Freestanding Printed Foam Letter 12"H x 3"D Rust
13757000	Freestanding Printed Foam Letter 12"H x 3"D Metal
13757770	StickTogether Masterpiece Collection Set of 4
13762380	Cricut Explore Air 2 Mint Machine
13763300	StickTogether Seasonal Bundle
13791210	StickTogether Animal Collection 4/Set
13791220	StickTogether Creativity Collection 4/Set
13801780	Ozobot Evo Classroom Kit 12 Ozobot Evo w/Charging Case
13801790	Ozobot Evo Classroom Kit 18 Ozobot Evo w/Charging Case

13806360	Guardian R HEPA Air Scrubber
13806370	Guardian R Filter HEPA 18" x 18" x 2"
13806380	Guardian R Pre-Filter 18" x 18" x 1"
13806800	AeraMax Professional AM 3S PC Air Purifier w/PureView
13806810	AeraMax Professional AM 4 PC Air Purifier w/PureView
13806820	AeraMax Professional AM 4S PC Air Purifier w/PureView
13806830	AeraMax Professional AM Hepa Air Purifier Filter-2 pkg
13806840	AeraMax Professional AM Carbon AirPurifierFilter-4 pkg
13808580	Flex Farm Shipping Charge
13814670	Cricut Explore 3
13814680	Cricut Maker 3 Machine
13820190	Logitech G213 Prodigy Gaming KeyboardBxBL8-1/2x17-3/4x1-1/3
13825110	Demco Bookshelf Divider Custom Text-only
13825120	Demco Bookshelf Divider Custom Dewey Text-only
13826330	remoteLocker 100 v3 Central Tower Inc RFID, Black
13826340	remoteLocker 100 v3 Central Tower Inc RFID, White
13826350	remoteLocker 110 v3 10-Locker Tower, Black
13826360	remoteLocker 110 v3 10-Locker Tower Inc Controller, Black
13826370	remoteLocker 110 v3 10-Locker Tower, White
13826380	remoteLocker 110 v3 10-Locker Tower Inc Controller, White
13826390	remoteLocker 115 v3 15-Locker Tower, Black
13826400	remoteLocker 115 v3 15-Locker Tower Inc Controller, Black
13826410	remoteLocker 115 v3 15-Locker Tower, White
13826420	remoteLocker 115 v3 15-Locker Tower Inc Controller, White
13827130	Installation for remoteLocker 115 v3 15 Locker Tower w/Contr
13827140	Warranty for remoteLocker 100 v3 Central Tower Inc RFID
13827150	Warranty for remoteLocker 110 v3 10 Locker Tower
13827160	Warranty for remoteLocker 110 v3 10 Locker Tower w/ Cont
13827170	Warranty for remoteLocker 115 v3 15 Locker Tower
13827180	Warranty for remoteLocker 115 v3 15 Locker Tower w/Contr
13827190	Installation for remoteLocker 100 v3 Central Tower Inc RFID
13827200	Installation for remoteLocker 110 v3 10 Locker Tower
13827210	Installation for remoteLocker 110 v3 10 Locker Tower w/ Cont
13827220	Installation for remoteLocker 115 v3 15 Locker Tower
14600580	Spacing Guide for 10" Or 12"H Signage Letters
14600590	Spacing Guide 4", 6" Or 8"H Signage Letters
14913130	4" Gatorfoam Signage Letter 3-5"W x 1"D
14913140	6" Gatorfoam Signage Letter 5-7"W x 1"D
14913150	8" Gatorfoam Signage Letter 7-9"W x 1"D
14913160	10" Gatorfoam Signage Letter 9-11"W x 1"D
14913170	12" Gatorfoam Signage Letter 11-13"W x 1"D
14925920	Metal Mica Letters 4"H
14925930	Metal Mica Letters 6"H
14925940	Metal Mica Letters 8"H
14925950	Metal Mica Letters 10"H

14925960	Metal Mica Letters 12"H
14926040	Contour Frame Signholder 2-1/2"H x 10"W
14926060	Contour Frame Sign Holder 4"H x 4"W
14926070	Contour Frame Sign Holder 6"H x 6"W
14926080	Contour Frame Sign Holder 8"H x 8"W
14926090	Contour Frame Sign Holder 12"H x 12"W
14931670	12" Gatorfoam Punctuation
14931680	10" Gatorfoam Punctuation
14931690	8" Gatorfoam Punctuation
14931700	6" Gatorfoam Punctuation
14931710	4" Gatorfoam Punctuation
14944670	Changeable Sign Frame 11"H x 8-1/2"W
14944690	Changeable Sign Frame 6"H x 6"W
14944700	Changeable Sign Frame 4"H x 4"W
14946710	Contour Tabletop Sign Holder 4"H x 8"W
14946720	Contour Shelf Label Holder 3/4"H x 6"W (No Ends or Cover)
14955250	Free Standing Foam Letter 6"H x 2"D
14955260	Free Standing Foam Letter 8"H x 2" D
14955270	Free Standing Foam Letter 12"H x 2"D
14975010	1" Plastic Letters w/ Adhesive
14975040	2" Plastic Letters w/ Adhesive
14975060	4" Plastic Letters w/ Adhesive
14975080	6" Plastic Letters w/ Adhesive
14975180	4" Plastic Letter Black With Adhesive
15300980	Tattle-Tape B1 Security Strips Book Spines 100/Pkg
15300990	Tattle-Tape B2 Double-sided Sec Strip Paperback 100/Pkg
15317140	Application Mat For CD/DVD Strips
15352330	Tattle-Tape R2 Between-Page Security Strips 7,500/Roll
15352350	Tattle-Tape B1 Single-sided Security Strp Hardcover 1000/Bx
15352360	Tattle-Tape B2 Double-sided Security Strip PaperBk 1000/Bx
15352370	Tattle-Tape R2 Between-Page Security Strips 2,500/Roll
15352380	Tattle-Tape SB-3 Security Strips Audiocassettes 200/Pkg
15352430	Tattle-Tape EM DCD-2 CD / Sngle-sided DVD Overly 200/Box
15352490	Bibliotheca Tattle-Tape Desensitizer
15353060	Bayonets For Tattle Tape Security Strip Insertion 10/Pk
16201010	Book Repair Workshop Kit 5 Kits/Ctn
17114390	Bibliotheca Tattle-Tape Resensitizer
20473190	Contour Frame Sign Holder 4"H x 8" W
20573540	Contour Frame Sign Holder 11"H x 8-1/2"W

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Kurtz Bros.

Include Quote #:

Catalog: 2023

Vendor Address: 400 Reed St.
P.O. Box 392
Clearfield, PA 16830

Telephone: 800-252-3811

Fax: 814-765-8690

Contact Person: Jim Boate Email: jboate@kurtzbros.com

Telephone: 800-252-3811 xt. 2616

Add'l. Contact Person: Suzan Walker Email: swalker@kurtzbros.com

Telephone: 814-252-3811 xt. 2274

Company Website: www.kurtzbros.com

<i>Fixed Discount:</i>	30%	(pages 2 - 608) Free shipping on all orders over \$50.
<i>Catalog Supplements:</i>	NA	

Sales / Discounted Catalogs: NA

Exceptions: ***Learning Furniture & Equipment- Pages 609-796- 12% discount with actual Shipping charges added to your invoice.
***We request that Furniture & Equipment items be placed on separate purchase orders from general supplies.
For special quotes on large furniture & equipment purchases please contact our furniture department at 800-252-3811 ext. 7700.

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Lakeshore Learning Materials

Include Quote #: Per Account # 75645

Catalog:

Jan/Feb 2023

Vendor Address: 2695 E. Dominguez Street
Carson, CA 90895

Telephone: 800-421-5354

Fax: 310-537-7990

Contact Person: Johanna Lopez

Email:

biddept@lakeshorelearning.com

Telephone: 800-421-5354

Add'l. Contact Person: Gregory Demetrius

Email:

gdemetrius@lakeshorelearning.com

Telephone: 267-990-6511

Company Website: www.lakeshorelearning.com

<i>Fixed Discount:</i>	5%
<i>Catalog Supplements:</i>	5%

Sales / Discounted Catalogs: n/a

Exceptions: Discount is not applicable to sale items

*****See Additional 3 Pages for Information, Exceptions
and Exclusions**



December 13, 2022

Delaware County Schools Joint Purchasing Board
C/o Delaware County Intermediate Unit
Morton Education Service Center
Attn: Carol Grzybacz
200 Yale Avenue,
Morton, PA 19070

RE: Fixed Discount Percentage off Catalog and /or Store Discount for 2023

Dear Carol Grzybacz and Delaware County Schools Joint Purchasing Board Staff,

Thank you for providing Lakeshore Learning Materials the opportunity to respond to the Fixed Discount Percentage off Catalog and /or Store Discount for 2023. Lakeshore is dedicated to creating innovative educational materials and furniture that spark young imaginations, instill a sense of wonder and foster a lifelong love of learning. With materials, furniture and environments for infants, toddlers and students through the 8th grade, we help children reach developmental milestones and achieve education goals—while still having fun!

OFFER

Lakeshore is pleased to present the following offer to Delaware County Schools Joint Purchasing Board:

- 5% discount on all nonsale items from Lakeshore's catalogs, website (www.LakeshoreLearning.com) and retail stores.
- FREE shipping on all orders in the contiguous United States.

Please reference "Per Account #75645" on all purchase orders to receive these terms.

Lakeshore agrees to hold the discount offered in this submission throughout the lifetime of the contract. Catalogs and prices are subject to change during the calendar year, and in the event of significant factors outside our control, such as government-imposed tariffs or global pandemic; for current prices please visit www.LakeshoreLearning.com.

PRODUCT WARRANTY

We unconditionally guarantee every item. We stake our reputation on the quality of our products. If you are unhappy with any item for any reason, return it to us for a full refund or exchange.



- **Lifetime warranty** on premium-quality classroom furniture, tables and desks, chairs, and cots
- **10-year warranty** on Classroom Carpets
- **5-year warranty** on Write & Wipe Mobile Tables & Desks, Outdoor Furniture, trikes, and cribs
- All other items receive a full-year warranty (unless otherwise noted)

CUSTOMER SERVICE

We can't say it enough: Customer satisfaction is our number-one priority. As such, our multifaceted Customer Service representatives go out of their way to provide a peak experience for every customer.

Customer Service Center:

Address: Lakeshore Learning Materials - Customer Service Department
2695 E. Dominguez St., Carson, CA 90895
Phone: (800) 428-4414
Fax: (310) 537-4261
E-Mail: lakeshore@lakeshorelearning.com
Hours of Operation: Monday–Friday, 6:00 a.m.–6:00 p.m., PST

RETURNS OR EXCHANGES

Not only are our products distinguished by their quality, educational merit and safety—they're also backed by our ironclad guarantee. If you are unhappy with any item for any reason, you may return it for a full refund or exchange...no questions asked! If you need assistance with an order, simply contact our Customer Service Department at (800) 428-4414.

EXCLUSIVE ITEMS

Among the wide range of educational products offered by Lakeshore, there are over a thousand outstanding and innovative items for which we are the sole-source vendor. These exclusive materials are easily identified by the prefix in their item number. Any items you see with the following prefixes are sole-source items that you simply won't find anywhere other than Lakeshore:

AA AB AX AZ DD DG EE FF GG HH JC JJ KC KT
LA LC LCW LDA LK LL LM PP PX RA RE RJ RR
RS TT VX WF YB



Lakeshore®

Warranty Information

Lakeshore offers a lifetime warranty on premium-quality classroom furniture.



Premium-Quality Classroom Furniture

Lifetime Warranty

Premium-Quality Classroom Tables & Desks

Lifetime Warranty

Premium-Quality Classroom Chairs

Lifetime Warranty

Premium-Quality Classroom Cots

Lifetime Warranty

Classroom Carpets

10 Years

Write & Wipe Mobile Tables & Desks

5 Years

Outdoor Furniture

5 Years

Trikes

5 Years

Cribs

5 Years

All other items in catalog
(unless otherwise noted)

1 Year

Guarantee

We unconditionally guarantee every item we offer. If you are unhappy with any item for any reason, simply return it to us for a full refund or exchange. Your satisfaction is our top priority! If you ever have questions or concerns, contact Customer Service at (800) 428-4414 or e-mail lakeshore@lakeshorelearning.com.

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Midwest Technology Products

Include Quote #:

Catalog: www.midwesttechnology.com

Vendor Address: 2600 Bridgeport Dr
Sioux City, IA 51111

Telephone: 800-831-5904

Fax: 800-285-7054

Contact Person: Sarah Cruz

Email:
scrutz@midwesttechnology.com

Telephone: 800-831-5904 Ext. 3120

Add'l. Contact Person: Kevin Luft

Email:
kluft@midwesttechnology.com

Telephone: 800-831-5904 Ext. 3105

Company Website: www.midwesttechnology.com

<i>Fixed Discount:</i>	5%
<i>Catalog Supplements:</i>	n/a

Sales / Discounted Catalogs:

**Periodic "Sale Catalogs" are not included in our
offered Discount**

Exceptions:

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Nasco Education, LLC

Include Quote #: 53583

Catalog: 1/1/2023

Vendor Address: 901 Janesville Ave.
P.O. Box 901
Fort Atkinson, WI 53538-0901

Telephone: 800-558-9595

Fax: 800-372-1236

Contact Person: Michelle Au

Email: bids@nascoeducation.com

Telephone:

Add'l. Contact Person: Customer Service

Email: quotes@enasco.com
custserv@nascoeducation.com

Telephone:

Company Website: www.nascoeducation.com

<i>Fixed Discount:</i>	20%
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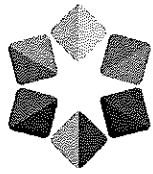
<i>Catalog Supplements:</i>	20%
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Sales / Discounted Catalogs:

Customers will receive the best of sale pricing, contract pricing, quantity pricing, or promotional discount for qualifying orders

Exceptions:

The following items do not qualify for a discount: Health science product and Healthcare simulation products (such as ALEX and other training manikins), Ready-or-Not Tots®, nutrition and replicas, hydroponics, aquaponics, furniture, KitchenAid®, digital subscriptions, custom kits, economy student kits, ceramic equipment, Art Class Curator kits, Cyber.org Kits, Cornell Lab kits, and items with a KI, KT, KC, NA or NZ prefix.



Nasco

Education™

Empowered teachers, engaged students

901 Janesville Avenue
Fort Atkinson, WI 53538

PHONE 1.800.558.9595

FAX 1.800.372.1236

EMAIL info@nascoeducation.com

WEB nascoeducation.com

Bid Exception Clarification

Entity:

Bid ID:

Bid Name:

Contract Dates:

- Current prices can be found at NascoEducation.com. Enter your quote number when prompted to receive your discounted price.
- Free ground shipping will not apply to orders less than \$199 or excluded items as listed below:
 - Excluded items:
 - Truck logo Items
 - Preserved
 - Items stated on website as being excluded
- Shipping is listed as a separate line item on Invoices. For shipping estimates, please call 800-558-9595.
- Additional charges apply to:
 - Hazardous Material
 - Inside Delivery
 - Lift gate
- Nasco is not responsible for any excess costs incurred due to the purchase of items from other sources when products are unavailable at the time of order.
- Nasco will not be responsible for paying penalty fees or liquidation damages.
- Return or exchange privileges are granted only upon request, and only on stock merchandise within 30 days of date of invoice. Restocking fees may apply. You may contact our Customer Care team by calling 800-558-9595.
- Warranties vary by product and are based on manufacturer warranty terms
- Nasco does not give any additional discounts for prompt payment of invoices
- Orders are invoiced once product has shipped. Net 30 payment terms commence at time of invoicing.
- Nasco does not install, assemble or remove debris of any kind.



Empowered teachers, engaged students

901 Janesville Avenue
Fort Atkinson, WI 53538

PHONE 1.800.558.9595

FAX 1.800.372.1236

EMAIL Info@nascoeducation.com

WEB nascoeducation.com

Custom Discount for:
2023 Fixed Catalog Discount

Nasco Quote Number: 53583
Valid: 1/1/2023 – 12/31/2023

Category	Discount off current price
Art	20%
Math and Literacy	15%
Science and Dissection	15%
STEM/STEAM	15%
Family and Consumer Sciences	15%
Agricultural Education	10%
Physical, Health, and SEL Education	10%
Qualifying orders over \$199 (after discount)	Free Shipping*

***Some exclusions apply** Please visit nascoeducation.com/shipping for current shipping and delivery terms. Hawaii and Alaska not included in free shipping offer. Please call 1.800.558.9595 for shipping rates.

TERMS: Net 30 days, with approved credit

DELIVERY: Approximately 7-21 business days upon receipt of order for in-stock items

PLEASE NOTE:

- Customers will receive the best of sale pricing, contract pricing, quantity pricing, or promotional discount for qualifying orders.
- The following items do not qualify for a discount: Health science product and healthcare simulation products (such as ALEX and other training manikins), Ready-or-Not Tots®, nutrition and replicas, hydroponics, aquaponics, furniture, KitchenAid®, digital subscriptions, custom kits, economy student kits, ceramic equipment, Art Class Curator Kits, Cyber.org Kits, Cornell Lab Kits, and items with a "KI", "KT", "KC", "NA", or "NZ" prefix
- An additional small order handling fee of \$5.00 will be applied to orders under \$50.00.
- A hazardous material surcharge will be added to items with a black diamond (◆) or D.O.T. symbol.
- For instructions on how to use your quote online, please visit nascoeducation.com/how-to-use-my-quote-number.
- Due to unforeseen increases or operational changes, Nasco Education reserves the right to change published prices or shipping policies without notice. Please refer to our website for current pricing and policies.
- Please include your quote number above on all orders.

Visit us at nascoeducation.com to browse our complete product offerings. To view our digital catalogs or to request a catalog and be added to our mailing list, please visit nascoeducation.com/catalog-directory. For questions about pricing, high-quantity orders, bids and quotes, or help with product selection, contact our customer care team at 1.800.558.9595 or custserv@nascoeducation.com.

We look forward to serving you!

Sincerely,

Michelle Au, Contract Sales Manager

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Office Basics

Include Quote #:

Catalog: 2022-2023

Vendor Address: 22 Creek Circle
P.O. Box 2230
Boothwyn, PA 19061

Telephone: 610-471-1000

Fax: 610-471-1100

Contact Person: Brian Giacobetti

Email: bgiacobetti@officebasics.com

Telephone: 610-633-5164

Add'l. Contact Person: Ray Kendall

Email: rkendall@officebasics.com

Telephone: 610-633-2823

Company Website: www.officebasics.com

<i>Fixed Discount:</i>	30-50%
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<i>Catalog Supplements:</i>

Sales / Discounted Catalogs:

Exceptions:

***We will price 10% above our cost

***Our customers may call, fax, e-mail or use online pricing for quotes and orders

***Free delivery to all locations

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

S & S Worldwide

Include Quote #: #19070-23%

Catalog: 2023

Vendor Address: 75 Mill Street
Colchester, CT 06415

Telephone: 800-642-7354

Fax: 800-432-2842

Contact Person: Amber Brown **Email:** bids@ssww.com

Telephone: 800-642-7354

Add'l. Contact Person: Jenna Scholl **Email:**

Telephone:

Company Website: www.ssww.com

<i>Fixed Discount:</i>	20%
<i>Catalog Supplements:</i>	N/A

Sales / Discounted Catalogs: N/A |

Exceptions: ***20% off of CURRENT LIST PRICE at time of order placement. Not to be combined with sale prices offer codes, Internet specials & quantity breaks.

***Items labeled FOB/Dropship are ineligible for free inside delivery, liftgate and shipping. Installation/assembly not provided.

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

School Specialty, Inc.

Include Quote #: Q-273133

Catalog: 2023

Vendor Address: W6316 Design Dr.
Greenville, WI 54942

Telephone: 800-554-7632

Fax: 800-675-1775

Contact Person: Cheri Mader Email: bideastnotices@schoolspecialty.com

Telephone: 800-554-7632

Add'l. Contact Person: Jacquelyne Berrier Email: jacquelyne.berrier@schoolspecialty.com

Telephone: 302-287-0210

Company Website: www.schoolspecialty.com

<i>Fixed Discount:</i>	32%
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<i>Catalog Supplements:</i>	N/A
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Sales / Discounted Catalogs: No other discounts apply to sales flyers and catalogs

Exceptions:

*****See Additional 3 Pages for Information, Exceptions, and Exclusions**



December 09, 2022

**DELAWARE COUNTY INTERMEDIATE UNIT
200 YALE AVE
MORTON, PA 19070-1918 US**

Account # 296878

Bid Number: 2023 FIXED DISCOUNT BID

School Specialty, LLC appreciates the opportunity to respond to **2023 FIXED DISCOUNT BID**. We offer a wide assortment of items and have attached a list of our brands that are included in our offer. This expanded product offering ensures that all educator needs are satisfied by our wide selection of categories.

All discounts apply to the current year catalogs which are located on the School Specialty website at: <http://catalogs.schoolspecialty.com> If you have not received your catalog, you can request a copy on the site as well.

All catalogs may contain a limited number of items that are listed as "Net Price" and not eligible for any discounts. These items are indicated by an "N" or "LN" prefix in the item number. Also excluded is any catalog or item(s) that bears notation "no other discounts apply" or customized products.

Contract Period:

Valid from January 1, 2023 through December 31, 2023. Pricing for **contract period effective upon notification of award** referencing our Bid # **Q-273133** to bideastnotices@schoolspecialty.com.

Please see the attached documents for details regarding our catalog discount and freight term offer. If there are questions, please reference our contact information sheet for a list of contract personnel.

Sincerely,

A handwritten signature in blue ink that reads "Cheri A. Mader".

Cheri Mader
Sr. Contracts Coordinator



**School Specialty, LLC Catalog Discount Pricing Offer for
Bid Number: 2023 FIXED DISCOUNT BID**

School Specialty, LLC is pleased to offer the following catalog discount by product category and freight terms. The percentage listed is a discount off the current catalog list price (list prices are subject to change). Please visit our website at www.schoolspecialty.com and log on to view your contracted pricing.

Discount Off List	Product Category
32%	EARLY LEARNING
32%	OFFICE/CLASSROOM SUPPLIES
32%	SAFETY-SUPPLIES
32%	ART SUPPLIES
14%	OFFICE FURNITURE
14%	SCIENCE FURNITURE
32%	PAPER
32%	SCIENCE CATEGORY
32%	SCIENCE EDUCATION
32%	WRITING
14%	A/V TECHNOLOGY
14%	ART EQUIPMENT
14%	MEDIA CENTER

Terms and Conditions (Subject to Change):

Parcel Item Orders ship free of charge. (9 and 5 prefix items)

Truck/Freight Items ship free of charge. (6 prefix items).

****Live specimens (prefix L), hazardous materials (prefix H), and non-discountable items (prefix N) may incur additional charges. Please refer to www.schoolspecialty.com for more information.**



Contact Information

Questions regarding this offer:

Cheri Mader

140 Marble Drive

Lancaster, PA 17601

Phone (800) 554-7632

Fax (800) 675-1775

Email: bideastnotices@schoolspecialty.com

Sales Representative

Jacquelyne Berrier

Phone: (302) 287-0210

Email: jacquelyne.berrier@schoolspecialty.com

Customer Care:

*Questions regarding order status,
shipment status, damages, shortages*

Attn: Customer Care Department

Phone (888) 388-3224

Email: customercare@schoolspecialty.com

Order Processing:

To place your order

Attn: Order Department

Phone (888) 388-3224

orders@schoolspecialty.com

Payment Remit To:

School Specialty, LLC

PO Box 825640

Philadelphia, PA 19182-5640

Phone (800) 305-0174

Email: billing@schoolspecialty.com

Delaware County Schools Joint Purchasing Board

Art Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Your Office Connection

Include Quote #:

Catalog: Jan 2023

Vendor Address: P.O. Box 1000
Westtown, PA 19395

Telephone: 484-844-4685

Fax: 610-399-8221

Contact Person: Tyler Wood

Email: tgw@yourofficeconnection.com

Telephone: 484-888-3808

Add'l. Contact Person:

Email:

Telephone:

Company Website: www.yourofficeconnection.com

<i>Fixed Discount:</i>	0-85%
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<i>Catalog Supplements:</i>	0-85%
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Sales / Discounted Catalogs:

Contact primary contact person

Exceptions:

Not to be used with any other promotions