

**SCHOOLS IN COOPERATION WITH THE BALTIMORE REGIONAL COOPERATIVE
PURCHASING COMMITTEE
REQUEST FOR INFORMATION 18CM-174
DISCOUNTED MATERIALS OF INSTRUCTION (MOI) CATALOG PROGRAM Term:
Expiration : 8/21/21 with 3 - one year extension options
SUMMARY OF RESULTS**

Awardees	Attainment Company FCPS Vendor #: 0000006741	Barnes & Noble FCPS Vendor #: 0000014646	Becker School Supplies FCPS Vendor #: 0000000762	Blick Art Materials FCPS Vendor #: 0000007295	Demco, Inc. FCPS Vendor #: 0000005301
1. Must Reference when ordering	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	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@cjinc.com	Tamby Peterson 800-704-7744 Phone t.peterson@dickblick.com	Kristopher L. Snow 888-211-3072 Phone 888-329-4728 Fax

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

Awardees	EAI Education FCPS Vendor #: 0000011287	ETA hand2mind FCPS Vendor #: 0000003545	Kaplan Early Learning FCPS Vendor #: 0000006411	Kurtz Bros. FCPS Vendor #: 0000003045	Lakeshore Learning FCPS Vendor #: 0000002341
1. Must Reference when ordering	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174	AACPS Contract # 18CM-174 Kaplan Contract # C2442	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	Free Standard Shipping on all orders \$0 or more per ship to address. Exclusions apply: Truck Freight, Next Day Air, 2nd Day Air, and K-Truck Delivery.	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@eaieducation.com	Fernando Winnegan 443-844-1699 fwinnegan@hand2mind.com	Kate Shelton 800-334-2014 Info@kaplan.com	Christi Marshall 800-252-3811 x 2250	Jonathan Dills 800-442-6238 x 7467 301-632-8314 Fax jdills@lakeshorelearning.com

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Awardees	Nasco Education LLC FCPS Vendor #: 0000021557	Pocket Nurse FCPS Vendor #: 0000009036	Really Good Stuff FCPS Vendor #: 0000007200	S&S Worldwide FCPS Vendor #: 0000004472	Scholastic FCPS Vendor #: 0000005611
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
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	7% discount	20% catalog discount for MOI catalog purchases	25% 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.	10% Shipping Cost	Check with vendor for shipping costs	Check with vendor for shipping costs
4. Exceptions	Excludes: • Ready or not tot • To-Sew (DT #) Xenopus frogs & live material coupon cards	Some exceptions apply.	None	Drop ship not eligible for free freight.	Excludes guided reading short reads
5. Sales Representative	Michelle Au 800-558-9595 Phone 800-372-1236 Fax mau@nascoeducation.com	Justin Head 800-225-1600 x 3720 800-763-0237 Fax jhead@pocketnurse.com	Lynn Yeager 800-366-1920 203-268-1796 Fax writeus@reallygoodstuff.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

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Awardees	School Specialty				
1. Must Reference when ordering	AACPS Contract # 18CM-174 Must Reference bid #7787544252 18CM-174% cat discount program				
2. Discounts	32% catalog discount for MOI catalog purchases				
3. Shipping	Free Shipping				
4. Exceptions	Live Specimens (prefixL) May incur additional charges				
5. Sales Representative	Glenn Kennington 301-873-7220 Phone Glenn.Kennington@schoolspecty.com				