

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

BID TABULATION

BID ID: 7344

APPROVAL DATE: January 10, 2017

ITEM(S) QUOTED: INSTRUCTIONAL SUPPLIES & EQUIPMENT (Percentage)

DATE BIDS RECEIVED: November 21, 2016

CONTRACT PERIOD: From March 01, 2017 through February 27, 2018

RENEWAL(S): A one-year renewal at the option of both parties.

COMMENTS: An * indicates an award.

Vendor Response Terms

Vendor Name	Response Terms	Response Payment Terms
ACE Educational Supplies	Orders over \$10 after discount from our current catalog or website receive free shipping (add 20% of the retail price to items with UPS, Truck or FX-Grd symbols) www.ACEeducational.com - website	Net 30 days
AFP Industries, Inc.	Minimum Order \$100 Freight Terms: \$15 or 15%, which ever greater	Net 30
BIO CORPORATION		
Blick Art Materials	See attachment for exclusions and clarification of discount offer.	Net 30 terms
Discount School Supply		
ETA hand2mind	You will receive 15% off of all Catalog and Web Items. Please see exclusions listed throughout the bid.	Net 30 There is no discount for early pay
Follett School Solutions	Shipped F.O.B Destination Shipping & Handling: No Charge	Net 30 Days
John R Green Co dba, Green Group Enterprises		Net 30
Kaplan Early Learning Company	1a. Yes 1b. No 2. Kaplan Early Learning Company P.O. Box 609 1310 Lewisville-Clemmons Road Lewisville, NC 27023 3. 7-14 days aro 4. Backorders will only be cancelled at customer's request. 5. sent	Net 30 days website: www.kaplanco.com
Kentucky Mudworks, LLC	1a. Yes 1b. Yes, woman-owned 2. KY Mudworks, LLC 506 Baxter Ave, Louisville, KY 40204 ph 502-915-7790, fax 502-915-7791 www.kymudworks.com info@kymudworks.com 3. 1-9 days ARO 4. Backorders cancelled after 60 days or at customers request.	Payment Terms are net 30 days.
KSS-Kentucky School Service	1 a. Yes 1 b. No 2. KSS-Kentucky School Service, P. O. Box 886, Elizabethtown, KY 42702 3. Most orders will be delivered within 14 days 4. Backorders will only be cancelled at your request OR when an item is no longer available 5. W-9 form enclosed w/catalog	You may take an additional 10% discount on any invoice paid within 20 days.
Lakeshore Learning Materials	Please reference "Per Bid # 7344" on all purchase orders! Delivery in 7-10 Business Days ARO. Visit us at www.LakeshoreLearning.com!	Net 30
Learning Resources	Website catalog address: www.learningresources.com	Net 30 Days
Maxi Aids	Shipping will be added to all orders. See shipping chart in the Attachment Files	Net 30 days
MUSIC IN MOTION, INC	Discount offered will be 0% + Free S&H* *Free S&H does not apply to heavy, oversized, or drop ship items. Please refer to attached S&H Info sheet for shipping rates on these items.	Net 30 Minimum \$25.00 order for Purchase Orders
NASCO	Please refer to Nasco quote number 10528 when ordering to receive your offered, discounted prices. Delivery approximately 7-21 days ARO.	Net. 30

Nystrom Education	Shipping charges are 12% of order subtotal with \$4.00 minimum	NET30
OfficeMax	Catalogs are submitted - Business Solutions catalog & School Solutions catalog. See attachments	Our standard payment terms are Net 30 days from the date of invoice.
Oriental Trading Company, Inc.	Please refer to attached deviations document.	Net 30 Terms
Quill	See attached PDF document under "Attachment Files"	Net 30 days
Rainbow Book Company	Rainbow Book Company would like to submit a NO BID as we do not supply these products. Please keep us on your active vendor list.	
Really Good Stuff	See attached Catalog Discount Terms	Net 30
Resources for Reading, Inc	Prices already discounted up to 48% off List. Catalog online at www.ABCstuff.com . Shipping is an additional 10% with min shipping of \$10.00	Net 30
S&S Worldwide	Please reference bid# 7344% on all correspondence. Discount is from current LIST price at the time of the order. Items labeled FOB dropship are ineligible for free shipping; freight will be prepaid and added to the invoice. Please see attached letter.	Payment is Net 30 days
Saddleback Educational Publishing, Inc.	Please see all the attached documents and price list for available items.	Net 30
School Outfitters LLC	Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com . Please see attached page of deviations for additional information.	NET 30
School Specialty Inc.	Catalog List Price Less 34% on Supply items in the current School Specialty catalogs listed below Catalog List Price Less 25% on Furniture items in the current School Specialty catalogs	
School Supply Specialty	Purchase order must be received at the time the order is placed. Payment is due 30 days from day items are received.	Purchase order must be received at the time the order is placed. Payment is due 30 days from day items are received.
TFH (USA) LTD	9% Discount	Net 30 Days
Troxell Communications, Inc.		Net 30 days

ITEM NO. 1 - ARTS & CRAFTS SUPPLIES (4600010-1722133)

AWARD NOTES: Rejections: Ace Ed. and John R. Green - freight information supplied not acceptable. AFP and Blick - minimum order for free freight not acceptable. Disc. Sch. Supply - multiple discounts not acceptable. Maxi Aids and School Outfitters - shipping charges not acceptable. Really Good Stuff - 0% disc. not acceptable. School Supply Specialty - can't provide adequate coverage.

CATEGORY NOTES: The items required include (but are not limited to) art tapes, beads, canvas, glazes, clay, collage materials, craft knives, craft materials, fabric crafts, glue guns, paint, paint brushes, scratch art, sculpting materials, yarn, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
School Specialty Inc.	34.00 % *
CATEGORY NOTES: Catalog List Price Less 34% on Supply items in the current School Specialty catalogs listed on cover letter Catalog List Price Less 25% on Furniture items in the current School Specialty catalogs listed on cover letter	
ACE Educational Supplies	33.00 %
CATEGORY NOTES: Orders over \$10 after discount from our current catalog or website receive free shipping (add 20% of the retail price to items with UPS, Truck or FX-Grd symbols) www.ACEeducational.com	
OfficeMax	30.00 % *
CATEGORY NOTES: ITEMS NOT ON THE CORE LIST (NON-CORE ITEMS), BUT WHICH ARE IDENTIFIED IN THE BUSINESS SELECT (SOLUTIONS) CATALOG OR THE SCHOOL SOLUTIONS CATALOG (181652) THAT IS IN CIRCULATION AT THE TIME OF THE ORDER, WILL BE PRICED AT A DISCOUNT UP TO 30% OFF LIST PRICE, SUBJECT TO CERTAIN EXCLUSIONS AND CONDITIONS.	
John R Green Co dba, Green Group Enterprises	25.00 %
CATEGORY NOTES: Free Shipping on Consumable Supplies	
Blick Art Materials	20.00 %
CATEGORY NOTES:	
Discount School Supply	20.00 %
CATEGORY NOTES: 20% off all Stock orders over \$250 and 15% off on all Stock orders under \$100	
KSS-Kentucky School Service	20.00 % *
CATEGORY NOTES:	
Kaplan Early Learning Company	19.00 % *
CATEGORY NOTES: Discount not applicable on gift certificates, playground equipment or surfacing, lofts, technology products, computers, curriculum and assessment items, professional development.	
S&S Worldwide	16.00 % *
CATEGORY NOTES: Discount is from current LIST price at the time of the order. Discount does not apply to sale prices, internet specials, or quantity breaks and cannot be used in combination with offer codes. Items labeled FOB dropship are ineligible for free shipping; freight will be prepaid and added to the invoice. Orders requiring a truck for delivery do not include liftgate and inside delivery services. If they are required please contact us for a quote. Installation, assembly, and removal of debris are not provided.	
ETA hand2mind	15.00 % *
CATEGORY NOTES: You will receive 15% off of all Catalog and Web Items. Please see the list of Exclusions below: Exclusions: Professional Development, ETA	

Note: * indicates a pending award.

hand2mind Custom Kits including National Geographic NGSS Kits, Discovery Education STEM Camp kits, National and North Carolina 4-H kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.

AFP Industries, Inc.	12.00 %
CATEGORY NOTES:	www.afpschoolsupply.com
Learning Resources	10.00 % *
CATEGORY NOTES:	
Maxi Aids	10.00 %
CATEGORY NOTES:	
Quill	10.00 % *
CATEGORY NOTES:	*See attached cover letter for exclusions
Kentucky Mudworks, LLC	8.00 % *
CATEGORY NOTES:	Please see our website for our full catalog of products. We offer over 3,000 products for the ceramic arts. www.kymudworks.com This discount applies to all the arts & crafts supplies we sell. Any mention of shipping charges for products on our website will not apply to any orders purchased through this bid. We accept all the terms of the bid and will ship all orders freight free with inside delivery. Please note that certain products in this category have several prices per product, like clay for example. The price for the product is dependent on the quantity purchased. The price goes down the more you purchase. JCPS will receive an ADDITIONAL discount according to this bid on top of the everyday quantity discounts. This does not constitute a change from previous years, just a clarification I usually note in writing on a submittal.
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	
Oriental Trading Company, Inc.	5.00 % *
CATEGORY NOTES:	
School Outfitters LLC	2.00 %
CATEGORY NOTES:	Discounts are being offered off of our already discounted prices on our website; www.schooloutfitters.com. Freight will be added to each order as a separate line item and will vary by item and manufacturer. Inside delivery, lift gate, installation, assembly, and removal of debris services are available upon request for an additional charge. Delivery times may vary by item and MFG and all items will drop ship from the MFG. Some items are made to order and their lead time will be clearly communicated at the time of order. Volume discounts are available - call for a quote! You must call, email, or chat to receive your contracted pricing.
School Supply Specialty	1.00 %
CATEGORY NOTES:	The discount amount of 1 percent will be given off web site price.
Rainbow Book Company	.00 %
CATEGORY NOTES:	Rainbow Book Company would like to submit a NO BID as we do not supply these products. Please keep us on your active vendor list.
Really Good Stuff	.00 %
CATEGORY NOTES:	Really Good Stuff will offer free shipping on items weighing less than 70 pounds to KPC members. For items weighing more than 70 pounds, prices are as stated in our catalog or website with shipping and handling

Note: * indicates a pending award.

charges added to the subtotal of each order. See enclosed "Catalog Discount Terms" for reference.

ITEM NO. 2 - ARTS & CRAFTS EQUIPMENT (4600010-2013631)

AWARD NOTES: Rejections: Ace Ed. - freight information supplied not acceptable. AFP and Blick - minimum order for free freight not acceptable. Disc. Sch. Supply and NASCO - multiple discounts not acceptable. John R. Green and Really Good Stuff - 0% discount not acceptable. School Outfitters LLC - shipping charges not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) button makers, drying racks, die cutters, kilns, paper roll racks, pottery wheels, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
ACE Educational Supplies	33.00 %
CATEGORY NOTES: Orders over \$10 after discount from our current catalog or website receive free shipping (add 20% of the retail price to items with UPS, Truck or FX-Grd symbols) www.ACEeducational.com	
OfficeMax	30.00 % *
CATEGORY NOTES: ITEMS NOT ON THE CORE LIST (NON-CORE ITEMS), BUT WHICH ARE IDENTIFIED IN THE BUSINESS SELECT (SOLUTIONS) CATALOG OR THE SCHOOL SOLUTIONS CATALOG (181652) THAT IS IN CIRCULATION AT THE TIME OF THE ORDER, WILL BE PRICED AT A DISCOUNT UP TO 30% OFF LIST PRICE, SUBJECT TO CERTAIN EXCLUSIONS AND CONDITIONS.	
School Specialty Inc.	25.00 % *
CATEGORY NOTES: Catalog List Price Less 34% on Supply items in the current School Specialty catalogs listed on cover letter Catalog List Price Less 25% on Furniture items in the current School Specialty catalogs listed on cover letter	
Blick Art Materials	20.00 %
CATEGORY NOTES:	
Discount School Supply	20.00 %
CATEGORY NOTES: 20% off all Stock orders over \$250 and 15% off on all Stock orders under \$100	
KSS-Kentucky School Service	20.00 % *
CATEGORY NOTES:	
Kaplan Early Learning Company	19.00 % *
CATEGORY NOTES: Discount not applicable on gift certificates, playground equipment or surfacing, lofts, technology products, computers, curriculum and assessment items, professional development.	
S&S Worldwide	16.00 % *
CATEGORY NOTES: Discount is from current LIST price at the time of the order. Discount does not apply to sale prices, internet specials, or quantity breaks and cannot be used in combination with offer codes. Items labeled FOB dropship are ineligible for free shipping; freight will be prepaid and added to the invoice. Orders requiring a truck for delivery do not include liftgate and inside delivery services. If they are required please contact us for a quote. Installation, assembly, and removal of debris are not provided.	
ETA hand2mind	15.00 % *
CATEGORY NOTES: You will receive 15% off of all Catalog and Web Items. Please see the	

Note: * indicates a pending award.

list of Exclusions below: Exclusions: Professional Development, ETA hand2mind Custom Kits including National Geographic NGSS Kits, Discovery Education STEM Camp kits, National and North Carolina 4-H kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.

AFP Industries, Inc.	12.00 %
CATEGORY NOTES:	www.afpschoolsupply.com
Kentucky Mudworks, LLC	10.00 % *
CATEGORY NOTES:	Please see our website for our full catalog of products. We offer over 3,000 products for the ceramic arts. www.kymudworks.com Discount applies to all equipment we sell. Any mention of shipping charges for products on our website will not apply to any orders purchased through this bid. We accept all the terms of the bid and will ship all orders freight free with inside delivery.
Learning Resources	10.00 % *
CATEGORY NOTES:	
NASCO	10.00 %
CATEGORY NOTES:	Discount percentage varies. Please see attached Nasco Pro-Forma for a listing of all catalogs and their respective discounts. Exceptions and exclusions listed at the bottom of the document.
Quill	10.00 % *
CATEGORY NOTES:	*See attached cover letter for exclusions
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	
School Outfitters LLC	2.00 %
CATEGORY NOTES:	Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com. Freight will be added to each order as a separate line item and will vary by item and manufacturer. Inside delivery, lift gate, installation, assembly, and removal of debris services are available upon request for an additional charge. Delivery times may vary by item and MFG and all items will drop ship from the MFG. Some items are made to order and their lead time will be clearly communicated at the time of order. Volume discounts are available - call for a quote! You must call, email, or chat to receive your contracted pricing.
School Supply Specialty	1.00 % *
CATEGORY NOTES:	The discount amount of 1 percent will be given off web site price.
John R Green Co dba, Green Group Enterprises	.00 %
CATEGORY NOTES:	Please call 800-354-9737 for a Special Quote
Rainbow Book Company	.00 %
CATEGORY NOTES:	Rainbow Book Company would like to submit a NO BID as we do not supply these products. Please keep us on your active vendor list.
Really Good Stuff	.00 %
CATEGORY NOTES:	Really Good Stuff will offer free shipping on items weighing less than 70 pounds to KPC members. For items weighing more than 70 pounds, prices are as stated in our catalog or website with shipping and handling charges added to the subtotal of each order. See enclosed "Catalog Discount Terms" for reference.

ITEM NO. 3 - CLASSROOM AND OFFICE FURNISHINGS (4600130-1726254)

AWARD NOTES: Rejections: Ace Ed. - freight information supplied not acceptable. AFP - minimum order for free freight not acceptable. NASCO - multiple discounts not acceptable. John R. Green and Really Good Stuff - 0% discount not acceptable. Maxi Aids and School Outfitters LLC - shipping charges not acceptable. Troxell - cannot provide adequate coverage.

CATEGORY NOTES: The items required include (but are not limited to) activity tables, all easels, instructional carpets/rugs, book carts, utility carts, mobile file carts, and play furniture only (wooden/plastic). The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
ACE Educational Supplies	33.00 %
CATEGORY NOTES: Orders over \$10 after discount from our current catalog or website receive free shipping (add 20% of the retail price to items with UPS, Truck or FX-Grd symbols) www.ACEeducational.com	
OfficeMax	30.00 % *
CATEGORY NOTES: ITEMS NOT ON THE CORE LIST (NON-CORE ITEMS), BUT WHICH ARE IDENTIFIED IN THE BUSINESS SELECT (SOLUTIONS) CATALOG OR THE SCHOOL SOLUTIONS CATALOG (181652) THAT IS IN CIRCULATION AT THE TIME OF THE ORDER, WILL BE PRICED AT A DISCOUNT UP TO 30% OFF LIST PRICE, SUBJECT TO CERTAIN EXCLUSIONS AND CONDITIONS.	
School Specialty Inc.	25.00 % *
CATEGORY NOTES: Catalog List Price Less 34% on Supply items in the current School Specialty catalogs listed on cover letter Catalog List Price Less 25% on Furniture items in the current School Specialty catalogs listed on cover letter	
Kaplan Early Learning Company	19.00 % *
CATEGORY NOTES: Discount not applicable on gift certificates, playground equipment or surfacing, lofts, technology products, computers, curriculum and assessment items, professional development.	
S&S Worldwide	16.00 % *
CATEGORY NOTES: Discount is from current LIST price at the time of the order. Discount does not apply to sale prices, internet specials, or quantity breaks and cannot be used in combination with offer codes. Items labeled FOB dropship are ineligible for free shipping; freight will be prepaid and added to the invoice. Orders requiring a truck for delivery do not include liftgate and inside delivery services. If they are required please contact us for a quote. Installation, assembly, and removal of debris are not provided.	
ETA hand2mind	15.00 % *
CATEGORY NOTES: You will receive 15% off of all Catalog and Web Items. Please see the list of Exclusions below: Exclusions: Professional Development, ETA hand2mind Custom Kits including National Geographic NGSS Kits, Discovery Education STEM Camp kits, National and North Carolina 4-H kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.	
AFP Industries, Inc.	12.00 %
CATEGORY NOTES: www.afpschoolsupply.com	
KSS-Kentucky School Service	10.00 % *
CATEGORY NOTES: Other items to be included in this category (but not limited to):	

Note: * indicates a pending award.

Chalkboards, Bulletin Boards and White Boards larger than 30 in. x 40 in. Laminators. Classroom Carpets. Other furniture, such as, Chairs, Desks or Tables.

Learning Resources	10.00 % *
CATEGORY NOTES:	
Maxi Aids	10.00 %
CATEGORY NOTES:	
NASCO	10.00 %
CATEGORY NOTES: Discount percentage varies. Please see attached Nasco Pro-Forma for a listing of all catalogs and their respective discounts. Exceptions and exclusions listed at the bottom of the document.	
TFH (USA) LTD	9.00 % *
CATEGORY NOTES:	
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	
Troxell Communications, Inc.	6.00 %
CATEGORY NOTES:	
School Outfitters LLC	2.00 %
CATEGORY NOTES: Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com. Freight will be added to each order as a separate line item and will vary by item and manufacturer. Inside delivery, lift gate, installation, assembly, and removal of debris services are available upon request for an additional charge. Delivery times may vary by item and MFG and all items will drop ship from the MFG. Some items are made to order and their lead time will be clearly communicated at the time of order. Volume discounts are available - call for a quote! You must call, email, or chat to receive your contracted pricing.	
School Supply Specialty	1.00 % *
CATEGORY NOTES: The discount amount of 1 percent will be given off web site price.	
Discount School Supply	.00 %
CATEGORY NOTES: No Bid	
John R Green Co dba, Green Group Enterprises	.00 %
CATEGORY NOTES: Please call 800-354-9737 for a Special Quote	
Rainbow Book Company	.00 %
CATEGORY NOTES: Rainbow Book Company would like to submit a NO BID as we do not supply these products. Please keep us on your active vendor list.	
Really Good Stuff	.00 %
CATEGORY NOTES: Really Good Stuff will offer free shipping on items weighing less than 70 pounds to KPC members. For items weighing more than 70 pounds, prices are as stated in our catalog or website with shipping and handling charges added to the subtotal of each order. See enclosed "Catalog Discount Terms" for reference.	

ITEM NO. 4 - TEACHING AIDS & SUPPLIES (4600130-1722134)

AWARD NOTES: Rejections: Ace Ed. and John R. Green - freight information supplied not acceptable. AFP - minimum order for free freight not acceptable. Discount School Supply and NASCO - multiple discounts not

Note: * indicates a pending award.

acceptable. Maxi Aids, School Outfitters LLC, Nystrom Ed. - shipping charges not acceptable. Really Good Stuff and Resources for Reading - 0% discount and limited free shipping not acceptable. Music in Motion - 0% discount not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) bulletin board supplies, name plates, stamp sets, pocket charts, games, puzzles, globes, maps, flash cards, plastic storage bins, electronic teaching aids, instructional records, cassettes and compact discs, manipulative, etc. The percentage of discount will apply to all like items in this category from your catalog.

<u>VENDOR NAME</u>	<u>PERCENTAGE OF DISCOUNT</u>
School Specialty Inc.	34.00 % *
CATEGORY NOTES: Catalog List Price Less 34% on Supply items in the current School Specialty catalogs listed on cover letter Catalog List Price Less 25% on Furniture items in the current School Specialty catalogs listed on cover letter	
ACE Educational Supplies	33.00 %
CATEGORY NOTES: Orders over \$10 after discount from our current catalog or website receive free shipping (add 20% of the retail price to items with UPS, Truck or FX-Grd symbols) www.ACEeducational.com	
OfficeMax	30.00 % *
CATEGORY NOTES: ITEMS NOT ON THE CORE LIST (NON-CORE ITEMS), BUT WHICH ARE IDENTIFIED IN THE BUSINESS SELECT (SOLUTIONS) CATALOG OR THE SCHOOL SOLUTIONS CATALOG (181652) THAT IS IN CIRCULATION AT THE TIME OF THE ORDER, WILL BE PRICED AT A DISCOUNT UP TO 30% OFF LIST PRICE, SUBJECT TO CERTAIN EXCLUSIONS AND CONDITIONS.	
John R Green Co dba, Green Group Enterprises	25.00 %
CATEGORY NOTES: Free Shipping on Consumable Supplies	
Discount School Supply	20.00 %
CATEGORY NOTES: 20% off all Stock orders over \$250 and 15% off on all Stock orders under \$100	
KSS-Kentucky School Service	20.00 % *
CATEGORY NOTES:	
Saddleback Educational Publishing, Inc.	20.00 % *
CATEGORY NOTES: Please see the attached Terms letter for excluded items.	
Kaplan Early Learning Company	19.00 % *
CATEGORY NOTES: Discount not applicable on gift certificates, playground equipment or surfacing, lofts, technology products, computers, curriculum and assessment items, professional development.	
S&S Worldwide	16.00 % *
CATEGORY NOTES: Discount is from current LIST price at the time of the order. Discount does not apply to sale prices, internet specials, or quantity breaks and cannot be used in combination with offer codes. Items labeled FOB dropship are ineligible for free shipping; freight will be prepaid and added to the invoice. Orders requiring a truck for delivery do not include liftgate and inside delivery services. If they are required please contact us for a quote. Installation, assembly, and removal of debris are not provided.	
ETA hand2mind	15.00 % *
CATEGORY NOTES: You will receive 15% off of all Catalog and Web Items. Please see the list of Exclusions below: Exclusions: Professional Development, ETA hand2mind Custom Kits including National Geographic NGSS Kits, Discovery Education STEM Camp kits, National and North Carolina 4-H	

kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.

AFP Industries, Inc.	12.00 %
CATEGORY NOTES:	www.afpschoolsupply.com
Learning Resources	10.00 % *
CATEGORY NOTES:	
Maxi Aids	10.00 %
CATEGORY NOTES:	
NASCO	10.00 %
CATEGORY NOTES:	Discount percentage varies. Please see attached Nasco Pro-Forma for a listing of all catalogs and their respective discounts. Exceptions and exclusions listed at the bottom of the document.
Nystrom Education	10.00 %
CATEGORY NOTES:	For Nystrom Education 2016 Catalog; Expected publishing date of new catalog: January 2017. Contact Customer Service for more information: Ph: 800-421-4246 Email: access@nystromeducation.com Fax: 800-421-4246
Quill	10.00 % *
CATEGORY NOTES:	*See attached cover letter for exclusions
TFH (USA) LTD	9.00 % *
CATEGORY NOTES:	
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	
Follett School Solutions	5.00 % *
CATEGORY NOTES:	Please see attached Proposal for product offers and discount
Oriental Trading Company, Inc.	5.00 % *
CATEGORY NOTES:	
School Outfitters LLC	2.00 %
CATEGORY NOTES:	Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com. Freight will be added to each order as a separate line item and will vary by item and manufacturer. Inside delivery, lift gate, installation, assembly, and removal of debris services are available upon request for an additional charge. Delivery times may vary by item and MFG and all items will drop ship from the MFG. Some items are made to order and their lead time will be clearly communicated at the time of order. Volume discounts are available - call for a quote! You must call, email, or chat to receive your contracted pricing.
School Supply Specialty	.50 % *
CATEGORY NOTES:	The discount amount of .5 percent will be given off web site price.
MUSIC IN MOTION, INC	.00 %
CATEGORY NOTES:	Free S&H will be offered* *Free S&H does not apply to heavy, oversized or drop ship items. Please see S&H Info sheet attached for shipping rates on these items.
Rainbow Book Company	.00 %
CATEGORY NOTES:	Rainbow Book Company would like to submit a NO BID as we do not

Note: * indicates a pending award.

supply these products. Please keep us on your active vendor list.

Really Good Stuff	.00 %
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CATEGORY NOTES: Really Good Stuff will offer free shipping on items weighing less than 70 pounds to KPC members. For items weighing more than 70 pounds, prices are as stated in our catalog or website with shipping and handling charges added to the subtotal of each order. See enclosed "Catalog Discount Terms" for reference.

Resources for Reading, Inc	.00 %
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CATEGORY NOTES: prices already discounted up to 48% off List. Catalog online only at www.ABCstuff.com Shipping is an additional 10% with minimum shipping of \$10.00

ITEM NO. 5 - PLAY AND RECESS AIDS (4600130-2013632)

AWARD NOTES: Rejections: Ace Ed. and John R. Green - freight information supplied not acceptable. AFP - minimum order for free freight not acceptable. Discount School Supply and NASCO - multiple discounts not acceptable. Maxi Aids and School Outfitters LLC - shipping charges not acceptable. Really Good Stuff - 0% discount not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) playground balls, jump ropes, riding toys, etc. The percentage of discount will apply to all like items in this category from your catalog.

VENDOR NAME

PERCENTAGE
OF DISCOUNT

School Specialty Inc.

34.00 % *

CATEGORY NOTES: Catalog List Price Less 34% on Supply items in the current School Specialty catalogs listed on cover letter Catalog List Price Less 25% on Furniture items in the current School Specialty catalogs listed on cover letter

ACE Educational Supplies	33.00 %
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CATEGORY NOTES: Orders over \$10 after discount from our current catalog or website receive free shipping (add 20% of the retail price to items with UPS, Truck or FX-Grd symbols) www.ACEeducational.com

OfficeMax	30.00 % *
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CATEGORY NOTES: ITEMS NOT ON THE CORE LIST (NON-CORE ITEMS), BUT WHICH ARE IDENTIFIED IN THE BUSINESS SELECT (SOLUTIONS) CATALOG OR THE SCHOOL SOLUTIONS CATALOG (181652) THAT IS IN CIRCULATION AT THE TIME OF THE ORDER, WILL BE PRICED AT A DISCOUNT UP TO 30% OFF LIST PRICE, SUBJECT TO CERTAIN EXCLUSIONS AND CONDITIONS.

John R Green Co dba, Green Group Enterprises	25.00 %
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CATEGORY NOTES: Free Shipping on Consumable Supplies

Discount School Supply	20.00 %
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CATEGORY NOTES: 20% off all Stock orders over \$250 and 15% off on all Stock orders under \$100

KSS-Kentucky School Service	20.00 % *
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CATEGORY NOTES:

Kaplan Early Learning Company	19.00 % *
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CATEGORY NOTES: Discount not applicable on gift certificates, playground equipment or surfacing, lofts, technology products, computers, curriculum and assessment items, professional development.

S&S Worldwide	16.00 % *
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Note: * indicates a pending award.

CATEGORY NOTES: Discount is from current LIST price at the time of the order. Discount does not apply to sale prices, internet specials, or quantity breaks and cannot be used in combination with offer codes. Items labeled FOB dropship are ineligible for free shipping; freight will be prepaid and added to the invoice. Orders requiring a truck for delivery do not include liftgate and inside delivery services. If they are required please contact us for a quote. Installation, assembly, and removal of debris are not provided.

ETA hand2mind 15.00 % *

CATEGORY NOTES: You will receive 15% off of all Catalog and Web Items. Please see the list of Exclusions below: Exclusions: Professional Development, ETA hand2mind Custom Kits including National Geographic NGSS Kits, Discovery Education STEM Camp kits, National and North Carolina 4-H kits, and kits for use with Great Minds' Eureka Math Curriculum are excluded from catalog discount. Special promotions, sale items, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.

AFP Industries, Inc. 12.00 %

CATEGORY NOTES: www.afpschoolsupply.com

Learning Resources 10.00 % *

CATEGORY NOTES:

Maxi Aids 10.00 %

CATEGORY NOTES:

NASCO 10.00 %

CATEGORY NOTES: Discount percentage varies. Please see attached Nasco Pro-Forma for a listing of all catalogs and their respective discounts. Exceptions and exclusions listed at the bottom of the document.

Quill 10.00 % *

CATEGORY NOTES: *See attached cover letter for exclusions

Lakeshore Learning Materials 7.00 % *

CATEGORY NOTES:

School Outfitters LLC 2.00 %

CATEGORY NOTES: Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com. Freight will be added to each order as a separate line item and will vary by item and manufacturer. Inside delivery, lift gate, installation, assembly, and removal of debris services are available upon request for an additional charge. Delivery times may vary by item and MFG and all items will drop ship from the MFG. Some items are made to order and their lead time will be clearly communicated at the time of order. Volume discounts are available - call for a quote! You must call, email, or chat to receive your contracted pricing.

School Supply Specialty 1.00 % *

CATEGORY NOTES: The discount amount of 1 percent will be given off web site price.

BIO CORPORATION .00 %

CATEGORY NOTES: no bid

Rainbow Book Company .00 %

CATEGORY NOTES: Rainbow Book Company would like to submit a NO BID as we do not supply these products. Please keep us on your active vendor list.

Really Good Stuff .00 %

CATEGORY NOTES: Really Good Stuff will offer free shipping on items weighing less than 70

pounds to KPC members. For items weighing more than 70 pounds, prices are as stated in our catalog or website with shipping and handling charges added to the subtotal of each order. See enclosed "Catalog Discount Terms" for reference.
