

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.

A dorama, Inc.	5%
Carolina Biological	10%
Demco Inc.	14%
Kurtz Bros.	30%
Lakeshore Learning Materials	5%
Office Basics	40%
S chool S pecialty	14%
S cott E lectric	5%
Your Office Connection	0-85%

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

A dorama, Inc.

<u>Include Quote #:</u> 2023

<u>Vendor Address:</u> 42 West 18th Street

New York, NY 10011

<u>Telephone:</u> 212-741-0401 ext. 2271

<u>Fax:</u> 646-758-8558

Contact Person: Anthony Farinola Email: afarinola@adorama.com

<u>Telephone:</u> 212-741-0401

Add'l. Contact Person: Bid Department Email: biddept@adorama.com

Telephone:

Company Website: www.adorama.com

50/0

Sales / Discounted Catalogs: www.adorama.com

Exceptions: Discount excludes MAP items (manufacturer restricted items

where no discount is allowed).

Educational institutions must go direct to APPLE for discounts

on their products.

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Carolina Biological Supply Company

Include Quote #: P105188 Catalog: carolina.com

Vendor Address: 2700 York Road

Burlington, Nc 27215

<u>Telephone:</u> 336-586-4422

<u>Fax:</u> 336-538-6330

<u>Contact Person:</u> Gray Amick <u>Email:</u> gray.amick@carolina.com

<u>Telephone:</u> 336-586-4422

Add'l. Contact Person: Customer Service Email: customer_service@carolina.com

<u>Telephone:</u> 800-334-5551

Company Website: www.carolina.com

Fixed Discount: 10%

Catalog Supplements:

Sales / Discounted Catalogs:

Exceptions:

***See Additional 2 Pages for Exceptions and Exclusions

CAR@LINA®



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.

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 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.

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Demco, Inc.

<u>Include Quote #: C11201</u> <u>Catalog: 1/1/22 to 12/31/22</u>

Vendor Address: 4810 Forest Run Rd.

Madison, WI 53704

<u>Telephone:</u> 866-558-9068

<u>Fax:</u> 888-320-0288

Contact Person: Kristopher L. Snow Email: contracts@demco.com

<u>Telephone:</u> same

Add'l. Contact Person: Michael Wygocki Email: mikew@demco.com

Telephone: 866-558-9068

Company Website: www.demco.com

Fixed Discount:	14%	Supplies
	6%	Equipment
Catalog Supplements:	0%	

Sales / Discounted Catalogs: No Discounts apply to sale catalogs

***Discounts listed above are off Supplies only. Learning Materials, Furniture & Equipment are offered at a 6% discount from the 2021 Demco full line catalog.

Exceptions:

***Product Exclusions: Contract discounts are not available for Security Products, Demco Software and Licensed Products (Dr. SeussTM, Eric CarleTM, etc.) little bits products

***\$75 Minimum order (after discount) required for all contract terms to apply.

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.

***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 <u>demco.com</u> and will remain the same throughout the terms of this agreement.

Discount	 \$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	 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	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 31st, 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.



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 <u>www.demco.com</u>. Prices are subject to change when economic conditions force us to pass along prices 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.
 - o 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

Date Prepared: 10/04/22 Exclusion Table ©2022 Demco Inc.



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 KeyboadBxBL8-1/2x17-3/4x1-1/3
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	remotelLocker 110 v3 10-Locker Tower, Black
13826360	remotelLocker 110 v3 10-Locker Tower Inc Controller, Black
13826370	remotelLocker 110 v3 10-Locker Tower, White
13826380	remotelLocker 110 v3 10-Locker Tower Inc Controller, White
13826390	remotelLocker 115 v3 15-Locker Tower, Black
13826400	remotelLocker 115 v3 15-Locker Tower Inc Controller, Black
13826410	remotelLocker 115 v3 15-Locker Tower, White
13826420	remotelLocker 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

Date Prepared: 10/04/22 Exclusion Table © 2022 Demco Inc.



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 Hardcovr 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

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Kurtz Bros.

<u>Include Quote #:</u> <u>Catalog:</u> <u>2023</u>

<u>Vendor Address:</u> 400 Reed St.

P.O. Box 392

Clearfield, PA 16830-0392

<u>Telephone:</u> 800-252-3811

Fax: 814-765-8690

<u>Contact Person:</u> Jim Boate <u>Email:</u> <u>jboate@kurtzbros.com</u>

<u>Telephone:</u> 800-252-3811 xt. 2616

Add'l. Contact Person: Debbie Pleskonko Email: dpleskonko@kurtzbros.com

<u>Telephone:</u> 814-252-3811 xt. 2602

Company Website: www.kurtzbros.com

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

Sales / Discounted Catalogs: NA

Exceptions: Furniture & Equipment- Pages 609-796 - 12% discount -

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.

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Lakeshore Learning Materials

<u>Vendor Address:</u> 2695 E. Dominguez Street

Carson, CA 90895

<u>Telephone:</u> 800-421-5354

Fax: 310-537-7990

Contact Person: Rafael Muro Email: biddept@lakeshorelearning.com

<u>Telephone:</u> 800-421-5354

Add'l. Contact Person: Greg Demetrius Email: gdemetrius@lakeshorelearning.com

<u>Telephone:</u> 267-990-6511

Company Website: www.lakeshorelearning.com

Fixed Discount:	5%
Catalog Supplements:	5%

Sales / Discounted Catalogs: n/a

Exceptions: Discount is not applicable to sale items

***See Additional 3 Pages for Exceptions and Exclusions

Lakeshore

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 (<u>www.LakeshoreLearning.com</u>) 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.

Lakeshore®

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





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.

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Office Basics

<u>Include Quote #:</u> <u>Catalog:</u> <u>2023</u>

<u>Vendor Address:</u> 22 Creek Circle

P.O. Box 2230

Boothwyn, PA 19061

<u>Telephone:</u> 610-471-1000

<u>Fax:</u> 610-471-1100

Contact Person: Brian Giacobetti Email: bgiacobetti@officebasics.com

<u>Telephone:</u> 610-633-5164

Add'l. Contact Person: Ray Kendall Email: rkendall@officebasics.com

<u>Telephone:</u> 610-633-2823

Company Website: www.officebasics.com

Fixed Discount: 40%

Catalog Supplements:

Sales / Discounted Catalogs:

Call or email for price quote

Exceptions:

Free Delivery to all locations

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

School Specialty, Inc.

Include Quote #: Q-273133 Catalog: 2023

<u>Vendor Address:</u> W6316 Design Dr.

Greenville, WI 54942

<u>Telephone:</u> 800-554-7632

<u>Fax:</u> 800-675-1775

Contact Person: Cheri Mader <u>Email:</u> <u>bideastnotices@schoolspecialty.com</u>

<u>Telephone:</u> 800-554-7632

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

<u>Telephone:</u> 302-287-0210

Company Website: www.schoolspecialty.com

Fixed Discount:	14%
Catalog Supplements:	0%

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 <u>contract period effective upon</u> <u>notification of award</u> referencing our Bid # Q-273133 to <u>bideastnotices@schoolspecialty.com</u>.

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,

Cheri Mader

Sr. Contracts Coordinator

Very A Moder



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

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Scott E lectric

Include Quote #: 2021-2022

Vendor Address: P.O. Box S

Greensburg, PA 15601

<u>Telephone:</u> 855-726-8899

<u>Fax:</u> 877-837-8906

Contact Person: <u>Email: mtroutman@scottelectricusa.com</u>

<u>Telephone:</u> 855-726-8899

Add'l. Contact Person:

Telephone:

Company Website: www.projectorlampguru.com

Fixed Discount:	5%
Catalog Supplements:	5%

Sales / Discounted Catalogs: Yes

Exceptions:

A udio Visual Supplies - Fixed Discount off of Catalog - Calendar Year 2023

Your Office Connection

Include Quote #: Catalog:

Vendor Address: P.O. Box 1000

Westtown, PA 19395

<u>Telephone:</u> 484-844-4685

Fax: 610-399-8221

<u>Contact Person:</u> Tyler Wood <u>Email:</u> <u>tgw@yourofficeconnection.com</u>

<u>Telephone:</u> 484-888-3808

Add'l. Contact Person: Email:

Telephone:

Company Website: www.yourofficeconnection.com

Fixed Discount: 0-85%

Catalog Supplements: 0-85%

Sales / Discounted Catalogs: Contact Primary

Exceptions: Not to be used with any other promotions