

**ANNE ARUNDEL COUNTY PUBLIC SCHOOLS IN COOPERATION WITH
THE BALTIMORE REGIONAL COOPERATIVE PURCHASING COMMITTEE
CONTRACT 18CM-174**

MATERIALS OF INSTRUCTION (MOI) CATALOG DISCOUNT PROGRAM

Term: 8/22/18 through 8/21/20 with 4 - one year extension options

SUMMARY OF RESULTS

Awardees	Attainment Company AACPS Vendor ID VC0000001139	Barnes & Noble AACPS Vendor ID VC0000001645	Becker School Supplies AACPS Vendor ID VC0000001729	Blick Art Materials AACPS Vendor ID VC0000001926	Demco, Inc. AACPS Vendor ID VC0000005017
1. Must Reference when ordering	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Also reference catalog code C6MD07	AACPS Contract # 18CM-174 Also reference catalog code C6MD07
2. Discounts	7% catalog discount for MOI catalog purchases. Vendor may offer a higher discount for high volume purchases.	0%-25% discount for MOI catalog purchases	10% discount for MOI catalog purchases	20% discount for MOI catalog purchases	18% discount for MOI catalog purchases
3. Shipping	Standard shipping and handling applies to orders placed. Contact vendor for quote.	Contact vendor for shipping costs	All orders under \$90.00 incur shipping charge of 15% with a minimum of \$7.50 No shipping costs on orders of \$90.00 or more after discount taken	Free shipping on orders over \$49.00. Freight exclusion oversized or heavy weight 50-lb boxes of clay drop ship with item F	Free FedEx Ground Shipping over \$75.00 (after discount) Under \$75.00 Call for estimate.
4. Exceptions	None	None	None	Exceptions apply contact vendor for details	Detail list on www.demco.com Search "Exclusions"
5. Sales Representative	Kandi Lockard 800-327-4269 Phone bidspec@attainmentcompany.com	Tracy Vidakovich 212-352-3954 Phone businessdevelopmentbids@bn.com	Brigitte Shellenberger 302-740-6500 Phone brigitte.shellenberger@bjinc.com	Tamby Peterson 800-704-7744 Phone t.peterson@dickeclick.com	Kristopher L. Snow 888-211-3072 Phone 888-329-4728 Fax kriss@demco.com

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Awardees	EAI Education AACPS Vendor ID VC000005636	ETA hand2mind AACPS Vendor ID VC000005694	Kaplan Early Learning AACPS Vendor ID VC000009564	Kurtz Bros. AACPS Vendor ID VC000009762	Lakeshore Learning AACPS Vendor ID VC0000010131
1. Must Reference when ordering	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Also reference bid quote #243363	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174
2. Discounts	15% catalog discount for MOI catalog purchases	15% catalog discount for MOI catalog purchases	15% catalog discount for MOI catalog purchases	30% catalog discount for MOI catalog purchases	7% catalog discount for MOI catalog purchases
3. Shipping	Free shipping over \$100.00 Under \$100.00 add \$7.00	Check with vendor for shipping costs	Check with vendor for shipping costs	Free shipping over \$50.00 Under \$50.00 minimum charge of \$7.95	Check with vendor for shipping costs - Log into Lakeshore learning for catalog discount pricing
4. Exceptions	None	None	None	None	None
5. Sales Representative	Barbara Tuzzeo 800-770-8010 Phone btuzzeo@eateducation.com	Bobbie Fleming 443-844-1699 bfleming@hand2mind.com	Kate Shelton 800-334-2014 info@kaplan.com	Kurt Murray 800-252-3811 x 2643 kmurray@kurtzbros.com	Jonathan Dills 800-442-6238 x 7467 301-632-8314 Fax jdills@lakeshorelearning.com

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Awardees	Nasco AACPS Vendor ID VC0000012626	Pocket Nurse AACPS Vendor ID VC0000013917	S&S Worldwide AACPS Vendor ID VC0000015451	Scholastic AACPS Vendor ID VC0000015451	School Specialty AACPS Vendor ID VC0000015637
1. Must Reference when ordering	AACPS Contract # 18CM-174 and Reference Quote #86575	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Must also reference bid #7787544252 18CM-174% cat discount program
2. Discounts	Arts Education 20% Early Learning 15% Elementary Education 15%, (Math/Science/Special Education/STEM/K-12 Education) 15% (Fam & Consumer Sci., Health Ed. Physical Ed.) 10%	5%-15% discount depending upon items purchased. Call to verify discount	20% catalog discount for MOI catalog purchases	25% catalog discount for MOI catalog purchases	32% catalog discount for MOI catalog purchases
3. Shipping	Free Shipping Charges for FOB Shipping Point – Clay, plaster & modeling materials 50# Furniture Live mat & Chem. Prefix Z	Call company to verify shipping costs.	Check with vendor for shipping costs	Check with vendor for shipping costs	Free Shipping
4. Exceptions	Excludes: • Ready or not tot • To-Sew (DT #) Xenopus frogs & live material coupon cards	Some exceptions apply.	Drop ship not eligible for free freight.	Excludes guided reading short reads	Live Specimens (prefixL) May incur additional charges
5. Sales Representative	Justin Jeffrey 800-558-9595 Phone 800-372-1236 Fax info@eNasco.com	Justin Head 800-225-1600 x 3720 800-763-0237 Fax jhead@pocketnurse.com	Amber Brown 800-642-7354 Phone 800-432-2842 Fax bids@ssww.com	Toni Abrahams 800-825-4579 #6 866-560-6930 Fax rfp-scholastic@scholasticcontact.com	Glenn Kennington 301-873-7220 Phone glenn.kennington@schoolspecially.com