

MATERIALS of INSTRUCTION (MOI) CATALOG DISCOUNT PROGRAM
CONTRACT # 18CM-174
Term: 8/22/18 through 8/21/23 with 1, one-year extension options remaining
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
1. Must Reference when ordering	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Must reference discount code: QD20MD
2. Discounts	7% catalog discount for MOI catalog purchases. Vendor may offer a higher discount for high volume purchases.	0%-25% discounts vary and could be higher. Contact Nancy Quigley for quote.	10% discount for MOI catalog purchases	20% discount for MOI catalog purchases
3. Shipping	Standard shipping and handling applies. Contact vendor for quote.	Free shipping	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
4. Exceptions	None	None	None	Exceptions apply contact vendor for details
5. Sales Representative	Kandi Lockard 800-327-4269 Phone bidspec@attainmentcompany.com For Quotes: info@attainmentcompany.com	Nancy Quigley 301-310-7102 Phone nquigley@bn.com Send orders to: crm2866@BN.com	Robert Becker 800-523-1490 x 137 Phone 732-735-7962 (c) 856-792-4500 fax Robert.Becker@CJbinc.com	Tamby Peterson 800-704-7744 Phone t.peterson@dickblick.com Send quote requests to: regionequotes@dickblick.com Send orders to: Purchaseorders@dickblick.com

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Awardees	Demco, Inc. AACPS Vendor ID VC0000005017	Eric Armin dba EAI Education AACPS Vendor ID VC0000005636	ETA hand2mind AACPS Vendor ID VC0000005694	Kaplan Early Learning AACPS Vendor ID VC0000009564
1. Must Reference when ordering	AACPS Contract # 18CM-174 Must reference catalog code: C6MD07	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Must reference bid quote: #243363
2. Discounts	18% discount for MOI catalog purchases 7% learning material 7% equipment & furniture	15% catalog discount for MOI catalog purchases	15% catalog discount for MOI catalog purchases	15% catalog discount for MOI catalog purchases
3. Shipping	Free FedEx Ground Shipping over \$75.00 (after discount) Under \$75.00 Call for estimate.	Free shipping over \$100.00 Under \$100.00 add \$7.00	Check with vendor for shipping costs	Check with vendor for shipping costs
4. Exceptions	Detail list on www.demco.com Search "Exclusions"	Some exceptions apply – cannot be combined with other coupons, sale prices, special offers, bids or quoted pricing -contact rep. for quote	None	None
5. Sales Representative	Kristopher L. Snow 888-211-3072 Phone kriss@demco.com quote requests under \$2,000: order@demco.com quote requests over \$2,000: Quote@demco.com	Kathy Franks 800-770-8010 x7670 Phone For Quotes: sales@eaieducation.com Customer Service and PO's info@eaieducation.com	Fernando Winnegan 443-844-1699 Phone Fwinnegan@hand2mind.com	Julie Dobies 800-334-2014 x 5099 Phone 410-303-8802 jdobies@kaplanco.com or Kate Shelton Info@kaplan.com

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Awardees	Kurtz Bros. AACPS Vendor ID VC0000009762	Lakeshore Learning Materials AACPS Vendor ID VC0000010131	Nasco AACPS Vendor ID VC0000129222	Pocket Nurse AACPS Vendor ID VC0000013917
1. Must Reference when ordering	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Must reference: Quote #86575	AACPS Contract # 18CM-174
2. Discounts	30% catalog discount for MOI catalog purchases	7% catalog discount for MOI catalog purchases	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
3. Shipping	Free shipping over \$50.00 Under \$50.00 minimum charge of \$7.95	Check with Calvin Rice for shipping costs - Log into Lakeshore learning for catalog discount pricing	Free Shipping with minimum order of \$199. Additional charges (FOB Shipping Point) – clay, plaster & modeling materials 50lbs., furniture, live material & chemicals with a Prefix Z	Call company to verify shipping costs.
4. Exceptions	None	None	Excludes: <ul style="list-style-type: none"> • Ready or not tot • To-Sew (DT #) Xenopus frogs & live material coupon cards	Some exceptions apply.
5. Sales Representative	Suzi Walker 800-252-3811 x 2274 Phone swalker@kurtzbros.com	Calvin Rice, MD Territory Mgr. For questions: 202-280-8080 Phone crice@lakeshorelearning.com For quotes: quotes@lakeshorelearning.com	Michelle Au 800-558-9595 Phone bids@nascoeducation.com quotes@nascoeducation.com orders@nascoeducation.com custserv@nascoeducation.com	Michael Anderson 800-225-1600 x 3716 Phone manderson@pocketnurse.com Quote & Orders: cs@pocketnurse.com

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Awardees	Really Good Stuff AACPS Vendor ID VC0000014746	S&S Worldwide AACPS Vendor ID VC0000015451	Scholastic AACPS Vendor ID VC0000015605	School Specialty AACPS Vendor ID VC0000015637
1. Must Reference when ordering	AACPS Contract # 18CM-174 Must reference coupon code: AACPS when requesting quotes and placing orders	AACPS Contract # 18CM-174 Must reference: #55504	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Must reference bid: #7787544252 and 18CM-174% catalog discount program
2. Discounts	7% discount	20% catalog discount for MOI catalog purchases	25% catalog discount for MOI catalog purchases	32% catalog discount for MOI catalog purchases
3. Shipping	10% for standard shipping	Check with vendor for shipping costs	Check with vendor for shipping costs	Free Shipping
4. Exceptions	N/A	Drop ship not eligible for free freight.	Excludes guided reading short reads	Live Specimens (prefix L) May incur additional charges
5. Sales Representative	Kristina Bailey 203-880-6410 Phone 203-268-8120 Fax Kbailey@reallygoodstuff.com	Sandy Cervini 800-642-7354 Phone 800-432-2842 Fax bids@ssww.com	Toni Abrahams 203-797-3846 Phone Rfp-scholastic@scholastic.com	Kelsey Tamm 920-572-7214 Phone Kelsey.tamm@schoolspecialty.com