

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

BID TABULATION

BID ID: 7643

APPROVAL DATE: January 08, 2019

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

DATE BIDS RECEIVED: November 19, 2018

CONTRACT PERIOD: From March 01, 2019 through February 29, 2020

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
Attainment Company	5% Catalog discount excludes bundled packages Standard S/H applies to orders Guarantee: Everything we sell is completely guaranteed. If you're not satisfied with your purchase, return it within 30 days for a full price refund, replacement or exchange.	We accept MasterCard, Visa, Discover, purchase orders, checks, and money orders payable to Attainment Company, Inc.
Aves Audio Visual Systems, Inc	Please see our discount catalogs attached for each item number.	Net30
Blick Art Materials	See Blick discount offer letter attached for terms, conditions and exclusions.	Net 30, with approved credit account in good standing.
Cascade School Supplies	14 Days/ARO	30 Days
Discount School Supply		
ETA hand2mind	Delivery in 5-7 business days on in stock items, 30 days on back orders.	Net 30 Day
Follett School Solutions	Items included on this bid: library books, classroom books, textbooks (used and pre-owned)and additional classroom items. See bid letter attached for discount and product information.	Net 30 days
istation	Software as a Service subscription model	Invoices due upon receipt.
John R Green Co		Net 30
Kamico Instructional Media, Inc.	KAMICO accepts cash, check, credit card, and electronic direct deposit. KAMICO offers a 0-15% discount depending on item and quantity. KAMICO offers free shipping on all orders with no minimum order requirement.	Net 90 ARO
Kaplan Early Learning Company	Please refer to Bid 7643 on purchase orders. Delivery 7-10 days	Net 30 days
Kentucky Mudworks, LLC	1a.Yes 1b.No, but woman-owned 2.KY Mudworks, LLC, 825 National Avenue, Lexington, KY 40502, 859-389-9681 www.kymudworks.com info@kymudworks.com 3. Ky Mudworks, LLC 825 National Ave, Lexington, Ky 40502 4. 1-9 days ARO	Payment terms are net 30.
KSS-Kentucky School Service	1 a. Yes 1 b. No 2.KSS-Kentucky School Service, P. O. Box 886, Elizabethtown, KY 42702 800-626-4405 3.same as above 4.Most orders will be delivered within 14 days 5.Backorders will only be cancelled at your request OR when an item is no longer available	You may take an additional 10% discount on any invoice paid within 20 days.
Lakeshore Learning Materials	Please reference "per bid# 7643" on all purchase orders. Discount not applicable on sale items. Delivery in 7-10 business days ARO. Visit us at our website: www.LakeshoreLearning.com	Net 30
MUSIC IN MOTION, INC	Bid Number must be referenced on all Purchase Orders and Quote Requests to receive bid discount.	Net 30
NASCO	QT#35239	Net 30 with approved credit
National School Products	NET 30	NET 30

Office Depot	Office Depot is responding with 40% off. Further details are in the category pricing. We are not claiming Kentucky residency, so the Reciprocal Preference form has not been included.	Net 30 days from invoice date
Oriental Trading Company, Inc.	Delivery in 7 business days	Net 30 days
Pitsco Education	Our bid # 725635 must be referenced on all purchase orders to be processed properly.	Net30
Positive Promotions		
Pyramid School Products Inc.	MINIMUM ORDER FOR PREPAID FREIGHT IS \$95.00. ORDERS UNDER \$95.00 WILL BE CHARGED \$9.50 SHIPPING. NO FREE FREIGHT ON FURNITURE OR EQUIPMENT.	NET 30
Quill	QUILL BID 18-17726	Net 30
Really Good Stuff	Please see attached agreement	Net 30
Renaissance Learning Inc.		Net 30 days
S&S Worldwide	Please reference bid#7643% on all correspondence to receive special pricing. Please visit www.swww.com to see a list of all of our products.	Net 30 Days
SCHOLASTIC LIBRARY PUBLISHING		Net 30 days
School Outfitters LLC	Discounts are offered off of our discounted prices on our website: www.schooloutfitters.com . Shipping will be added to each order as a separate line item and will vary by item.	Net 30 days
School Specialty Inc.		
Staples Advantage	This proposal provides pricing to which Staples is hereby committed. Legal or business terms, covenants and conditions are subject to further discussion and good faith negotiations between the parties.	Staples' standard payment terms are Net 30 days.
Wood Etc. Corp.	1. Shipping cost will be prepaid and added to final invoice. 2. Installation is not included in price of items. 3. Bid pricing ranges from 5% to 30% off list prices dependent on manufacturer.	Net 30

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

AWARD NOTES: Rejections: Blick Art Materials, Discount School Supply, Pyramid and School Outfitters, LLC – shipping charges not acceptable. Cascade School Supplies - past vendor performance not acceptable. Follett School Solutions - catalog items do not provide adequate coverage. Pitsco - minimum order not acceptable. Quill - multiple discounts not acceptable.

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>
Office Depot	40.00 % *
CATEGORY NOTES: Proposed discount is 40% off our Office Depot General Business Catalog, Select Catalog and School Catalog. All pricing will be available on our business website at www.business.officedepot.com . Below are the links to our digital catalogs. Print catalogs will be provided to the district at no charge. https://view.publitas.com/office-depot-digital/business-solutions https://view.publitas.com/office-depot-digital/business-select https://view.publitas.com/office-depot-digital/school-solutions	
Cascade School Supplies	35.00 %
CATEGORY NOTES:	
School Specialty Inc.	34.00 % *
CATEGORY NOTES: 34% off supply items, 25% off furniture & equipment items	
John R Green Co	30.00 % *
CATEGORY NOTES: Discount off Catalog Prices and Free Shipping on all items.	
Staples Advantage	27.00 % *
CATEGORY NOTES: The Staples Merchandising team has ultimate authority as to how items are categorized in its full line catalog assortment and will provide the discount percentage that applies to it, making it consistent and clear for JCPS associates to determine their discounted invoiced price. Please see the attached Excel file entitled "Staples Category Discount Summary Bid # 7643" for additional specifics. Please Note: Discounts apply to the current LIST price for all items featured in our current year FULL LINE CATALOG. Pricing for all other items will be featured on the Staples Ecommerce site set up for Jefferson County Board of Education. Staples reserves the right not to sell any item below our Purchase Order Cost.	
Blick Art Materials	20.00 %
CATEGORY NOTES: Discount Terms Catalog "EACH" price less 20% Valid from Blick's current Materials for Art Education annual catalog only (Item numbers will begin with C for 2018. Letters will change annually between A, B, or C) Free freight on orders of \$49 or more after discount (See below for exclusions) Force Majeure Statement: Due to potential tariff changes in 2019 and market conditions beyond Blick's control, we reserve the right to increase catalog prices on impacted products during the course of the year. Blick will make every effort to deflect cost increases to minimize the impact to our customers (Blick has not increased catalog prices mid-year in the past decade). Unfortunately, current market predictions indicate significant cost increases that Blick may not be able to fully absorb. Discount Exclusions Sale catalogs You will receive the lower of the sale price or catalog discount off the "REG" price. Web prices 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	

Note: * indicates a pending award.

discount code box in your shopping cart. 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. Other Cannot be used in conjunction with additional coupons or other promotions. Free Freight Exclusions Oversized or heavy weight items (i.e. paper rolls, linoleum rolls, Master Etch or 999 presses, or any item indicating additional handling) 50-lb boxes of clay or ANY modeling material totaling 50-lbs or greater in weight Drop-ship items (any item with the letter F in the catalog item # prefix or noted as factory-direct online) When ordering sheets of paper or board larger than 18" x 24" in quantities of less than 10, a per-order handling fee applies. Paper or boards may be assorted to reach the quantity of 10.

Discount School Supply	20.00 %	
CATEGORY NOTES:	20% discount applies to stock items only.	
KSS-Kentucky School Service	20.00 %	*
CATEGORY NOTES:	You may take an additional 10% discount on any invoice paid within 20 days.	
Quill	20.00 %	
CATEGORY NOTES:	Discounts vary from 5%-25%. See Quill cover letter for discount categories and exclusions	
S&S Worldwide	18.00 %	*
CATEGORY NOTES:	Discount is of of list price. Cannot be combined with sale price, offer codes, or quantity breaks pricing. Free freight on stock items. Items labeled FOB/Dropship are not eligible for free freight and freight will be charged.	
Kaplan Early Learning Company	17.00 %	*
CATEGORY NOTES:		
ETA hand2mind	15.00 %	*
CATEGORY NOTES:		
Kentucky Mudworks, LLC	10.00 %	*
CATEGORY NOTES:		
NASCO	10.00 %	*
CATEGORY NOTES:	See attached for exclusion details.	
National School Products	10.00 %	*
CATEGORY NOTES:		
Pyramid School Products Inc.	10.00 %	
CATEGORY NOTES:	MINIMUM ORDER FOR PREPAID FREIGHT IS \$95.00. ORDERS UNDER \$95.00 WILL BE CHARGED \$9.50 SHIPPING. NO FREE FREIGHT ON FURNITURE OR EQUIPMENT.	
Lakeshore Learning Materials	7.00 %	*
CATEGORY NOTES:	Discount not applicable on sale items. FREE freight, no minimum!	
Follett School Solutions	5.00 %	
CATEGORY NOTES:	See bid letter for product information.	
Oriental Trading Company, Inc.	5.00 %	*
CATEGORY NOTES:		
Positive Promotions	5.00 %	*

Note: * indicates a pending award.

CATEGORY NOTES:

Really Good Stuff	3.00 % *
CATEGORY NOTES: See attached agreement	
Pitsco Education	2.00 %
CATEGORY NOTES: Orders must be \$100.00 and greater to receive the discount.	
School Outfitters LLC	2.00 %
CATEGORY NOTES: • Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com • Shipping 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 for an additional charge. • Installation will be quoted using non-union wages unless requested by the customer at the time of quote. • Delivery times may vary by item and manufacturer and all items will drop ship from the manufacturer. Some items are made to order and their delivery time will be clearly communicated at the time of order. • Volume discounts are available – call for a quote! • You must call to receive your contracted prices.	

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

AWARD NOTES: Rejections: Cascade School Supplies - past vendor performance not acceptable. Discount School Supply, Pyramid and School Outfitters, LLC - shipping charges not acceptable. Follett School Solutions - catalog items do not provide adequate coverage. Quill and Wood Etc. Corp. - multiple discounts 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>
Office Depot	40.00 % *
CATEGORY NOTES: Proposed discount is 40% off our Office Depot General Business Catalog, Select Catalog and School Catalog. All pricing will be available on our business website at www.business.officedepot.com . Below are the links to our digital catalogs. Print catalogs will be provided to the district at no charge. https://view.publitas.com/office-depot-digital/business-solutions https://view.publitas.com/office-depot-digital/business-select https://view.publitas.com/office-depot-digital/school-solutions	
Wood Etc. Corp.	30.00 %
CATEGORY NOTES: 1. Shipping cost will be prepaid and added to final invoice. 2. Installation is not included in price of items. 3. Bid pricing ranges from 5% to 30% off list prices dependent on manufacturer.	
Staples Advantage	27.00 % *
CATEGORY NOTES: The Staples Merchandising team has ultimate authority as to how items are categorized in its full line catalog assortment and will provide the discount percentage that applies to it, making it consistent and clear for JCPS associates to determine their discounted invoiced price. Please see the attached Excel file entitled "Staples Category Discount Summary Bid # 7643" for additional specifics. Please Note: Discounts apply to the current LIST price for all items featured in our current year FULL LINE CATALOG. Pricing for all other items will be featured on the Staples Ecommerce site set up for Jefferson County Board of Education. Staples reserves the right not to sell any item below our	

Purchase Order Cost.

School Specialty Inc.	25.00 % *
CATEGORY NOTES:	34% off supply items, 25% off furniture & equipment items
Discount School Supply	20.00 %
CATEGORY NOTES:	20% discount applies to stock items only.
Quill	20.00 %
CATEGORY NOTES:	Discounts vary from 5%-25%. See Quill cover letter for discount categories and exclusions
S&S Worldwide	18.00 % *
CATEGORY NOTES:	Discount is of of list price. Cannot be combined with sale price, offer codes, or quantity breaks pricing. Free freight on stock items. Items labeled FOB/Dropship are not eligible for free freight and freight will be charged.
Kaplan Early Learning Company	17.00 % *
CATEGORY NOTES:	
Cascade School Supplies	15.00 %
CATEGORY NOTES:	
John R Green Co	10.00 % *
CATEGORY NOTES:	Discount off Catalog Prices and Free Shipping on all items.
Kentucky Mudworks, LLC	10.00 % *
CATEGORY NOTES:	
KSS-Kentucky School Service	10.00 % *
CATEGORY NOTES:	You may take an additional 10% discount on any invoice paid within 20 days.
NASCO	10.00 % *
CATEGORY NOTES:	See attached for exclusion details.
Pyramid School Products Inc.	10.00 %
CATEGORY NOTES:	MINIMUM ORDER FOR PREPAID FREIGHT IS \$95.00. ORDERS UNDER \$95.00 WILL BE CHARGED \$9.50 SHIPPING. NO FREE FREIGHT ON FURNITURE OR EQUIPMENT.
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	Discount not applicable on sale items. FREE freight, no minimum!
Follett School Solutions	5.00 %
CATEGORY NOTES:	See bid letter for product information.
Oriental Trading Company, Inc.	5.00 % *
CATEGORY NOTES:	
Positive Promotions	5.00 % *
CATEGORY NOTES:	
Really Good Stuff	3.00 % *
CATEGORY NOTES:	See attached agreement
School Outfitters LLC	2.00 %
CATEGORY NOTES:	<ul style="list-style-type: none"> • Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com • Shipping 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

Note: * indicates a pending award.

services are available for an additional charge. • Installation will be quoted using non-union wages unless requested by the customer at the time of quote. • Delivery times may vary by item and manufacturer and all items will drop ship from the manufacturer. Some items are made to order and their delivery time will be clearly communicated at the time of order. • Volume discounts are available – call for a quote! • You must call to receive your contracted prices.

National School Products	.00 %
CATEGORY NOTES: WE DO NOT CARRY THESE ITEMS	

ITEM NO. 3 - CLASSROOM MISCELLANEOUS ACCESSORIES (4600130-1726254)

AWARD NOTES: Rejections: Aves Audio Visual Sys. and Follett School Solutions - catalog items do not provide adequate coverage. Cascade School Supplies - past vendor performance not acceptable. Discount School Supply, Pyramid and School Outfitters, LLC - shipping charges not acceptable. Music In Motion - 0% discount not acceptable. Pitsco - minimum order not acceptable. Quill and Wood Etc. Corp. - multiple discounts not acceptable.

CATEGORY NOTES: The items required include (but are not limited to) all easels, instructional carpets, bean bags, stability balls, pretend play kitchens and doll beds, 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>
Office Depot	40.00 % *
CATEGORY NOTES: Proposed discount is 40% off our Office Depot General Business Catalog, Select Catalog and School Catalog. All pricing will be available on our business website at www.business.officedepot.com . Below are the links to our digital catalogs. Print catalogs will be provided to the district at no charge. https://view.publitas.com/office-depot-digital/business-solutions https://view.publitas.com/office-depot-digital/business-select https://view.publitas.com/office-depot-digital/school-solutions	
School Specialty Inc.	34.00 % *
CATEGORY NOTES: 34% off supply items, 25% off furniture & equipment items	
Staples Advantage	27.00 % *
CATEGORY NOTES: The Staples Merchandising team has ultimate authority as to how items are categorized in its full line catalog assortment and will provide the discount percentage that applies to it, making it consistent and clear for JCPS associates to determine their discounted invoiced price. Please see the attached Excel file entitled "Staples Category Discount Summary Bid # 7643" for additional specifics. Please Note: Discounts apply to the current LIST price for all items featured in our current year FULL LINE CATALOG. Pricing for all other items will be featured on the Staples Ecommerce site set up for Jefferson County Board of Education. Staples reserves the right not to sell any item below our Purchase Order Cost.	
Discount School Supply	20.00 %
CATEGORY NOTES: 20% discount applies to stock items only.	
Quill	20.00 %
CATEGORY NOTES: Discounts vary from 5%-25%. See Quill cover letter for discount categories and exclusions	
S&S Worldwide	18.00 % *
CATEGORY NOTES: Discount is of of list price. Cannot be combined with sale price, offer	

Note: * indicates a pending award.

codes, or quantity breaks pricing. Free freight on stock items. Items labeled FOB/Dropship are not eligible for free freight and freight will be charged.

Kaplan Early Learning Company	17.00 % *
CATEGORY NOTES:	
Cascade School Supplies	15.00 %
CATEGORY NOTES:	
ETA hand2mind	15.00 % *
CATEGORY NOTES:	
Wood Etc. Corp.	15.00 %
CATEGORY NOTES:	1. Shipping cost will be prepaid and added to final invoice. 2. Installation is not included in price of items. 3. Bid pricing ranges from 5% to 30% off list prices dependent on manufacturer.
John R Green Co	10.00 % *
CATEGORY NOTES:	Discount off Catalog Prices and Free Shipping on all items.
KSS-Kentucky School Service	10.00 % *
CATEGORY NOTES:	Other items to be included in this category (but not limited to): Chalkboards, Bulletin Boards and White Boards larger than 30 in. x 40 in. Laminators. Classroom Carpets. Other furniture, such as, Chairs, Desks or Tables. You may take an additional 10% discount on any invoice paid within 20 days.
NASCO	10.00 % *
CATEGORY NOTES:	10-20% The percentage off depends on which catalog the item came from. See attached for exclusion details.
National School Products	10.00 % *
CATEGORY NOTES:	
Pyramid School Products Inc.	10.00 %
CATEGORY NOTES:	MINIMUM ORDER FOR PREPAID FREIGHT IS \$95.00. ORDERS UNDER \$95.00 WILL BE CHARGED \$9.50 SHIPPING. NO FREE FREIGHT ON FURNITURE OR EQUIPMENT.
Aves Audio Visual Systems, Inc	7.00 %
CATEGORY NOTES:	see attached discount catalog
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	Discount not applicable on sale items. FREE freight, no minimum!
Follett School Solutions	5.00 %
CATEGORY NOTES:	See bid letter for product information.
Oriental Trading Company, Inc.	5.00 % *
CATEGORY NOTES:	
Positive Promotions	5.00 % *
CATEGORY NOTES:	
Really Good Stuff	3.00 % *
CATEGORY NOTES:	See attached agreement
Pitsco Education	2.00 %
CATEGORY NOTES:	Orders must be \$100.00 and greater to receive the discount.
School Outfitters LLC	2.00 %

Note: * indicates a pending award.

CATEGORY NOTES: • Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com • Shipping 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 for an additional charge. • Installation will be quoted using non-union wages unless requested by the customer at the time of quote. • Delivery times may vary by item and manufacturer and all items will drop ship from the manufacturer. Some items are made to order and their delivery time will be clearly communicated at the time of order. • Volume discounts are available – call for a quote! • You must call to receive your contracted prices.

MUSIC IN MOTION, INC .00 %

CATEGORY NOTES: Free Shipping & Handling, however, heavy, oversized and drop ship items do not qualify for Free S&H.

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

AWARD NOTES: Rejections: Attainment Company, Discount School Supply, Pyramid and School Outfitters, LLC - shipping charges not acceptable. Aves Audio Visual Sys. and Follett School Solutions - catalog items do not provide adequate coverage. Cascade School Supplies - past vendor performance not acceptable. istation, Kamico, Music in Motion, Renaissance and Scholastic Library Pub. - 0% discount not acceptable. Pitsco - minimum order not acceptable. Quill - multiple discounts 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, compact discs, and manipulatives, 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>
Office Depot	40.00 % *
CATEGORY NOTES: Proposed discount is 40% off our Office Depot General Business Catalog, Select Catalog and School Catalog. All pricing will be available on our business website at www.business.officedepot.com Below are the links to our digital catalogs. Print catalogs will be provided to the district at no charge. https://view.publitas.com/office-depot-digital/business-solutions https://view.publitas.com/office-depot-digital/business-select https://view.publitas.com/office-depot-digital/school-solutions	
Cascade School Supplies	35.00 %
CATEGORY NOTES: EXCEPTION OF DROP SHIP ITEMS & FURNITURE	
School Specialty Inc.	34.00 % *
CATEGORY NOTES: 34% off supply items, 25% off furniture & equipment items	
John R Green Co	30.00 % *
CATEGORY NOTES: Discount off Catalog Prices and Free Shipping on all items.	
Staples Advantage	27.00 % *
CATEGORY NOTES: The Staples Merchandising team has ultimate authority as to how items are categorized in its full line catalog assortment and will provide the discount percentage that applies to it, making it consistent and clear for JCPS associates to determine their discounted invoiced price. Please see the attached Excel file entitled "Staples Category Discount Summary Bid # 7643" for additional specifics. Please Note: Discounts apply to the current LIST price for all items featured in our current year FULL LINE CATALOG. Pricing for all other items will be featured on the	

Staples Ecommerce site set up for Jefferson County Board of Education. Staples reserves the right not to sell any item below our Purchase Order Cost.

Discount School Supply	20.00 %
CATEGORY NOTES:	20% discount applies to stock items only.
KSS-Kentucky School Service	20.00 % *
CATEGORY NOTES:	You may take an additional 10% discount on any invoice paid within 20 days.
Quill	20.00 %
CATEGORY NOTES:	Discounts vary from 5%-25%. See Quill cover letter for discount categories and exclusions.
S&S Worldwide	18.00 % *
CATEGORY NOTES:	Discount is of of list price. Cannot be combined with sale price, offer codes, or quantity breaks pricing. Free freight on stock items. Items labeled FOB/Dropship are not eligible for free freight and freight will be charged.
Kaplan Early Learning Company	17.00 % *
CATEGORY NOTES:	See scanned document for exclusions to discount.
ETA hand2mind	15.00 % *
CATEGORY NOTES:	
NASCO	10.00 % *
CATEGORY NOTES:	10-20% The percentage off depends on which catalog the item came from. See attached for exclusion details.
National School Products	10.00 % *
CATEGORY NOTES:	
Pyramid School Products Inc.	10.00 %
CATEGORY NOTES:	MINIMUM ORDER FOR PREPAID FREIGHT IS \$95.00. ORDERS UNDER \$95.00 WILL BE CHARGED \$9.50 SHIPPING. NO FREE FREIGHT ON FURNITURE OR EQUIPMENT.
Aves Audio Visual Systems, Inc	7.00 %
CATEGORY NOTES:	See attached discount catalog
Lakeshore Learning Materials	7.00 % *
CATEGORY NOTES:	Discount not applicable on sale items. FREE freight, no minimum!
Attainment Company	5.00 %
CATEGORY NOTES:	5% discount for Teaching aids and supplies excludes bundled packages as they are already discounted. volumes orders may qualify for additional discounts, contact Attainment for more information. 800-327-4269 Attainment website: https://www.attainmentcompany.com/ Standard Shipping and Handling applies
Follett School Solutions	5.00 %
CATEGORY NOTES:	See bid letter for product information.
Oriental Trading Company, Inc.	5.00 % *
CATEGORY NOTES:	
Positive Promotions	5.00 % *
CATEGORY NOTES:	
Really Good Stuff	3.00 % *

Note: * indicates a pending award.

CATEGORY NOTES:	See attached agreement	
Pitsco Education		2.00 %
CATEGORY NOTES:	Orders must be \$100.00 and greater to receive the discount.	
School Outfitters LLC		2.00 %
CATEGORY NOTES:	<ul style="list-style-type: none"> • Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com • Shipping 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 for an additional charge. • Installation will be quoted using non-union wages unless requested by the customer at the time of quote. • Delivery times may vary by item and manufacturer and all items will drop ship from the manufacturer. Some items are made to order and their delivery time will be clearly communicated at the time of order. • Volume discounts are available – call for a quote! • You must call to receive your contracted prices. 	
Istation		.00 %
CATEGORY NOTES:	Please contact Ann Patterson at Istation for a quote. 1-866-883-7323	
Kamico Instructional Media, Inc.		.00 %
CATEGORY NOTES:	KAMICO offers a 0-15% discount depending on item and quantity. KAMICO's everyday prices are competitive with other companies' discounted prices.	
MUSIC IN MOTION, INC		.00 %
CATEGORY NOTES:	Free Shipping & Handling, however, heavy, oversized and drop ship items do not qualify for Free S&H.	
Renaissance Learning Inc.		.00 %
CATEGORY NOTES:	Please refer to the attached 2018 pricing for available products and services; volume discounts and/or promotional offers may apply to orders.	
SCHOLASTIC LIBRARY PUBLISHING		.00 %
CATEGORY NOTES:	The discount percentages vary based on the product and your system will not accept a range. TrueFlix, FreedomFlix, ScienceFlix, Teachables, & Watch & Learn are priced by number of buildings. Scholastic Go is priced by the number of students.	

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

AWARD NOTES:	Rejections: Cascade School Supplies - past vendor performance not acceptable. Discount School Supply and School Outfitters, LLC - shipping charges not acceptable. Quill and Wood Etc. Corp. - multiple discounts 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.	
<u>VENDOR NAME</u>		<u>PERCENTAGE OF DISCOUNT</u>
Office Depot		40.00 % *
CATEGORY NOTES:	<p>Proposed discount is 40% off our Office Depot General Business Catalog, Select Catalog and School Catalog. All pricing will be available on our business website at www.business.officedepot.com. Below are the links to our digital catalogs. Print catalogs will be provided to the district at no charge.</p> <p>https://view.publitas.com/office-depot-digital/business-solutions https://view.publitas.com/office-depot-digital/business-select https://view.publitas.com/office-depot-digital/school-solutions</p>	

Note: * indicates a pending award.

Cascade School Supplies	35.00 %	
CATEGORY NOTES:	EXCEPTION OF DROP SHIP ITEMS	
School Specialty Inc.	34.00 %	*
CATEGORY NOTES:	34% off supply items, 25% off furniture & equipment items	
John R Green Co	30.00 %	*
CATEGORY NOTES:	Discount off Catalog Prices and Free Shipping on all items.	
Staples Advantage	27.00 %	*
CATEGORY NOTES:	The Staples Merchandising team has ultimate authority as to how items are categorized in its full line catalog assortment and will provide the discount percentage that applies to it, making it consistent and clear for JCPS associates to determine their discounted invoiced price. Please see the attached Excel file entitled "Staples Category Discount Summary Bid # 7643" for additional specifics. Please Note: Discounts apply to the current LIST price for all items featured in our current year FULL LINE CATALOG. Pricing for all other items will be featured on the Staples Ecommerce site set up for Jefferson County Board of Education. Staples reserves the right not to sell any item below our Purchase Order Cost.	
Wood Etc. Corp.	27.00 %	
CATEGORY NOTES:	1. Shipping cost will be prepaid and added to final invoice. 2. Installation is not included in price of items. 3. Bid pricing ranges from 5% to 30% off list prices dependent on manufacturer.	
Discount School Supply	20.00 %	
CATEGORY NOTES:	20% discount applies to stock items only.	
KSS-Kentucky School Service	20.00 %	*
CATEGORY NOTES:	You may take an additional 10% discount on any invoice paid within 20 days.	
Quill	20.00 %	
CATEGORY NOTES:	Discounts vary from 5%-25%. See Quill cover letter for discount categories and exclusions	
S&S Worldwide	18.00 %	*
CATEGORY NOTES:	Discount is of of list price. Cannot be combined with sale price, offer codes, or quantity breaks pricing. Free freight on stock items. Items labeled FOB/Dropship are not eligible for free freight and freight will be charged.	
Kaplan Early Learning Company	17.00 %	*
CATEGORY NOTES:	Discount does not apply to outdoor structures.	
NASCO	10.00 %	*
CATEGORY NOTES:	See attached for exclusion details.	
National School Products	10.00 %	*
CATEGORY NOTES:		
Lakeshore Learning Materials	7.00 %	*
CATEGORY NOTES:	Discount not applicable on sale items. FREE freight, no minimum!	
Oriental Trading Company, Inc.	5.00 %	*
CATEGORY NOTES:		
Positive Promotions	5.00 %	*
CATEGORY NOTES:		

Note: * indicates a pending award.

Really Good Stuff	3.00 % *
CATEGORY NOTES:	See attached agreement
School Outfitters LLC	2.00 %
CATEGORY NOTES:	<ul style="list-style-type: none"> • Discounts are being offered off of our already discounted prices on our website: www.schooloutfitters.com • Shipping 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 for an additional charge. • Installation will be quoted using non-union wages unless requested by the customer at the time of quote. • Delivery times may vary by item and manufacturer and all items will drop ship from the manufacturer. Some items are made to order and their delivery time will be clearly communicated at the time of order. • Volume discounts are available – call for a quote! • You must call to receive your contracted prices.
Follett School Solutions	.00 %
CATEGORY NOTES:	No Bid