



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.

Carolina Biological Supply	10%
Medco Supply	0-25%
Office Basics	30-50%
School Health Corporation	15%
School Nurse Supply, Inc.	8%
School Specialty, Inc.	32%

Delaware County Schools Joint Purchasing Board

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

**Carolina Biological Supply**

**Include Quote #: P105188**

**Catalog: [carolina.com](http://carolina.com)**

Vendor Address: 2700 York Road  
Burlington, Nc 27215

Telephone: 336-586-4422

Fax: 336-538-6330

Contact Person: Gray Amick Email: [gray.amick@carolina.com](mailto:gray.amick@carolina.com)

Telephone: 336-586-4422

Add'l. Contact Person: Customer Service Email: [customer\\_service@carolina.com](mailto:customer_service@carolina.com)

Telephone: 800-334-5551

Company Website: [www.carolina.com](http://www.carolina.com)

<b><i>Fixed Discount:</i></b>	<b>10%</b>
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<b><i>Catalog Supplements:</i></b>
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***Sales / Discounted Catalogs:***

***Exceptions:*** **Payment terms are Net 30 days**

**\*\*\*See Additional 2 Pages for Exceptions and Exclusions**



December 15, 2022

Delaware County Schools Joint Purchasing Board

Dear DCSJPB,

Welcome to the Carolina Preferred Customer Program. This program encompasses bids, contracts, and other agreements. As a Carolina Preferred Customer you can count on:

- Outstanding service and support
- Free teacher resources
- Over 14,000 quality products
- Available overnight delivery
- Select delivery dates
- Our 100% Satisfaction Guarantee
- And some exclusive benefits

Enclosed is our proposal to provide you with science supplies from our catalogs and web site for the period of 01/01/23-12/31/23. Prices and availability are subject to change due to market conditions and supply chain disruptions. Below are the program's exclusive benefits and important features.

### Exclusive benefits

- **Free standard freight on orders of \$250 or more**—As a Carolina Preferred Customer, you receive FREE standard freight on orders of **\$250 or more**. **Note:** Living and perishable materials, hazardous chemicals, kits containing hazardous chemicals, drop-shipped items, and preserved specimens are subject to additional shipping fees. Motor freight shipments are dock delivery only; for inside delivery of motor freight shipments and expedited shipping methods additional fees apply. **Shipping and handling fees apply to all orders less than \$250.**
- **Contract pricing**—Your Carolina Preferred Customer contract price is **10% off** our list price. When you log in to **www.carolina.com** with a registered Carolina Online Account linked to your contract, you can see contract pricing, use a purchase order (if applicable), and apply a tax exemption (if applicable). To register and link your account, click on "My Account" at **www.carolina.com** and follow the prompts. Please call Customer Service at 800.334.5551 (8 am to 8 pm, ET, Monday–Friday) if you need help with registering and linking.

**Carolina Biological Supply Company**

2700 York Rd • Burlington NC 27215-3398 • Phone 336.584.0381 • Fax 800.222.7112 • [www.carolina.com](http://www.carolina.com)

### Important features

- **Payment and terms**—Please reference **Proposal No. P105188** and your contract title 2023 Office and School, Science, Medical, and AV Equipment Supplies on purchase orders submitted during the contract period. This links them to your Carolina Preferred Customer status. We will send you an invoice for each individual shipment and a corresponding packing list will be included with each delivery. Our terms are net 30 days.
- **Exclusions**—This proposal cannot be used in conjunction with any other bid responses, phone or written quotations, price agreements, or promotions. Smithsonian STC™ products, Building Blocks of Science® products, furniture items and accessories, our K–8 curriculum, and Carolina Distance Learning® kits are sold at list price. They are ineligible for discounts and subject to shipping and handling fees.
- **Participating institutions**—Please provide a list of all participating institutions and their addresses using the enclosed form. This information is very important to ensure that those institutions receive Carolina Preferred Customer benefits. Email or mail it to the address provided at the top of the form.

As a Carolina Preferred Customer you will receive our highest level of service on the top-quality science supplies you know and trust, plus the benefits outlined above. Please feel free to email me at [Gray.Amick@carolina.com](mailto:Gray.Amick@carolina.com) or phone me at 336.586.4422 if you have any questions. I look forward to hearing from you soon and assisting you in the future.

Sincerely,



Gray Amick  
Contract Manager

P.S. Please be sure to reference **Proposal No. P105188** on all purchase orders and correspondence to link them to your Carolina Preferred Customer status.

Delaware County Schools Joint Purchasing Board

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

Medco Supply

**Include Quote #:** ESTMD3083075

**Catalog:** Website

Vendor Address: 28100 Torch Pkwy  
Warrenville, IL 60555

Telephone: 800-556-3326

Fax: 800-222-1934

Contact Person: Jennifer Wheeler

Email: [jennp@medcosupply.com](mailto:jennp@medcosupply.com)  
[medcosalessupport@medcosupply.com](mailto:medcosalessupport@medcosupply.com)

Telephone: 716-807-3019

Add'l. Contact Person: Meredith Thomas

Email: [meredith.thoas@medcosupply.com](mailto:meredith.thoas@medcosupply.com)

Telephone: 800-556-3326 xt 653

Company Website: [www.medco-athletics.com](http://www.medco-athletics.com)

***Fixed Discount:*** 0-25%

***Catalog Supplements:*** 0-25%

*Sales / Discounted Catalogs:*

***Exceptions:*** Gatorade pkgs, Rx items, AED'S, Gameready, Therm-X.  
Normatec, Ice Machines, Whirlpods

**\*\*\*See Additional 2 Pages for exceptions, terms and conditions**



**CORPORATE HEADQUARTERS**  
25 Northpointe Pkwy., Suite 25  
Amherst, NY 14228

Main 1.800.55.MEDCO  
Fax 1.800.222.1934

[medco-athletics.com](http://medco-athletics.com)

**BID # ESTMD3083075**

As a valued customer, Medco Sports Medicine is pleased to offer the following discounts and terms on our entire catalog of items:

**Pricing Discount:**

- Medco Owned Brands<sup>1</sup>: 25% off catalog price, (Except Prewrap)
- Materials and Supplies: 20% off catalog price
- Equipment (Capital) and Furniture: 15% off catalog price <sup>2</sup>
- Athletic Tape: 12% off catalog price
- Athletic Trainer Kits/Bags: 12% off catalog price

*Exceptions: The categories of items below have manufacturer mandated minimum pricing. Contact Medco Sales Support for pricing.*

- Select Treatment Furniture & other Equipment – Game Ready, Normatec, Ice Machines, Whirlpools, AEDs
- Gatorade High School Performance Packages
- Rx Items
- Medco Exclusive Products - HyperIce, SidelinER, Therm-X & Vectors by Kayezen

**F.O.B. Destination: (note exception)**

Items will be quoted F.O.B. destination for ground shipments as required by bid specifications.

<sup>2</sup> *Exceptions: Capital items may incur lift gate, inside delivery, or installation charges.*

*Certain other items may incur DOT required hazardous material fee of \$25.00.*

**Custom Orders:**

Some items on your order may be color and/or size specific. Please indicate on your order which size and/or color you desire when placing orders for tables, stools, cabinets, equipment, etc. Custom orders are non-returnable.

As always, we thank you for the opportunity to serve your organization. Any pricing inquiries may be directed to [MedcoSalesSupport@MedcoSupply.com](mailto:MedcoSalesSupport@MedcoSupply.com) or to [CustomerSupport@MedcoSupply.com](mailto:CustomerSupport@MedcoSupply.com) for general information.

Sincerely,

Medco Sports Medicine

<sup>1</sup> **MEDCO Owned Brands:**

*25% discount on MEDCO brands also includes Cramer products, Medco Pro-Trainer, Biofreeze, Therapearl, Theraban, Active Ankle, Bon Vital, and all other Medco branded items. Some restrictions may apply.*





Performance Health Supply, Inc.  
 d/b/a Medco Supply Company  
 28100 Torch Pkwy Suite 800  
 Warrenville IL 60555  
 United States

**Quote**

Estimate #: ESTMD3083075  
 Customer RFP#:  
 12/14/2022

**Ship To**  
 Morton Service Center  
 Delaware County Intermediate Unit  
 200080670  
 200 Yale Ave  
 Morton, PA 19070-1918  
 US

**Bill To**  
 Morton Service Center  
 Delaware County Intermediate Unit  
 200 Yale Ave  
 Morton, PA 19070-1918  
 US

**Total:**  
**\$0.01**

Customer Number	Expires	Sales Rep	Sales Rep Email	Quote Prepared By	Order Source
200080670	12/31/2023	MEREDITH M THOMAS	meredith.thomas@medcosupply.com	jennp@medcosupply.com	Email

Line #	Alternate Number	Item	Rate	UOM	Quantity	Amount
1		<b>No Item Number</b> Catalog Discount off Current List Prices, See attached for Exclusions, and terms and COnditions. The schools can request a quote for the items on their list prior to purchasing to ensure the most update to date costs. @ MedcoSalesSupport@medcosupply.com	\$0.01		1	\$0.01

Subtotal:	\$0.01
Shipping Cost:	\$0.00
Handling Cost:	\$0.00
Tax Total:	\$0.00
<b>Total:</b>	<b>\$0.01</b>

**Quote Notes:**

**Free Shipping over \$100**

Web Site: <https://www.medco-athletics.com>  
 Customer Service #: 800-556-3326  
 Email: MedcoCustomerSupport@MedcoSupply.com

Delaware County Schools Joint Purchasing Board

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

**Office Basics**

**Include Quote #:**

**Catalog:**     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](mailto:bgiacobetti@officebasics.com)**

Telephone:           610-633-5164

Add'l. Contact Person:   Ray Kendall                   Email:   **[rkendall@officebasics.com](mailto:rkendall@officebasics.com)**

Telephone:           610-633-2823

Company Website:       **[www.officebasics.com](http://www.officebasics.com)**

<b><i>Fixed Discount:</i></b>	<b>30-50%</b>
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<b><i>Catalog Supplements:</i></b>	<b>n/a</b>
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***Sales / Discounted Catalogs:***           **n/a**

***Exceptions:***                   **\*\*\*Pricing will be 10% - 15% above our cost**  
   **\*\*\*Please call or email for price quotes.**  
   **\*\*\*Free Delivery to all locations**



Delaware County Schools Joint Purchasing Board

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

**School Health Corporation**

**Include Quote #: 3859359**

**Catalog: 2022**

Vendor Address: 5600 Apollo Dr.  
Rolling Meadows, IL 60008

Telephone: 866-323-5465

Fax: 800-235-1305

Contact Person: Customer Care Email: [customercare@schoolhealth.com](mailto:customercare@schoolhealth.com)

Telephone: 866-323-5465

Add'l. Contact Person: Customer Care Email: [customercare@schoolhealth.com](mailto:customercare@schoolhealth.com)

Telephone: 866-323-5465

Company Website: [www.schoolhealth.com](http://www.schoolhealth.com)

<b><i>Fixed Discount:</i></b>	<b>15%</b>
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<b><i>Catalog Supplements:</i></b>	<b>15%</b>
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***Sales / Discounted Catalogs:* No Discount**

***Exceptions:* \*\*\*See additional 1 page for exclusions**



January 3, 2022

### Catalog Discount Exclusions

School Health Corporation may offer special discounts to organizations meeting specific criteria. These discounts recognize existing or anticipated annual purchase volume and are intended for customers seeking a mutually beneficial relationship.

Historically, we have provided all our customers with common list prices. Thus, your discount will be based upon the same list price offered in our catalogs, websites, and other marketing publications.

Certain products are excluded from our blanket discounts due to various reasons including but not limited to manufacturer restrictions, special pricing already in place (sales or promotions), unknown shipping costs (due to weight or size variances), etc.

The following items in the 2022 School Nurse, Sports Health, EnableMart and all other Catalogs are excluded from a catalog discount:

- Medical Recordkeeping Software and other software products
- Injury tracking software
- Prescription (Rx) products
- Customized Kits
- Products denoted by Exclusive icon
- Gatorade products & Gatorade Performance Series products
- EnableMart Software
- Braille Paper
- Current “Special Promotion” items already offered at a discounted priced. School Health runs sales throughout the year. Our catalogs contain numerous promotions denoted by the Special Offer icon. Also, look for seasonal savings offered in our spring and Back-to-School flyers.

The following **capital equipment products** are excluded from your standard catalog discount. These items may require special setup, in-service education, and may have varying freight costs due to weight. Please call us for special discounts on these products. In some cases, the discount on these items may be greater than your standard discount:

- Furniture items and Appliances listed
- Vision and Hearing screening equipment
- Automated External Defibrillators (AED's)
- Braille Embossers

To receive a detailed list of catalog discount exclusions by product number (SKU), or if you have any questions regarding this bid, please call us at (866)323-5465 or email [bids@schoolhealth.com](mailto:bids@schoolhealth.com). If you require additional information or questions about placing orders from this bid, contact the Customer Care Department: (866)323-5465, fax (800)235-1305, or email [orders@schoolhealth.com](mailto:orders@schoolhealth.com).

5600 Apollo Dr  
Rolling Meadows, IL 6008  
Toll Free 866-323-5465 Fax 800-235-1305

Delaware County Schools Joint Purchasing Board

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

**School Nurse Supply, Inc.**

**Include Quote #:**

**Catalog:** 2023

Vendor Address: 1745 Wallace Avenue  
St. Charles, IL 60174

Telephone: 800-485-2737

Fax: 800-485-2738

Contact Person: Jeff Giesel

Email:  
[jgiesel@schoolnursesupply.com](mailto:jgiesel@schoolnursesupply.com)

Telephone: 800-485-2737

Add'l. Contact Person: Allison Divello

Email:  
[adivello@schoolnursesupply.com](mailto:adivello@schoolnursesupply.com)

Telephone: 800-485-2737

Company Website: [www.schoolnursesupplyinc.com](http://www.schoolnursesupplyinc.com)

<b><i>Fixed Discount:</i></b>	<b>8%</b>
<b><i>Catalog Supplements:</i></b>	<b>8%</b>

***Sales / Discounted Catalogs:*** **Yes.**

***Exceptions:*** **\*\*\*Add \$10.50 for all orders under \$99**  
**\*\*\*Free shipping on all orders over \$99.**

**See additional 1 page for excluded items from catalog discount**

# School Nurse Supply

1745 Wallace Ave. St. Charles, IL 60174  
PHONE 800-485-2737 • FAX 800-485-2738 • [schoolnursesupply.com](http://schoolnursesupply.com)



Certain products are excluded from catalog discounts due to various reasons including but not limited to manufacturer restrictions, special pricing already in place (sales or promotions), unknown shipping costs (due to weight or size), etc.

The following items are excluded from a catalog discount:

- Prestan Training Manikins

The following **capital equipment products** are excluded from your standard catalog discount. These items may require special setup, in-service education, and may have varying freight costs due to weight. Please call us for special discounts on these products. In some cases, the discount on these items may be greater than your standard discount:

- Furniture items and Appliances (Couches, Treatment Tables, Office Cabinets, Lockers, Barjan Curtains, Refrigerators, 3 panel screens, Medical Carts)
- Vision and Hearing screening equipment over \$1500.00

**Please contact Jeff Giesel for quotes on any of the above products excluded from the standard discount at [jgiesel@schoolnursesupply.com](mailto:jgiesel@schoolnursesupply.com) or at 800-485-2737. Again, in some cases, the discount on these items may be greater than your standard discount.**

Use any of four convenient ways to order:

- By Phone: 800-485-2737
- By Fax: 800-485-2738
- By Email: [customerservice@schoolnursesupply.com](mailto:customerservice@schoolnursesupply.com)
- By Mail: 1745 Wallace Ave – St. Charles, IL 60174
- Website: [www.schoolnursesupply.com](http://www.schoolnursesupply.com)

School Specialty, Inc.

**Include Quote #:** Q-273133

**Catalog:** 2022

**Vendor Address:** W6316 Design Dr.  
Greenville, WI 54942

**Telephone:** 800-554-7632

**Fax:** 800-675-1775

**Contact Person:** Cheri Mader

**Email:**  
[bideastnotices@schoolspecialty.com](mailto:bideastnotices@schoolspecialty.com)

**Telephone:** 800-554-7632

**Add'l. Contact Person:** Jacquelyne Berrier

**Email:**  
[jacquelyne.berrier@schoolspecialty.com](mailto:jacquelyne.berrier@schoolspecialty.com)

**Telephone:** 920-243-5206

**Company Website:** [www.schoolspecialty.com](http://www.schoolspecialty.com)

<b><i>Fixed Discount:</i></b>	<b>32%</b>
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<b><i>Catalog Supplements:</i></b>	<b>0%</b>
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***Sales / Discounted Catalogs:*** No other discounts apply to sales catalogs and flyers

***Exceptions:*** \*\*\*See Additional 3 Pages for 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](mailto: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](http://www.schoolspecialty.com) and log on to view your contracted pricing.

<b>Discount Off List</b>	<b>Product Category</b>
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](http://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](mailto:bideastnotices@schoolspecialty.com)

**Sales Representative**

**Jacquelyne Berrier**  
Phone: (302) 287-0210  
Email: [jacquelyne.berrier@schoolspecialty.com](mailto: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](mailto:customercare@schoolspecialty.com)

**Order Processing:**

\*To place your order\*

**Attn: Order Department**  
Phone (888) 388-3224  
[orders@schoolspecialty.com](mailto:orders@schoolspecialty.com)

**Payment Remit To:**

**School Specialty, LLC**  
PO Box 825640  
Philadelphia, PA 19182-5640  
Phone (800) 305-0174  
Email: [billing@schoolspecialty.com](mailto:billing@schoolspecialty.com)