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

<table>
<thead>
<tr>
<th>Awardees</th>
<th>Attainment Company</th>
<th>Barnes &amp; Noble</th>
<th>Becker School Supplies</th>
<th>Blick Art Materials</th>
<th>Demco, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>AACPS Vendor ID</td>
<td></td>
<td>AACPS Vendor ID</td>
<td>AACPS Vendor ID</td>
<td>AACPS Vendor ID</td>
</tr>
<tr>
<td></td>
<td>VC0000001139</td>
<td></td>
<td>VC0000001645</td>
<td>VC0000001729</td>
<td>VC0000005017</td>
</tr>
</tbody>
</table>

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](http://www.demco.com) Search "Exclusions"

5. Sales Representative
   - Kandi Lockard
     - Phone: 800-327-4269
     - bidspec@attainmentcompan y.com
   - Tracy Vidakovich
     - Phone: 212-352-3954
     - businessdevelopmentbids@ bn.com
   - Brigitte Shellenberger
     - Phone: 302-740-6500
     - brigitte.shellenberger@cj binc.com
   - Tamby Peterson
     - Phone: 800-704-7744
     - t.peterson@dickblick.com
   - Kristopher L. Snow
     - Phone: 888-211-3072
     - Fax: 888-329-4728
     - kriss@demco.com
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<tr>
<th>Awardees</th>
<th>EAI Education AACPS Vendor ID VC0000005636</th>
<th>ETA hand2mind AACPS Vendor ID VC0000005694</th>
<th>Kaplan Early Learning AACPS Vendor ID VC0000009564</th>
<th>Kurtz Bros. AACPS Vendor ID VC0000009762</th>
<th>Lakeshore Learning AACPS Vendor ID VC0000010131</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Must Reference when ordering</td>
<td>AACPS Contract # 18CM-174</td>
<td>AACPS Contract # 18CM-174</td>
<td>AACPS Contract # 18CM-174 Also reference bid quote #243363</td>
<td>AACPS Contract # 18CM-174</td>
<td>AACPS Contract # 18CM-174</td>
</tr>
<tr>
<td>2. Discounts</td>
<td>15% catalog discount for MOI catalog purchases</td>
<td>15% catalog discount for MOI catalog purchases</td>
<td>15% catalog discount for MOI catalog purchases</td>
<td>30% catalog discount for MOI catalog purchases</td>
<td>7% catalog discount for MOI catalog purchases</td>
</tr>
<tr>
<td>3. Shipping</td>
<td>Free shipping over $100.00 Under $100.00 add $7.00</td>
<td>Check with vendor for shipping costs</td>
<td>Check with vendor for shipping costs</td>
<td>Free shipping over $50.00 Under $50.00 minimum charge of $7.95</td>
<td>Check with vendor for shipping costs - Log into Lakeshore learning for catalog discount pricing</td>
</tr>
<tr>
<td>4. Exceptions</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>5. Sales Representative</td>
<td>Barbara Tuzzoo 800-770-8010 Phone <a href="mailto:btuzzee@eaieducation.com">btuzzee@eaieducation.com</a></td>
<td>Bobbie Fleming 443-844-1699 <a href="mailto:bftuz@hand2mind.com">bftuz@hand2mind.com</a></td>
<td>Kate Shelton 800-334-2014 <a href="mailto:info@kaplan.com">info@kaplan.com</a></td>
<td>Kurt Murray 800-252-3811 x 2463 <a href="mailto:kmurray@kurtzbrosc.com">kmurray@kurtzbrosc.com</a></td>
<td>Jonathan Dills 800-442-6238 x 7467 301-632-8314 Fax <a href="mailto:jdtuzzee@eaieducation.com">jdtuzzee@eaieducation.com</a></td>
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<th>Awardees</th>
<th>Nasco AACPS Vendor ID VC0000012626</th>
<th>Pocket Nurse AACPS Vendor ID VC0000013917</th>
<th>S&amp;S Worldwide AACPS Vendor ID VC0000015451</th>
<th>Scholastic AACPS Vendor ID VC0000015451</th>
<th>School Specialty AACPS Vendor ID VC0000015637</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Must Reference when ordering</td>
<td>AACPS Contract # 18CM-174 and Reference Quote #86575</td>
<td>AACPS Contract # 18CM-1/4</td>
<td>AACPS Contract # 18CM-174</td>
<td>AACPS Contract # 18CM-174</td>
<td>AACPS Contract # 18CM-174 Must also reference bid #7787544252 18CM-174% cat discount program</td>
</tr>
<tr>
<td>2. Discounts</td>
<td>Arts Education 20% Early Learning 15% Elementary Education 15%, (Math/Science/Special Education/STEM/K-12 Education) 15% (Fam &amp; Consumer Sci., Health Ed. Physical Ed.) 10%</td>
<td>5%-15% discount depending upon items purchased. Call to verify discount</td>
<td>20% catalog discount for MOI catalog purchases</td>
<td>25% catalog discount for MOI catalog purchases</td>
<td>32% catalog discount for MOI catalog purchases</td>
</tr>
<tr>
<td>3. Shipping</td>
<td>Free Shipping Charges for FOB Shipping Point – Clay, plaster &amp; modeling materials 50# Furniture Live mat &amp; Chem. Prefix Z</td>
<td>Call company to verify shipping costs.</td>
<td>Check with vendor for shipping costs</td>
<td>Check with vendor for shipping costs</td>
<td>Free Shipping</td>
</tr>
<tr>
<td>4. Exceptions</td>
<td>Excludes: Ready or not toot To-Sew (CT #) Xenopus frogs &amp; live material coupon cards</td>
<td>Some exceptions apply.</td>
<td>Drop ship not eligible for free freight.</td>
<td>Excludes guided reading short reads</td>
<td>Live Specimens (prefixXL) May incur additional charges</td>
</tr>
<tr>
<td>5. Sales Representative</td>
<td>Justin Jeffrey 800-558-9595 Phone 800-372-1236 Fax <a href="mailto:info@eNasco.com">info@eNasco.com</a></td>
<td>Justin Head 800-225-1600 x 3720 800-763-0237 Fax <a href="mailto:jhead@pocketnurse.com">jhead@pocketnurse.com</a></td>
<td>Amber Brown 800-642-7354 Phone 800-432-2842 Fax <a href="mailto:bids@ssww.com">bids@ssww.com</a></td>
<td>Toni Abrahams 800-825-4579 #6 866-560-6930 Fax rfp@<a href="mailto:scholastic@scholasticcontact.com">scholastic@scholasticcontact.com</a></td>
<td>Glenn Kennington 301-873-7220 Phone <a href="mailto:glenn.kennington@schoolspecialty.com">glenn.kennington@schoolspecialty.com</a></td>
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