



Materials Management
Purchasing Department
101 Old Venice Road, Osprey, FL 34229
Phone 941-486-2183 • Fax 941-486-2188
SarasotaCountySchools.net

MEMORANDUM

TO: Members of the School Board
Dr. Brennan Asplen III, Superintendent
Mitsi Corcoran, Assistant Superintendent Chief Financial Officer

FROM: Tracy Brizendine, Director of Materials Management

TITLE: APPROVAL TO AWARD BID #22-0040 FOR CLASSROOM INSTRUCTIONAL MATERIALS

Bids to provide 'Classroom Instructional Materials' were received from 67 vendors on April 13, 2022. The bids of ABDO Publishing, Barnes & Noble Booksellers, Inc., B.E. Publishing, BSN Sports, LLC, Capstone, CareerSafe, LLC, Children's Plus, Inc., Delaney Educational Enterprises, DKMarsh, Inc. dba Destination Knowledge, Dreambox Learning, Inc., EarlyChildhood, LLC dba Discount School Supply, Edmentum, Inc., Educational IDEAS, Inc. dba Ballard & Tighe, Publishers, EAI Education, Educational Products, Inc., Essential Skills Software, ExploreLearning, LLC, Flinn Scientific, Inc., Fisher Scientific Company, L.L.C., Follet Content Solutions, LLC, GL Group, Inc. dba Booksource, hand2mind, Inc., IB Source, Imagination Station, Inc. dba Istation, IXL Learning, Inc., Kaplan Early Learning Company, Lakeshore Learning Materials, LLC, Learning 2020, Inc. dba Penda Learning, Learning A-Z, LLC, Legends of Learning, Inc., Lerner Publishing Group, Lexia Voyager Sopris Inc., Mackin Educational Resources, Mrs. Nelson's Book Company, Music in Motion, Newsela, Inc., Next Level Libraries, Paper Dragon, Peoples Education, Inc. dba Mastery Education, Perfection Learning Corporation, Perma-Bound Books, Pitsco Education, LLC, Quill LLC, Rainbow Book Company, Really Good Stuff, LLC, Rethink Autism, Inc., S&S Worldwide, School Specialty, LLC., Speech Corner, Superior Text LLC, Teaching Strategies, LLC, TestOut Corporation, Textbook Warehouse, LLC, The Continental Press Inc., The Reading Warehouse, The Rosen Publishing Group, Inc., Thimble.io, Wayside Publishing, Whole Phonics, VWR International, LLC (Sargent Welch), VWR International LLC (Ward's Science Brands), were the best low bids meeting the advertised specifications. This bid is for a period of one year with an option to renew for two additional one-year periods. The funds for these purchases are contained in the budget allocated to Schools and/or Departments.

Requested by:
Tracy Brizendine

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 5/10/22

Financial Impact:
Not to exceed:
\$500,000.00

Recommended Motion: That the bids of the above referenced vendors for 'Classroom Instructional Materials' in an amount not to exceed \$500,000.00 be approved as presented.

Sarasota County School Board, Florida

Tabulation for Classroom Instructional Materials - Bid #22-0040

Opened April 13, 2022 @ 2:00 pm

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	1.	2.	3.	4.	5.	6.	7.	8.	
	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
ABDO Publishing	N/B	N/B	30%	N/B	30%	30%	0%	N/B	
Barnes & Noble Booksellers, Inc.	*1%	*1%	*1%	*1%	*1%	*1%	NO BID	NO BID	
B.E. Publishing	10%	10%	10%	10%	10%	10%	10%	N/A	
BSN Sports, LLC									
Capstone	No Bid	No Bid	5%*	5%**			*		
CareerSafe, LLC					46%	46%			
Cengage Learning, Inc.	10%	10%	10%		10%				
Children's Plus, Inc.	N/A	N/A	0-30%	0-30%	0-30%	0-30%	N/A	N/A	
Delaney Educational Enterprises	N/A	N/A	0-30%	0-30%	0-30%	0-30%	N/A	N/A	

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
ABDO Publishing	N/A	N/A	N/A	N/A	Yes	N/A
Barnes & Noble Booksellers, Inc.					Yes**	**Shipping on orders over \$500 and shipped to the same location is free. Special handling requests will incur additional charges
B.E. Publishing					No	Shipping is 8.5% of total invoice
BSN Sports, LLC	Athletic & PE Equip				Yes	Free if \$50 minimum to one location is met. Otherwise add 17% shipping.
	10%					
Capstone	Hardbound Books - *	Softbound books - *	USE PROMO CODE: FL22868		Yes***	Shipping Note***: Free on orders of \$500 or more; 10% of subtotal on orders below \$500 with \$7.00 minimum. Capstone Reward Members receive free shipping on all orders; enrollment is free.
CareerSafe, LLC						N/A
Cengage Learning, Inc.						
Children's Plus, Inc.					Yes	
Delaney Educational Enterprises					Yes	

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
ABDO Publishing	10	
Barnes & Noble Booksellers, Inc.	21	*there is a minimum discount of 1% to a maximum of 35% off list prices. Bulk purchases offer deeper discounts including, 20% on orders up to \$999.99; 30% discount on orders \$1,000.00-\$4,999.99 or >100 units; and 35% discount on orders over \$5,000.00 or >100 units.
B.E. Publishing	5-7 business days	
BSN Sports, LLC	5-30	
Capstone	7- 10 Turn time of 7 - 10 days ARO. Orders with library processing may take up to 2-2 1/2 weeks.	*Item 7: See Digital Product Pricing Sheet included with our proposal *Item 9a.: Note* 25% off List Price is reflected in catalog and on the website as School/Library Price (S/L). We are offering an additional 5% off S/L price. *Item 9b.: Note**: Various programs are discounted 5-10%. Catalog and website pricing reflect discount. *Note: Delivery is 7-10 days after ROP, can be 2- 2 1/2 weeks with library processing.
CareerSafe, LLC	0	
Cengage Learning, Inc.		
Children's Plus, Inc.	30*	*Due to current supply chain issues, delivery may arrive after 30 days.
Delaney Educational Enterprises	30*	*Due to current supply chain issues, delivery may arrive after 30 days.

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	1.	2.	3.	4.	5.	6.	7.	8.	
	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
DKMarsh, Inc. dba Destination Knowledge							5%		0
Dreambox Learning, Inc.	N/A	N/A	N/A	N/A	0%	N/A	0%	0%	N/A
EarlyChildhood, LLC dba Discount School Supply						3%			
Edmentum, Inc.	No Quotation	No Quotation	No Quotation	No Quotation	No Quotation	No Quotation	10%	10%	
Educational IDEAS, Inc., dba Ballard & Tighe, Publishers	NB	NB	NB	NB	0%	0%	0%	0%	
EAI Education	n/a	* n/a	* n/a	* 15% with exceptions	* n/a	* 15% with exceptions	* n/a	* n/a	*

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
DKMarsh, Inc. dba Destination Knowledge	Supplemental Resources	AAC/Speech Generating Device			Yes	
	5%	5%				
Dreambox Learning, Inc.					Yes	
EarlyChildhood, LLC dba Discount School Supply	Instructional Materials	other Early childhood materials	Classroom furniture		Yes	*Please see attached terms for exceptions
	3%	3%	3%			
Edmentum, Inc.	FEV Tutor	BASE Education			Yes	Not applicable
	0.00%	0.00%				
Educational IDEAS, Inc., dba Ballard & Tighe, Publishers					No	Please add 7.5% of order total for shipping and handling
EAI Education	Educational Games	n/a	n/a	n/a	No	Shipping on orders over \$99 is Free; under \$99 add \$9 for shipping. ALL products from Texas Instruments, CalcPal, Casio, Sharp, Vernier, furniture, carpets, drop-shipped items and storage are not eligible for free shipping and do not apply toward the \$99 minimum order. Standard shipping rates will apply to all excluded items.
	* 15% with exceptions					

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
DKMarsh, Inc. dba Destination Knowledge	75 hours	
Dreambox Learning, Inc.	5-7	
EarlyChildhood, LLC dba Discount School Supply	10-14	
Edmentum, Inc.	Within 3	
Educational IDEAS, Inc., dba Ballard & Tighe, Publishers	5-7	
EAI Education	3 - 8 business days	<p>*Item 2 and 3: EAI Education PreK-12 catalogs are published in the Spring and Fall of each year. Discount applies to current published pricing. Pricing and exceptions are subject to change with the new publication of new catalogs and new products.*Item 4, 5, 6 7, 8, 9 and 9a.: Discounts do not apply to all Texas Instruments, CalcPal, Casio, Sharp, batteries, Bloxels, Brown Dog Gadgets, Circuit Scribe, Cubelets, Edison Educational, K'NEX, Makeblock, Makey Makey, Ozobot, Photon, PocketLab, Root, Sphero, Superflix, TeacherGeek, Vernier, Wonder Workshop, carpets furniture, drop-shipped items and select KEVA, Mudwatt and storage containers. The discount cannot be combined with any other coupons, sale prices, special offers, bids or quote pricing</p> <p>*Credit Card payment is not accepted on all Vernier and Calculator products.</p> <p>*Reference bid #22-0040 on all purchase orders to obtain the discount.</p>

Sarasota County School Board, Florida

Tabulation for Classroom Instructional Materials - Bid #22-0040

Opened April 13, 2022 @ 2:00 pm

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	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
Educational Products, Inc.						30%			
Essential Skills Software					0%	0%	0%		
ExploreLearning, LLC	0%	0%	0%	0%	0%	0%	0%	0%	
Flinn Scientific, Inc.	15%	0%	15%	15%	0%	15%	0%	15%	
Fisher Scientific Company, L.L.C.						(Science only) up to 33%			
Fitness Finders Inc.	0%	0%	0%	0%	0%	0%	0%	0%	
Follett Content Solutions, LLC	0%	0%	5%	5%	0%	0%	0%	No Bid	
GL Group, Inc., dba Booksource	n/a	n/a	0-25%	0-25%	n/a	n/a	n/a	n/a	

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	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
Educational Products, Inc.	Custom Pre-Packaged School Supply Packs	Bulk School/Office Supplies	Custom screen printed apparel items		Yes	
	30%	30%	25%			
Essential Skills Software					No	\$14.95 for DVD shipping
ExploreLearning, LLC	N/A	N/A	N/A	N/A	N/A	ExploreLearning products are delivered online. Please see our ordering subscription information in our ordering information outline below
Flinn Scientific, Inc.	Science Supplies	Science Equipment			Yes	Please see contract exception sheet
	15%	15%				
Fisher Scientific Company, L.L.C.						
Fitness Finders Inc.					No	Free shipping to any location in the United States on fitnessfinders.net website orders of \$100 or more. *For orders of \$30 or less, add \$8 for shipping. *\$30.01 to \$60, add \$10 for shipping. \$60.01 to \$100, add \$11 for shipping. *We offer Free Shipping on all online orders over \$100. *For all orders over \$100 that are faxed or emailed to us, shipping costs will be applied.
Follett Content Solutions, LLC	eBooks				Yes	
	5%					
GL Group, Inc., dba Booksources					Yes	Free shipping on orders over \$150, otherwise \$9.99

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
Educational Products, Inc.	5-7	
Essential Skills Software	1	
ExploreLearning, LLC	2-3 business days	
Flinn Scientific, Inc.	7-10	
Fisher Scientific Company, L.L.C.	5-7 business days on in stock items	
Fitness Finders Inc.	7	
Follett Content Solutions, LLC	*	*Please note: Due to the COVID-19 pandemic and its impact on the entire supply chain, our current shipping timeframe has increased beyond the standard timeframes.
GL Group, Inc., dba Booksource	7-14	

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	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
hand2mind, Inc.	-	-	-	-	-	15% *	-	-	
IB Source	15%	15%	0%	0%	0%	0%	0%	0%	
Imagination Station, Inc. dba. Istation					0%	0%	0%	0%	
Imagine Learning LLC	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0% Volume discounts are available	0% Volume discounts are available	*
IXL Learning, Inc.	N/A	N/A	N/A	N/A	0% *	N/A	0% *	0%	
Kaplan Early Learning Company	No Bid	No Bid	15%*	15%*	No Bid	15%*	No Bid	No Bid	

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
hand2mind, Inc.					Yes *	
IB Source					Yes	N/A
/	/	/	/	/		
Imagination Station, Inc. dba. Istation					Yes	
Imagine Learning LLC					Yes	Not applicable, as Imagine Learning programs are web-based and delivered virtually.
IXL Learning, Inc.						N/A - IXL is a web-based platform
Kaplan Early Learning Company	Early Childhood Edition	Kaplan Elementary Edition	Infants, Toddlers and Twos Edition		No	Free shipping applied to orders of \$750 or more per shipping location. Orders under \$750 will be charged 15% of order value or \$5.00, whichever is greater, for freight costs. Free freight excludes Next Day Air, 2nd Day Air, and K-Truck delivery services.
	15%*	15%*	15%*			

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	Expected Delivery time: # of calendar days after receipt of purchase order.	
hand2mind, Inc.	5-7 business days on in stock items, 30 days on back orders.	*Item 6: please reference "SBSC #22-0040" on all quote requests and Purchase Orders to ensure receipt of discount. *Item 10: Free ground shipping is applied to all orders over \$99.00 (12%/\$7 min). FedEx Next Day, Second Day & 3 Day Select are excluded from free shipping terms.
IB Source	14-21	
Imagination Station, Inc. dba. Istation	2-3	
Imagine Learning LLC	30	*Item 9: Please see the Pricing Information section for more details
IXL Learning, Inc.	14	*Item 5 and 7: IXL's pricing reflects volume and multi-subject discounts for IXL site license subscriptions. *IXL's pricing reflects volume and multi-subject discounts for IXL site license subscriptions
Kaplan Early Learning Company	**See Below **7-10 business days ARO for in-stock items; 2-6 weeks ARO for drop ship items; backorders normally ship within 30 business days ARO	*Item 3, 4, 6, 9a., 9b., and 9c.: discount applied to orders of \$300 or more on current list pricing in effect at time of order. Some exclusions apply - See enclosed "Exclusions From Our Offer" statement.

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	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
Lakeshore Learning Materials, LLC	No Bid	No Bid	5%	5%	5%	5%	5%	0%	5%
Learning 2020, Inc. DBA Penda Learning							See items 9A and 9B below	25%	
Learning A-Z, LLC	0%	0%	0%	0%	0%	0%	0%	0%	0%
Legends of Learning, Inc.					10%		10%		
Lerner Publishing Group	N/A	N/A	25%	25%	25%	N/A	N/A	N/A	
Lexia Voyager Sopris Inc.	0%	0%	0%	0%	0%	0%	0%	0%	
Mackin Educational Resources	No bid	No bid	6-35%	6-35%	6-35%	3-35%	No bid	No bid	
Mrs. Nelson's Book Company	0-20%	N/A	0-45%	0-45%	N/A	N/A	N/A	0-45%	
Music in Motion						0% *	0% *		

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
Lakeshore Learning Materials, LLC	Lakeshore's Complete product line.				Yes	N/A
	5%					
Learning 2020, Inc. DBA Penda Learning	Penda Science - *	Penda Science - *	multiple year *	Additional discounts	digital - does not apply	digital - does not apply
	10%	13.5%	up to 15%			
Learning A-Z, LLC	N/A	N/A	N/A	N/A	Yes*	*Learning A-Z products are delivered online. Shipping does not apply.
Legends of Learning, Inc.					Yes	
Lerner Publishing Group					Yes	
Lexia Voyager Sopris Inc.	N/A	N/A	N/A	N/A	No	Please see Shipping and Handling charges outlined below in our Ordering Information.
Mackin Educational Resources	All other items in catalog				Yes	
	0-35%					
Mrs. Nelson's Book Company	used textbooks				Yes	
	0-45%					
Music in Motion	Music education products, instruments	Teaching Aids/Instruotional Materials			Yes and No *see below	*Free shipping & handling for qualifying items. * heavy, oversized, drop ship items do not qualify for free SH. Items that do not qualify for free SH are identified on Music in Motion's website: www.musicmotion.com
	0% *	0% *				

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
Lakeshore Learning Materials, LLC	7-21 business days	Please reference "Per Bid #22-0040" on all purchase orders to receive these terms.
Learning 2020, Inc. DBA Penda Learning	7	*Item 9a.: 1-year site license with unlimited students (list price \$6,250) *Item 9b.: 1-year student-count subscription license (list price \$15.00 per student) *Item 9c.: (2-3 year) additional discounts available
Learning A-Z, LLC	2-3 business days	
Legends of Learning, Inc.	1-3	
Lerner Publishing Group	30	
Lexia Voyager Sopris Inc.	8-10 business days	
Mackin Educational Resources	28-45	
Mrs. Nelson's Book Company	30	
Music in Motion	7-10 business days *For In-Stock Items	*Item 6, 7, 9a. and 9b.: Free shipping & handling for qualifying items. * heavy, oversized, drop ship items do not qualify for free SH. *Bid number must be referenced on all orders and quote requests to receive bid discount.

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	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
Nasco Education LLC						10-20% *			
Nearpod Inc	n/a	n/a	n/a	n/a	0%	0%	*	0%	
Newsela, Inc.					0%		0%	0%	
Next Level Libraries	25%	25%	25%	25%	25%	25%	25%	25%	
Paper Dragon			15-18%	15-18%				10%	
Peoples Education, Inc. DBA Mastery Education	0%	0%	N/A	N/A	0%	0%	N/A	0%	
Perfection Learning Corporation	0-30%	0%	0-30%	0-30%					

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	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
Nasco Education LLC					No	\$199 minimum order per delivery-some exclusions apply. See attached quote terms for more information
Nearpod Inc					No	Non applicable- No shipping charges will be incurred for services rendered
	0%	0%	0%	0%		
Newsela, Inc.					N/A	Newsela is a web-based product.
Next Level Libraries					Yes	
Paper Dragon					Yes	
Peoples Education, Inc. DBA Mastery Education	*				No	Shipping charges are additional and not included with price: 10% flat fee or shipping. Minimum shipping charge of \$25 for orders up to \$259.95. No shipping fee for digital products. If drop ships, add an additional 4% to shipping.
	0%					
Perfection Learning Corporation	30% *	0% *			No	Orders over \$1,000 - 12% shipping on print, print/eBook bundle, and print/interactive bundle items in order. Orders under \$1,000 - 12% shipping on print, print/eBook bundle, and print/interactive bundle items in order plus once per order \$6.99 handling fee. Digital orders - 6% fee on eBooks and interactive editions in an order. *Item 11: Print/eBook bundles and print/interactive bundles- no digital access fee. Shipping and handling fees will apply.

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	Expected Delivery time: # of calendar days after receipt of purchase order.	
Nasco Education LLC	5-7 days *On all in stock items	*Item 6: see attached for more information.
Nearpod Inc	3	*Item 7: Volume discount provided per attached price sheet.
Newsela, Inc.	2	
Next Level Libraries	30	
Paper Dragon	15-20	
Peoples Education, Inc. DBA Mastery Education	7-14 biz days for print; 7-72 hrs. for digital	*Item 9a.: All materials and items found at: masteryeducation.com or in the 2022-2023 Measuring Up Florida catalog https://masteryeducation.com/fl-home/
Perfection Learning Corporation	trade 14-21 days; proprietary 7-14 days	*Item 9a.: discount off of publisher list price on individual Cover Craft/Turtleback, hardcover, and paperback trade titles already reflected in catalog and web prices. *Item 9b.: discount applies to proprietary titles published under the names Perfection Learning, AMSCO, or Kinetic. For large orders, please contact the local sales consultant for possible additional discounts or shipping concessions.

Sarasota County School Board, Florida

Tabulation for Classroom Instructional Materials - Bid #22-0040

Opened April 13, 2022 @ 2:00 pm

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	1.	2.	3.	4.	5.	6.	7.	8.	
	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
Perma-Bound Books	N/A 0%	N/A 0%	Up to 40% **see below	Up to 36% ***see below	Up to 40% ****see below, 0%	0%	Up to 40% ****see below, 0%	N/A 0%	N/A
Pitsco Education, LLC					2% on orders \$100 & greater	2% on orders \$100 & greater			
Quill LLC	0%	0%	0%	0%	0%	10%	0%	0%	
Rainbow Book Company	N/A	N/A	0-30%	0-30%	0-30%	0-30%	N/A	N/A	
Really Good Stuff, LLC						3%			
Renaissance	N/A	N/A	N/A	N/A	0%	N/A	0%	0%	
Rethink Autism, Inc.	NA	NA	NA	NA	2%	2%	2%	2%	

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
Perma-Bound Books					Yes	Free on Orders totalling \$50.00 or greater
Pitsco Education, LLC					No	Orders up to \$59.99 will be \$6.00 Orders from \$60.00 to \$399.99 will be 10% Orders \$400.00 to \$599.99 will be 8% Orders \$600.00 to \$799.99 will be 6% Orders from \$800.00 to \$999.99 will be 5% Orders \$1,000.00 and greater will be free
Quill LLC					Yes	
Rainbow Book Company					Yes	
Really Good Stuff, LLC	Instructional Materials	other Early Childhood Materials			Yes	Please see attached terms for exceptions
	3%	3%				
Renaissance					N/A	
Rethink Autism, Inc.					NA	

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
Perma-Bound Books	45	**Up to 40% discount off MSRP as reflected in our catalogs and on our website www.perma-bound.com. Additionally quantity discounts may apply (contact Perma-Bound Books for quote on specific items/quantities). ***Up to 36% discount off MSRP as reflected in our catalogs and on our website www.perma-bound.com. Additionally quantity discounts may apply (contact Perma-Bound Books for quote on specific items/quantities). ****Up to 40% discount off MSRP as reflected in our catalogs and on our website www.perma-bound.com.
Pitsco Education, LLC	10	When ordering, please place our bid number - 800123 - on the purchase order.
Quill LLC	1-20 Business Days ARO stock	Quill Bid Number: 22-27578 Please use the Quill bid number above, Quill item numbers and prices that are referenced on your bid when placing purchase order for easy and accurate processing.
Rainbow Book Company	30*	*Due to current supply chain issues, delivery may arrive after 30 days
Really Good Stuff, LLC	10-14	Purchase Orders must reference "0013663" to ensure discount is applied. Please email purchase orders and quote requests to your Account Director Kristina Bailey at kbailey@reallygoodstuff.com
Renaissance	N/A	
Rethink Autism, Inc.	*Rethink Ed is ready to begin implementation as soon as the contract is finalized.	

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	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
S&S Worldwide						22%*			
School Specialty, LLC.						35%			
Speech Corner	0%	0%	0%	0%	0%	0%	0%	0%	
Superior Text LLC	10%	10%	48%	48%	10%	10%	10%	35%	
Teaching Strategies, LLC	1%	1%	1%	1%	1%	1%	1%	1%	*
TestOut Corporation							0%		
Textbook Warehouse, LLC	5% Off Publishers List Price for New Textbooks	5% Off Publishers List Price for New Digital Textbooks	10% off publishers list price for new hard bound books	37% *	5% *	5% *	No Bid	No Bid	
The Continental Press Inc.	0%	0%							

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
S&S Worldwide	Arts & Crafts	Education www.ssww.com	P.E.\Athletic	Classroom Supplies	Yes* *stock items	
	22%*	22%*	22%*	22%*		
School Specialty, LLC.					Yes	
Speech Corner					No	flat rate \$8.99
	0%	0%	0%	0%		
Superior Text LLC	New Reference Materials	New Test Prep Materials			Yes	
	40%	40%				
Teaching Strategies, LLC					No	9% of total cost of and print products and/or instructional materials purchased
TestOut Corporation					Yes	
Textbook Warehouse, LLC					Yes	
The Continental Press Inc.					No	Print order receive a 12% shipping charge (minimum \$8.95) Digital orders receive a 4% set-up fee (minimum \$44)

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
S&S Worldwide	Within 30	*22% off of CURRENT LIST PRICE at time of order placement. Not to be combined with sale prices, offer codes, internet specials & quantity breaks. Items labeled FOB/Dropship are ineligible for free inside delivery, life gate, and shipping. Installation/assembly not provided.
School Specialty, LLC.	7 - 10 days ARO	
Speech Corner	14	
Superior Text LLC	20	
Teaching Strategies, LLC	7-10	*Item 9: Please note that the above discounts are only available for purchase orders with prompt payment (net 30).
TestOut Corporation	2	
Textbook Warehouse, LLC	7-10	*Item 4: Off Publishers List Price On New Paperback Classic and Trade Novels, Reference, and Test Prep Materials *Item 5: Off Publishers List Price for New Digital Instructional Aids and Materials *Item 6: Off Publishers List Price for New TEs, Workbooks, 10% Off Catalog Prices for In-Stock Used TEs, Workbooks
The Continental Press Inc.	3-5	

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Tabulation for Classroom Instructional Materials - Bid #22-0040

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	New Textbooks Print	New Textbooks Digital	New Hard Bound Books (fiction or non-fiction)	New Soft Bound Books (fiction or non-fiction)	New Digital Instructional Aids and Materials (other than print materials)	Teaching Aids, supplies and resources	Educational Software	Professional Development	Balance of Product Line
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP
The Reading Warehouse			27-85%	27-85%		25-50%			
The Rosen Publishing Group, Inc.	No bid	No bid	25%	15%	15%	N/A	15%	15%	
Thimble.io					2-15%	2-15%	2-15%	2-15%	
Wayside Publishing	10%	10%	10%	10%	10%	N/A	10%	N/A	N/A
Whole Phonics				No Discount, Sole Provider		No Discount, Sole Provider			
VWR International, LLC (Sargent Welch)	N/A	N/A	N/A	N/A	N/A	35%	N/A	N/A	
VWR International LLC (Ward's Science Brands)	N/A	N/A	N/A	N/A	1% (one percent)	20%	1% (one percent)	N/A	

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	9.				10.	11.
	a.	b.	c.	d.	Free Standard shipping - Select YES or NO	Shipping charges - If selected NO above
	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP	% OFF LIST PRICE OR MSRP		
The Reading Warehouse	*				No	Orders to \$100 = \$3.95 Orders \$100-\$500 = \$8.95 Orders over \$500 = FREE!
The Rosen Publishing Group, Inc.					Yes	
	N/A					
Thimble.io					No	Shipping based on volume
Wayside Publishing					No	Shipping charges are determined when order ships and are actual ship cost. No handling or packaging charges.
Whole Phonics					No	Shipping varies based on shipping location and weight of order
VWR International, LLC (Sargent Welch)	Science Supplies	Science Equipment	*	*	Yes	Please see attached pricing document for exclusions to the noted free ground shipping.
	35%	35%				
VWR International LLC (Ward's Science Brands)	Science Supplies	Science Equipment	*	*	Yes	Please see attached pricing document for exclusions to the noted free ground shipping.
	20%	20%				

Indicate the percentage discount off publisher's list price or MSRP. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.	12.	Notes
	Expected Delivery time: # of calendar days after receipt of purchase order.	
The Reading Warehouse	14	*Item 9a. And 9b.:Our discount for a single copy of a book title is 27% off retail, the discount for 25 or more copies of a title is 33% off retail, the discount for 100 or more of a title is 36% off retail. We also offer a FREE standard library processing package for all books we sell which includes MARC record download, Mylar dust jacket, Spine label, Barcode label, and label protectors. Our bargain Book Bin has thousands of titles from 50-85% off retail every day.
The Rosen Publishing Group, Inc.	7-10	* Website: www.rosenclassroom.com www.rosenpublishing.com
Thimble.io	14	
Wayside Publishing	14	
Whole Phonics	30	
VWR International, LLC (Sargent Welch)	5-7	*Item 9c.: Please see attached pricing/discount document for exclusions to the discount *Item 9d.: Please view www.sargentwelch.com for our entire product offering
VWR International LLC (Ward's Science Brands)	5-7	*Item 9c.: Please see attached pricing/discount document for exclusions to the discount *Item 9d.: Please view www.wardsci.com to view our entire product offering
Recorded by: Samantha Clark Witnessed by: Maria L. Hernandez-Ron		

THE SCHOOL BOARD OF SARASOTA COUNTY
Classroom Instructional Materials- Bid #22-0040

Company	ABDO Publishing	Barnes & Noble Booksellers, Inc.	B.E. Publishing	BSN Sports, LLC	Capstone
Contact	Tyler Gieseke	Tracy Vidakovich	Erin Mainville	Jackson Morris	Connie Ruyter
Address	PO Box 398166	33 East 17th Street	PO Box 8558	PO Box 7726	1710 Roe Crest Drive
	Minneapolis, MN 55439	New York, NY 10003	Warwick, RI 02888	Dallas, TX 75209-0726	North Mankato, MN 56003-1806
Phone	800-800-1312	212-633-3300	888-781-6921	800-527-7510	800-747-4992
Fax	800-862-3480		401-781-7608	800-365-7653	888-262-0705
Federal ID	41-1699406	13-4030389	05-0513141	22-2795073	82-4045107
E-mail	bids@abdobooks.com	businessdevelopmentbids@bn.com	info@bepublishing.com	BSNBid@bsnsports.com	bids@capstonepub.com
Company	CareerSafe, LLC	Cengage Learning, Inc.	Children's Plus, Inc.	Delaney Educational Enterprises	EarlyChildhood, LLC dba Discount School Supply
Contact	Collin Kruger	Jennifer Fritsch	John G. Walsh	Joseph Walsh	Lynn Yeager
Address	1005 University Dr. E	27555 Executive Drive, Ste. 350	1387 Dutch American Way	1387 Dutch American Way	20 Ryan Ranch Rd. Suite 200
	College Station, TX 77840	Farmington Hills, MI 48331	Beecher, IL 60401	Beecher, IL 60401	Monterey, CA 93940
Phone	979-260-0030	800-877-4253	800-230-1279	800-788-5557	800-627-2829
Fax	979-260-0037	877-363-4253	800-896-7213	800-660-2199	800-993-3609
Federal ID	74-2968368	59-2124491	36-4078966	82-1533684	77-0407301
E-mail	contracts@careersafeonline.com	jennifer.fritsch@cengage.com	bids@hellocpi.com	bids@deebooks.com	serviceteam@excelligence.com
Company	DKMarsh, Inc. dba Destination Knowledge	Dreambox Learning, Inc.	Edmentum, Inc.	Educational IDEAS, Inc., dba Ballard & Tighe, Publishers	EAI Education
Contact	Leah Pattinson	Lance Ludman	Frank Jalufka	Nancie Lafferty	Bernard Guglberger
Address	9120 58th Dr E	777 108th Avenue NE Ste. 2300	5600 W 83rd St, Suite 300 - 8200 Tower	471 Atlas Street	118 Bauer Dr.
	Bradenton, FL 34202	Bellevue, WA 98004-5149	Bloomington, MN 55437	Brea, CA 92821	Oakland, NJ 07436
Phone	800-889-4886	877-451-7845	800-447-5286	714-990-4332	201-891-9466
Fax	866-371-8422	425-484-6476	877-519-9555	714-255-9828	201-891-5689
Federal ID	20-0509813	27-2358787	41-1646390	33-0361333	22-2381343
E-mail	LPattinson@DestinationKnowledge.com	bids@dreambox.com	bidoperations@edmentum.com	info@ballard-tighe.com	sales@eaieducation.com

THE SCHOOL BOARD OF SARASOTA COUNTY
Classroom Instructional Materials- Bid #22-0040

Company	Educational Products, Inc.	Essential Skills Software	ExploreLearning, LLC	Flinn Scientific, Inc.	Fisher Scientific Company L.L.C.
Contact	Matthew McDaris	Bryan Warwick	Amy Otis	Sally Lovell	Kimberly Jungo
Address	1342 N. Interstate 35E	7-125 Don Hillock Dr	17855 Dallas Parkway, Suite 400	770 N. Raddant Road	4500 Turnberry Dr
	Carrollton, TX 75006	Aurora, ON L4G 0H8	Dallas, TX 75287-6857	Batavia, IL 60510	Hanover Park, IL 60133
Phone	888-709-5429	800-753-3727	866-882-4141	800-452-1261	800-955-1177
Fax	800-434-2197	800-723-7718	877-829-3039	866-452-1436	800-955-4763
Federal ID	74-2142124	98-1580779	38-3942548	36-2926914	23-2942737
E-mail	mmcdaris@educationalproducts.com	bryanw@essentialskills.com	elbidscontracts@explorelearning.com	businessdesk@flinnsci.com	fse.bids@thermofisher.com
Company	Fitness Finders Inc.	Follett Content Solutions, LLC	GL Group, Inc., dba Booksource	hand2mind, Inc.	IB Source
Contact	Ben Dearman	Sarah Eisenhauer	Jennifer Held	Elizabeth Rodriguez	Emelen De Jesus
Address	1007 Hurst Road	1340 Ridgeview Drive	1230 Macklind Ave.	500 Greenview Court	516 N. Ogden Ave #111
	Jackson, MI 49201	McHenry, IL 60050	St. Louis, MO 63110	Vernon Hills, IL 60061	Chicago, IL 60642
Phone	800-789-9255	888-511-5114	800-444-0435	800-445-5985	312-224-2536
Fax	866-928-8595	800-852-5458	800-647-1923	800-382-9326	312-212-5534
Federal ID	38-2271031	87-2968865	43-1018725	36-0972955	33-1043797
E-mail	ben@fitnessfinders.net	fssbidadmin@follett.com	bids@booksource.com	bids@hand2mind.com	edejesus@myibsource.com or cs@myibsource.com
Company	Imagination Station, Inc. dba. Istation	Imagine Learning LLC	IXL Learning, Inc.	Kaplan Early Learning Company	Lakeshore Learning Materials, LLC
Contact	Monika Flood	David Alderslade	Paul Mishkin	Elizabeth Patterson	Rafael Muro
Address	8150 N. Central Expressway, Suite 2000	8860 E Chaparral Rd Ste 100	777 Mariner Island Blvd., Suite 600	1310 Lewisville-Clemmons Rd	2695 E. Dominguez Street
	Dallas, TX 75206	Scottsdale, AZ 85250	San Mateo, CA 94404	Lewisville, NC 27023	Carson, CA 90895
Phone	214-237-9300	480-675-7284	650-372-4040	800-334-2014	800-421-5354
Fax	972-643-3441	480-423-0213	650-372-4072	336-712-2243	310-537-7990
Federal ID	75-2805901	45-1565841	94-3321802	56-0935286	87-2802658
E-mail	proposals@istation.com	bids@imaginelearning.com	proposals@ixl.com	bids@kaplanco.com	biddept@lakeshorelearning.com

THE SCHOOL BOARD OF SARASOTA COUNTY
Classroom Instructional Materials- Bid #22-0040

Company	Learning 2020, Inc. DBA Penda Learning	Learning A-Z, LLC	Legends of Learning, Inc.	Lerner Publishing Group	Lexia Voyager Sopris Inc.
Contact	Corey J. Peloquin	Amy Otis	Sandy Roskes	Brad Richason	Amy Otis
Address	P.O. Box 7505	17855 Dallas Parkway, Suite 400	500 North Capitol St, NW, Suite 230	241 1st Ave N	17855 Dallas Parkway, Suite 400
	Loveland, CO 80537	Dallas, TX 75287	Washington, DC 20001	Minneapolis, MN 55401	Dallas, TX 75287-6857
Phone	813-537-3632	800-547-6747	202-641-3177	800-328-4929	800.547.6747
Fax	720-702-0404	888-819-7767	202-364-6828	800-332-1132	888.819.7767
Federal ID	84-2197909	38-3943276	81-3257447	41-0833899	84-0770709
E-mail	CPeloquin@PendaLearning.com	lazbidscontracts@learninga-z.com	sandy@legendsoflearning.com	brichason@lernerbooks.com	lvsbidscontracts@voyagersopris.com
Company	Mackin Educational Resources	Mrs. Nelson's Book Company	Music in Motion	Nasco Education LLC	Nearpod Inc
Contact	Grace Mundt	Patrick Nelson	Kristi Graham	Michelle Au	Jose Carrera
Address	3505 County Road 42 West	1650 W Orange Grove Ave	1601 E Plano Pkwy, Suite 100	901 Janesville Avenue	1855 Griffin Road, A290.
	Burnsville, MN 55306	Pomona, CA 91768	Plano, TX 75074	Fort Atkinson, WI 53538	Dania Beach, FL 33004-2200
Phone	800-245-9540	909-397-7820	800-445-0649	800-558-9595	305-677-5030
Fax	800-369-5490	909-397-7833	866-943-8906	800-372-1236	305-655-1999
Federal ID	41-1658426	83-2467764	75-2683509	81-2923579	46-0993679
E-mail	bids@mackin.com	bookcompany@mrsnelsons.com	bids@musicmotion.com	quotes@nascoeducation.com	vendorforms@nearpod.com
Company	Newsela, Inc.	Next Level Libraries	Paper Dragon	Peoples Education, Inc. DBA Mastery Education	Perfection Learning Corporation
Contact	Chris Mezzatesta	Joshua Gier	Rosemarie Brown	Will Magill	Jennifer Pustejovsky
Address	500 5th Avenue, Floor 28	3717 Huckleberry Rd	4111 Rolling Springs Dr	25 Philips Parkway, #105	1000 N Second Ave
	New York, NY 10110	Allentown, PA 18104	Tampa, FL 33624	Montvale, NJ 07645	Logan, IA 51546
Phone	201-966-9555	1-866-326-6565	800-840-1189	800-822-1080 ext. 208	800-831-4190
Fax	914-462-4421	1-866-326-6565	813-962-3876	201-712-0045	
Federal ID	47-1882828	87-4056222	27-1222679	22-2989444	42-0895541
E-mail	procurement@newsela.com	sales@nextlevellibraries.com	rmbrown@tampabayreads.com	bdexter@masteryeducation.com	bids@perfectionlearning.com

THE SCHOOL BOARD OF SARASOTA COUNTY
Classroom Instructional Materials- Bid #22-0040

Company	Perma-Bound Books	Pitsco Education, LLC	Quill LLC	Rainbow Book Company	Really Good Stuff, LLC
Contact	Tracy L. Savage	Angela Watson	Karrie Szalkowski	Michael Beechin	Lynn Yeager
Address	617 E. Vandalia Road	915 E. Jefferson, PO Box 1708	100 Schelter Rd.	1387 Dutch American Way	5 Research Drive, Suite 150
	Jacksonville, IL 62650	Pittsburg, KS 66762-1708	Lincolnshire, IL 60069	Beecher, IL 60401	Shelton, CT 06484
Phone	800-637-6581	800-835-0686	800-634-4809	800-255-0965	877-867-1920
Fax	800-551-1169	N/A	800-789-2016	800-827-5988	203-268-1796
Federal ID	37-1001726	87-0824920	04-2896127	61-1846102	06-0957692
E-mail	tracys@perma-bound.com	bids@pitsco.com	Bid@quill.com	sales@rainbowbookcompany.com	bidsupport@reallygoodstuff.com
Company	Renaissance	Rethink Autism, Inc.	S&S Worldwide	School Specialty, LLC.	Speech Corner
Contact	Ted Wolf	Diana Frezza	Amber Brown	Lisa M. Umble	Rachele Ellsworth
Address	2911 Peach Street	49 W. 27th Street, 8th floor,	75 Mill Street	140 Marble Drive	PO Box 6727
	Wisconsin Rapids, WI 54494	New York, NY 10001	Colchester, CT 06415	Lancaster, PA 17601	Chandler, AZ 85246
Phone	800-338-4204	877-988.8871	800-642-7354	888-388-3224	888-559-2544
Fax	866-558-4056	646-257.2926	800-432-2842	800-675-1775	888-815-2490
Federal ID	39-1559474	26-1746074	06-0520020	85-2162684	26-3027722
E-mail	askproposals@renaissance.com	RFP@rethinked.com	bids@ssww.com	bideastnotices@schoolspecialty.com	sales@speechcorner.com
Company	Superior Text LLC	Teaching Strategies, LLC	TestOut Corporation	Textbook Warehouse, LLC	The Continental Press Inc.
Contact	Paula Craig	Christine Skelley	Travis Wilde	James Adams	Eric Beck
Address	151 Airport Industrial Dr	4500 East West Highway Suite #300	50 S Main Street	936 Curie Drive	520 East Bainbridge Street
	Ypsilanti, MI 48198	Bethesda, MD 20814	Pleasant Grove, Utah 84062	Alpharetta, GA 30005	Elizabethtown, PA 17022
Phone	866-482-8762	301-634-0818	800-877-4889	800-796-9152	800-233-0759
Fax	877-482-8843	301-634-0826	801-785-0575	800-796-9154	888-834-1303
Federal ID	84-1708761	37-1660007	87-0505338	20-2080039	23-1429954
E-mail	sales@superiortext.com	legal@teachingstrategies.com	twilde@testout.com	bids@textbookwarehouse.com	ebeck@continentalpress.com

Addresses

THE SCHOOL BOARD OF SARASOTA COUNTY
Classroom Instructional Materials- Bid #22-0040

Company	The Reading Warehouse	The Rosen Publishing Group, Inc.	Thimble.io	Wayside Publishing	Whole Phonics
Contact	Todd Hohensee	Arlene Riley	Oscar Pedroso	Greg Greuel	Jill Lauren
Address	PO Box 41328	29 E 21st St	2495 Main Street, Suite 443	2 Stonewood Drive	510 E 85th Apt 9E
	North Charleston, SC 29423	New York, NY 10010	Buffalo, NY 14214	Freeport, ME 04032	New York, NY 10028
Phone	866-391-7323	800-237-9932	585-730-1413	888-302-2519	917-699-5110
Fax	866-546-2544	888-436-4643	N/A	888-302-2519	
Federal ID	20-4435182	13-3129750	46-1929835	27-1825295	85-1701635
E-mail	toddh@trwemail.com	bids@rosenpub.com	procurement@thimble.io	bids@waysidepublishing.com	read@whole-phonics.com
Company	VWR International, LLC (Sargent Welch)	VWR International LLC (Ward's Science Brands)			
Contact	Mark Tringali	Mark Tringali			
Address	PO Box 92912 5100 West Henrietta Road	PO Box 92912 5100 West Henrietta Road			
	Rochester, NY 14692	Rochester, NY 14692			
Phone	800-962-2660, 716-515-6014	800-962-2660, 716-515-6014			
Fax	800-635-8439	800-635-8439			
Federal ID	91-1319190	91-1319190			
E-mail	mark.tringali@VWR.com	mark.tringali@VWR.com	Recorded by: Samantha Clark Witnessed by: Maria L. Hernandez-Ron		

THE SCHOOL BOARD OF SARASOTA COUNTY
CLASSROOM INSTRUCTIONAL MATERIALS - BID #22-0040
Justification for Non-Award

Vendor	Item	Reason for Non-Award
Cengage Learning, Inc.	1-12	Cengage Learning, Inc. was non-responsive to the bid requirements by modifying The School Board of Sarasota County terms and conditions.
Fitness Finders Inc.	1-12	Fitness Finders Inc. was non-responsive to the bid requirements of providing a completed Bidder's Statement of Principal Place of Business signed by an attorney.
Imagine Learning LLC	1-12	Imagine Learning LLC was non-responsive to the bid requirements by modifying The School Board of Sarasota County terms and conditions.
Nasco Education LLC	1-12	Nasco Education LLC was non-responsive to the bid requirements by modifying The School Board of Sarasota County terms and conditions.
Nearpod Inc.	1-12	Nearpod Inc. was non-responsive to the bid requirements by modifying The School Board of Sarasota County terms and conditions.
Renaissance	1-12	Renaissance was non-responsive to the bid requirements by modifying The School Board of Sarasota County terms and conditions.

Choose the subscription that's right for you



PebbleGo Pricing

Animals	978-1-4296-3699-5	\$399
Science	978-1-4296-5772-3	\$399
Biographies	978-1-4296-6818-7	\$399
Social Studies	978-1-6206-5952-6	\$399
Health	978-1-4966-8838-5	\$399

PebbleGo Next Pricing

States and American Indian History	978-1-4914-2639-5	\$399
Science	978-1-5157-3602-8	\$399
Social Studies	978-1-5157-9664-0	\$399
Biographies	978-1-5435-5391-8	\$399

Read More Pricing

Add-on Product	
Read More Animals	\$500
Read More Science	\$500

Must subscribe to the corresponding PebbleGo Module



March 24, 2022

María Hernandez
101 Old Venice Road
Osprey, FL 34229



20 Ryan Ranch Road, Suite 200
Monterey, CA 93940
DiscountSchoolSupply.com

Dear María Hernandez,

Thank you for allowing Discount School Supply® (DSS) the opportunity to submit our response for proposal RFP #22-0040 Classroom Instructional Materials.

Our mission is to provide teachers and parents with the BEST brands at the BEST prices with the BEST service.

DSS is a leading developer, manufacturer, distributor, and retailer of education products which are sold to childcare programs, preschools, elementary schools and families. We were founded in 1985 and we have been supplying educational products for 35 years. We are proud to offer the widest selection of the best products at the lowest possible prices, with unbeatable customer service. DSS offers more than 20,000 early childhood education products from over 25 different categories. These categories include Arts & Crafts, Dramatic Play, Active Play, Infant & Toddler Items, Furniture, Storage & Equipment, Math, Science, Language, including Colorations®, a line of top-quality arts & crafts materials; and our original BioColor® paint.

Pricing:

Discount School Supply would like to offer you 3% off our Discount School Supply products.

Shipping:

Stock items: DSS will offer you Free Delivery with a minimum order of \$199 on all stock items after discount excluding any drop ship items which are pictured with a truck symbol 🚚. Drop ship items will be charged a 15% shipping fee and reviewed on a case-by-case basis as requested.

Payment terms: Net 30

Guarantee/ Warranty & Returns:

Discount School Supply® offers the lowest every day prices backed by a 110% Low Price Guarantee. DSS stands behind all of our products. If you are unsatisfied with any product for any reason, we are here to help and we will make it right. Our hassle-free return policy and no restocking fees make it easy for our customers to obtain a refund or exchange whenever necessary. Please contact Customer Support at 800-627-2829.

Exclusions:

Promotionally priced items may be excluded from your standard contractual terms as mentioned above and are subject to review for special pricing. Really Good Stuff products are a specialty category and are excluded from these discounts and promotional pricing. Other specialty items may be excluded from discount on a case-by-case basis. This offer is not valid with any other promotions, discounts or outside the 48 contiguous United States.

If awarded, please send notification to bidsupport@excelligence.com

Once again, thank you for your consideration. We look forward to hearing from you regarding this proposal. Please do not hesitate to contact me at the number below or via e-mail if you have any questions.

Sincerely,

Lynn Yeager
Discount School Supply,
800-627-2829

Exceptions

Customer: The School Board of Sarasota County, Florida

RFP Name: Classroom Instructional Materials

RFP Number: 22-0040

- Any free freight offers, or terms offered by Flinn Scientific, are for dock delivery and do not include:
 - Truck Items
 - Live Material
 - Hazardous Material Charges
 - Inside Delivery
 - Liftgate Delivery
 - Assembly and Installation
- Items exempt from discount include all prefixed 'TC', 'PF' and 'LM', Bio-Rad, Vernier, Digital, and Lab furniture
- Product ships from the Flinn warehouse 5-7 business days after receipt of PO for in-stock items. Backordered items will ship as soon as available in our warehouse.
- Receipt of delivery shall constitute acceptance of product at your facility. Flinn does not accept responsibility or liability for loss of product thereafter. Shipment shortages may still be reported.
- Whereas Flinn welcomes customers to a tour of our warehouse facilities, we do not allow inspection or testing of product on our premises. Samples for testing may be requested but no costs for any such testing, regardless of outcome, shall lie with Flinn.
- Flinn does not permit audits of its books or those of our subcontractors.
- Any applicable Warranties will be valid from date of delivery against manufacturer defect. Items not correctly maintained in this time will not fall under these terms.
- If product is purchased elsewhere, for any reason, Flinn does not assume responsibility for any cost differences incurred.
- The Flinn catalog runs for 1 year from February 1. Prices may be subject to change outside of this date without notice.
- Flinn does not offer any additional discounts for prompt payment.
- Return shipments will be arranged and paid for by Flinn unless we are not at fault for the error, in such cases all associated costs will reside with the customer.
- Commencement of contract award constitutes agreement of these terms.





Exclusions From Our Offers

Our offer is not valid with any other sales offers, bids, quotes, coupons or discounts. This offer cannot be used toward purchases of gift certificates. This offer does not apply to outdoor playground structures, parts, surfacings or services of playground. It does not apply to lofts, technology products, computers & accessories, curriculum, assessments & screening materials, "All About ECERS-R", "All About ITERS-R", professional development, Tot Tree (#96616), Gaggie Buggy & accessories, LEGO products, laminators & accessories, sterilizers, all PPE items, and all Maple Line furniture. Discount applied to orders of \$300 or more on current list pricing in effect at time of order. Web pricing prevails over catalog pricing.

Shipping Exclusions: Excludes Next Day Air, 2nd Day Air, and K-Truck delivery services. Additional charges for inside delivery and lift gate assistance may apply. Free shipping applied to orders of \$750 or more per shipping location.

Product exclusions are subject to change.

*****Please Note: If you need price quotes on playground equipment, structures, units, materials or services of playground, please call 800-334-2014 extension 6400.***



April 5, 2022

The School Board of Sarasota County, Florida
Purchasing Office
Maria L. Hernandez-Ron, Buyer
101 Old Venice Road
Osprey, FL 34229

RE: Bid #22-0040 for Classroom Instructional Materials

Dear Maria L. Hernandez-Ron and the School Board of Sarasota County, Florida Staff,

Thank you for providing Lakeshore Learning Materials the opportunity to respond to the Bid #22-0040 for Classroom Instructional Materials. 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 the School Board of Sarasota County, Florida:

- 5% discount on all nonsale items from Lakeshore's catalogs, website (www.LakeshoreLearning.com) and retail stores (see attached Store List for locations).
- FREE shipping on all orders in the contiguous United States.

Complimentary White-Glove Delivery and Installation service on orders of \$20,000 or more that ship to a single location in the contiguous United States. Additional charges may apply for remote locations. This service includes:

- Unpacking and assembly
- Supervised setup in a classroom, a library, a media center or other learning space
- Custom labeling and boxing of orders by designated information, such as by classroom or teacher
- Supervised verification that all rooms are in ready-to-move-in condition

Please reference "Per Bid #22-0040" 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.



**Bid #22-0040 Classroom Instructional Materials
Bid Attachment – Additional Pricing/Discount Information**

**Legends of Learning Additional Pricing/Discount Information
Sarasota County Schools Bid #22-0040**

Company Name	Expected Delivery Time	Product/Service Description
Legends of Learning	1-2 business days after receipt of purchase order.	*Discount applies to school licenses only Includes unlimited teacher and student licenses accessible 24/7 as part of purchase School Licenses - includes standard SSO and rostering; virtual PD Included District-wide License - Includes standard LMS, SSO, and rostering; live or virtual PD; partnership manager

Description	% Discount off Publisher's List Price or MSRP
7. Educational Software	School Licenses - 10% off 1-year purchase (\$1980/yr) 15% off 2-year purchase (\$1870/yr) District-wide License - 35% off 1-year (\$5.20/student) 40% off multi-year (\$4.80/student)
8. Professional Development	Included

(The remainder of this page is intentionally left blank.)



Voyager Sopris Products

Please see detailed descriptions and pricing information of Voyager Sopris products located at <https://store.voyagersopris.com/>.

Ordering Information

Lexia Voyager Sopris Inc. (Voyager Sopris) includes the following order information for your convenience.

Order Process

Unless otherwise agreed by Voyager Sopris and customer, a state agency, district, or school customer may order subscription licenses, products, and/or services offered under this proposal by contacting a Voyager Sopris representative who will prepare a unique order quote, which will detail the type, number of units, shipping and handling fees, and term of the licenses, products and/or services. To confirm an order, the customer may email the quote, along with a purchase order, to the representative's email listed in the quote or fax to (888) 819-7767. Each purchase order must reference the correct quote number and should include a copy of the quote. Voyager Sopris' receipt and acceptance of the customer's purchase order (where applicable) or payment, will be the basis for order confirmation. Voyager Sopris does not accept purchase orders by phone, and requisitions are not an acceptable alternative to a purchase order. Unless otherwise set forth in the applicable Voyager Sopris order quote or agreed by Voyager Sopris and customer, pricing is valid for 60 days; customer will be invoiced for all fees under the applicable quote upon order acceptance; and payment is due net 30 days of invoice. Without prejudice to its other rights, Voyager Sopris may suspend delivery of the subscriptions, products, and/or services in the event that customer fails to make any payment when due. Voyager Sopris will notify customer and provide reasonable opportunity for customer to cure prior to any such suspension.

Order Term

The order quote and associated confirming purchase order serve as an agreement for the order which becomes effective upon its acceptance by both parties. Unless otherwise agreed by Voyager Sopris and customer, the licenses, products, and/or services purchased pursuant to the order agreement will begin on or about the start date as set forth in the quote and continue in effect for the period set forth in the quote.

- **Subscription Licenses and Associated Services:** Unless otherwise set forth in the quote or agreed to by Voyager Sopris and customer, all subscription licenses under the order shall have the same start and end dates, all subscription products and services are deemed delivered upon provisioning of license availability, and all subscription licenses and associated services must be used within the subscription period; unused subscription licenses or services are not eligible for refund or credit. On-site training may be fulfilled with a virtual training equivalency, as needed, of up to six instructional hours per day.



- **Onsite and Online Professional Learning and/or Training Services:** Unless otherwise set forth in the quote or agreed to by Voyager Sopris and customer, additional virtual or on-site professional learning or training services or sessions purchased separately from subscription licenses and services (e.g., additional professional learning or training days, webinars, etc.) will expire 12 months from receipt of purchase order. For multi-year additional professional learning or training session purchases, unless otherwise agreed by Voyager Sopris and customer in writing, the expiration date for such additional services will be noted at the time the applicable purchase order is received.

Order Acceptance

All Voyager Sopris subscriptions, products and/or services are offered subject to Voyager Sopris' standard license and terms of use (the "License Terms"), available on the product log in pages, if applicable, as supplemented by the terms of the awarded RFP and the applicable quote. By placing an order, customer confirms its acceptance of the License Terms, as well as the fees in the quote, which together with the awarded proposal and/or any other associated agreement entered into by Voyager Sopris and customer regarding the subscriptions, products and services, constitute the entire agreement between customer and Voyager Sopris regarding such subscriptions, products, and services (the "Agreement"). Customer and Voyager Sopris agree that the terms and conditions of the Agreement supersede any additional or inconsistent terms or provision in any customer drafted purchase order, or any communications, whether written or oral, between customer and Voyager Sopris relating to the subject matter hereof, which shall be of no effect. In the event of any conflict, the terms of the Agreement shall govern.

Shipping and Handling

Shipping and Handling charges for Voyager Sopris are based on the schedule below and must be added to item prices. Unless otherwise specified on the purchase order as FOB Destination, all shipping shall be FOB Origin by default.

Order Amount	Ground	Overnight	2 Day Air	3 rd Day Select
\$1–\$99.99	12%	25%	20%	18%
\$100–\$99,999.99	10%	20%	17%	14%
\$100,000–\$249,999.99	8%	15%	13%	12%
\$250,000–\$499,999.99	6%	12%	10%	9%
\$500,000–\$999,999.99	5%	10%	8%	7%
\$1,000,000 or over	4%	8%	6%	5%

Pricing Term

Unless otherwise agreed by Voyager Sopris and customer, pricing is based on the current year's public price list, which is effective from January 1 to December 31.

Return Policy

For items requiring shipping, if you wish to return the products for any reason, they must be returned within 30 days of receipt to receive full credit or refund. To ensure proper credit or refund, call (800) 547-6747 for an authorization number and procedures before returning an item. Products returned after 30 days will be subject



to a 15% restocking fee. Products cannot be returned after 90 days from the date of shipment. Kits, Classroom Sets, etc., must be returned in their entirety. Voyager Sopris cannot switch components or issue partial credits. If you find an error on your packing slip or if your order was filled incorrectly, please notify Customer Service within 10 business days of receipt to have discrepancies rectified promptly.

Return Shipping

For items requiring shipping, customers are responsible for the cost of return shipping. Returned goods must be shipped via UPS or FedEx. To receive credit for returned materials, all materials must be in salable condition. Please package returns carefully so they are not damaged in transit, and limit the weight of boxes to 50 pounds. If Voyager Sopris receives damaged goods and you would like them returned to you, you must pay the re-return shipping costs.

Clarification Regarding Intellectual Property

Notwithstanding anything to the contrary, the District or State agency customer acknowledges and agrees that the Services are existing, commercially available SaaS-based subscriptions, provisioned in a multi-tenant, shared database architecture, with ancillary training, texts and other materials, which Voyager Sopris offers and provisions to all of its educational customers under its standard limited license terms, and all ownership or other intellectual property rights of any kind in and to the Services and/or any associated materials developed, used or provided in the course of any services, or derivatives thereof, whether or not now or in the future acquired, filed, perfected, registered or recorded, are expressly reserved to and remain the property of Voyager Sopris and/or its licensors, as set forth in the license terms. All rights relating to the Services and/or materials not expressly granted by Voyager Sopris in the license terms for the Services are reserved. The parties acknowledge that elements of the Voyager Sopris Services constitute software and documentation and are provided as "Commercial Items" as defined at 48 C.F.R. 2.101, and are being licensed to government end users solely as commercial computer software subject to restricted rights described in 48 C.F.R. 2.101 and 12.212. The parties do not anticipate or intend the creation by Voyager Sopris of any newly created intellectual property or "Works Made for Hire" ("New Work Product Deliverable") to be owned exclusively by the customer under the Agreement, and nothing will be deemed a New Work Product Deliverable hereunder unless the development of such New Work Product Deliverable is expressly agreed and individually identified as a New Work Product Deliverable to be owned exclusively by the customer in a Voyager Sopris quote or a statement of work signed by a VP or above level representative of Voyager Sopris, on an individual case basis prior to creation.



April 11, 2022

The School Board of Sarasota County, Florida
101 Old Venice Road
Attn: Purchasing Office
Osprey, FL 34229



**ANGELA
WATSON**

Bid Coordinator
915 E. Jefferson Street
Pittsburg, KS 66762
Office: 800-835-0686, ext. 4615
bids@pitsco.com

Pitsco.com



RE: Classroom Instructional Materials Bid # 22-0040

Dear Valued Customer,

Recently, we had an opportunity to participate in Classroom Instructional Materials bid. We appreciate being invited to bid and would like to be considered for future bids.

Pitsco is willing to give a catalog discount The School Board of Sarasota County, Florida. According to the bid agreement, the district will receive a two percent discount on all purchase orders greater than \$100.00 that reference our bid number. Shipping and handling charges will be prepaid and added to the invoice on all orders.

To better serve you, we have developed a bid-numbering system. This system was created to reduce the possibility of error and expedite the processing of orders. We closely track purchase orders that are linked to bids. When ordering, please place our bid number – **800123** – on the purchase order. This will enable us to process your order correctly and without delay. If the order does not include our bid number, it will not be processed as a bid. This discount will only cover items found only in the Pitsco Education *Big Book* and on our website www.pitsco.com. This discount will expire on June 30, 2023, unless a renewal is requested.

Note: Pitsco Education makes every effort to keep our products reasonably priced, but, as you might be aware, tariffs are having a major impact on many products across the United States. We will implement price adjustments only when notified by the supplier that increases are imminent. In these instances, prices will change quickly, which could affect purchase orders related to this bid.

We look forward to receiving your order and providing unmatched support as we continue to lead the field in providing new and innovative products for 21st-century students.

Sincerely,

Angela Watson
Bid Coordinator
Email: awatson@pitsco.com

Really Good Stuff[®]



Innovative, teacher-created classroom solutions

SARASOTA CSD RFP#22-0040 CLASSROOM INSTRUCTIONAL MATERIALS - CATALOG DISCOUNT AGREEMENT

1. Really Good Stuff would like to extend a **3% Catalog Discount** and **Free Shipping** (see below for exclusions) to **Sarasota CSD**.
2. The 3% discount will be off our regular pricing (merchandise total).
3. Lift Gate, Palletized Inside Delivery, White Glove, Priority Express, Outside Contiguous U.S., and International deliveries do not qualify for the free shipping discount.
4. Drop Ship items do not qualify for the free shipping discount. Drop ship items will be noted in our catalog and website with a truck icon that says, "ships separately" (see below example)

 **Ships Separately**

5. Delivery: In stock items 7-10 business days (ARO). Drop ship 1-4 weeks (ARO).
6. There is no minimum discount.
7. Shipping: Go to <https://www.reallygoodstuff.com/shipping-policy> for current shipping rates and policies.
8. Returns: Go to <https://www.reallygoodstuff.com/returns-exchanges> for current Return & Exchange policies.
9. Discounts cannot be combined with other Really Good Stuff promotional offers and/or coupons.
10. Purchase orders must reference "0013663" to ensure discount is applied.
11. Please email purchase orders and quote requests to your Account Director Kristina Bailey at kbailey@reallygoodstuff.com.

Lynn Yeager
VP of Sales



Signature

03/24/2022

Date



The Reading Warehouse
PO Box 41328
North Charleston, SC
29423

The Reading Warehouse sells books and instructional materials to schools and libraries at the guaranteed lowest price. TRW will save you money! We carry over 6 million titles in inventory, offer fast shipping, and have the most educator friendly service in the world. We love our teachers!

Our discount for a single copy of a title is 27% off retail, the discount for 25 or more copies of a title is 33% off retail, the discount for 100 or more of a title is 36% off retail. We also offer a FREE standard library processing package for all books we sell which includes MARC record download, Mylar dust jacket, Spine label, Barcode label, and label protectors.

Our entire catalog is located at readingwarehouse.com

If you have any questions or require any further clarification on the information provided please feel free to contact me.

Todd Hohensee
Sales Manager
The Reading Warehouse
866-391-7323 ext 233
toddh@trwemail.com



5100 West Henrietta Road
Post Office Box 92912
Rochester, New York
14692-9012

800 727-4368
sargentwelch.com



5100 West Henrietta Road
Rochester, NY 14586

**ATTACHMENT – Pricing Sheet – The School Board of Sarasota County, FL
Bid# 22-0040, Classroom Instructional Materials**

SARGENT WELCH DISCOUNT OFFERING:

Discount: 35%

Per the terms of the agreement, The School Board of Sarasota County Schools will be entitled to a **35%** discount off current year, 2022, catalog & website list prices, www.sargentwelch.com.

Note: All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price. All clearance items found on the Sargent Welch website are not eligible for the noted discount.

Freight

F.O.B Destination: The School Board of Sarasota County Schools will have free ground shipping on all orders, delivery 5-7 days ARO. Free ground shipping excludes expedited shipments, all items shipped by motor freight, and live and temperature sensitive materials.

Hazardous surcharges will be charged one (1) flat fee of \$27.50 per order, per shipping location.

WARD'S SCIENCE DISCOUNT OFFERING:

Discount: 20%

Per the terms of the agreement, The School Board of Sarasota County Schools will be entitled to a **20%** discount off current year, 2022, catalog & website list prices, www.wardsci.com. **Note:**

All items designated with a price ending in a "9" (i.e. \$xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ended prices will ship at list price.

All clearance items found on the Ward's Science website are not eligible for the noted discount.

Freight

F.O.B Destination. The School Board of Sarasota County Schools will have free ground shipping on all orders, delivery 5-7 days ARO. Free ground shipping excludes expedited shipments, all items shipped by motor freight and live & temperature sensitive materials.

Hazardous surcharges will be charged one (1) flat fee of \$27.50 per order, per shipping location.

Note: Discount will be held for the term of the bid.

Note: Annual catalog/list price updates in January of each new calendar year.

Sales Representative:

Kate Shaw

Ph# 407-902-9804

Kate.shaw@vwr.com