

<b>INSTRUCTIONAL CATALOG DISCOUNTS</b>					
<b>AACPS BID #06CM-77 - LAST UPDATED 4/4/16</b>					
<b>EFFECTIVE THROUGH 3/31/17</b>					
<b>Participating Firm</b>	<b>ABC</b>	<b>Childcraft Education</b>	<b>Classroom Direct</b>	<b>Constructive Playthings</b>	<b>Dick Blick Art Materials</b>
<b>Catalog(s)</b>	ABC Early Learning	Primary Grades (K-3) catalog	Classroom Direct	Constructive Playthings	Blick Art Materials
<b>Discount(s)</b>	32% Discount off <u>List Priced</u> Catalog - minimum order of \$49	32% Discount off <u>List Priced</u> Catalog - minimum order of \$49	Catalog prices are already discounted	15% Discount - Minimum Order \$25, on catalog only - not sale flyers	20%
<b>Shipping</b>	Free UPS with \$49+ order and Free TRUCK (T) shipping on orders over \$500	Free UPS with \$49+ order and Free TRUCK (T) shipping on orders over \$500	Free on orders over \$50	Free Shipping over \$200 for UPS shipments; Free if over \$550 for "T"ruck shipments	Free shipping on orders over \$250
<b>Exceptions</b>	Excludes Factory Direct (*) items, Playground Equipment, Sales flyers & internet orders	Excludes Factory Direct (*) items, Playground Equipment, Sales flyers & internet orders		All Equipment marked with "**FOB Factory" or "***"is excluded	Drop ship items with F in the item number - No discount, no Free Shipping
<b>Sales Rep</b>	Reggie Wilson, 443-756-0025	Reggie Wilson, 443-756-0025		Mary Castro, 800-448-2972	Amy Pickrel, 800-704-7744, a.pickrel@dickblick.com
<b>Website</b>	<a href="http://www.abcschoolsupply.com">www.abcschoolsupply.com</a>	<a href="http://www.childcraft.com">www.childcraft.com</a>	<a href="http://classroomdirect.com">classroomdirect.com</a>	<a href="http://www.cptoys.com">www.cptoys.com</a>	<a href="http://www.dickblick.com">www.dickblick.com</a>
<b>Reference #</b>	<b>School Specialty #7777468604</b>	<b>School Specialty #7777468604</b>	<b>None</b>	<b>Bid #8315JB</b>	<b>V#601206459 &amp; AACPS #06CM-77</b>

<b>Participating Firm</b>	<b>Demco</b>	<b>ETA Hand2Mind</b>	<b>Frey Scientific</b>	<b>Hearlihy</b>	<b>Highsmith</b>
<b>Catalog(s)</b>	Demco	Math K-12; Science K-9; Reading K-6	Frey Scientific	Hearily Curriculum Supply Catalog	Upstart & Highsmith
<b>Discount(s)</b>	Supplies - 18% and free shipping; Furniture & equipment - 5% and we pay shipping	Math - 18% discount; Science - 10% discount; Reading - 6% discount	27%	2%	18% - Supplies; 5% Furniture & Equipment; \$25 minimum
<b>Shipping</b>	Supplies - free; Equipment & furniture - NOT free	Free Shipping	Free except hazardous, live or truck shipped items	Free Shipping	Free Shipping/Handling - \$25 minimum order
<b>Exceptions</b>		No Discount Math M6P-, E6p-, P6PJcP-, INP - Science T6P-, INP-; Reading R6P-, L6p-, INP-. Free shipping still applies	Hazardous chemicals, items priced in red and items with prefix of 10 & 11	Hazardous Materials - \$30; Modules & Lesson Plans excluded	Sparks Magazine; 3M Security Prod; Sale Catalogs; other discounts; Interact/Edupress Prod.
<b>Sales Rep</b>		Carolyn Vanco, 800-445- 5985, x5177; cvanco@etacuisenaire.com	Joseph Elliott, 800- 225-3739	Carrie Lee, 866-622-1003	Cheryl Stedman, 800-543- 2180
<b>Website</b>	<a href="http://www.demco.com">www.demco.com</a>	<a href="http://www.etacuisenaire.com">www.etacuisenaire.com</a>	<a href="http://www.freyscientific.com">www.freyscientific.com</a>	<a href="http://www.hearlihy.com">www.hearlihy.com</a>	
<b>Reference #</b>	<b>C6MD07</b>	<b>Bid #06CM-77</b>	<b>C-928473-F &amp; AACPS #06CM-77</b>	<b>HCP-602-04-101231; AACPS #06CM-77</b>	<b>Discount 46687; AACPS #06CM-77</b>

<b>Participating Firm</b>	<b>Kaplan Early Learning</b>	<b>Kurtz</b>	<b>Lakeshore Learning Materials</b>	<b>Learning How</b>	<b>NASCO</b>
<b>Catalog(s)</b>	Kaplan Catalog and Primary Learning Catalog	School Supplies Catalog	Lakeshore Learning; Lakeshore Elem	Learning How	Arts & Crafts, Family & Consumer Science, Math, Earling Learning, Reading, Res, Hands on health, Agricultural Sci, Physical Ed, SPED
<b>Discount(s)</b>	15%	25% Classroom Instructional Supplies pages 2-551; Minimum Order \$75	7%	15%	Arts & Crafts - 20%; Science, Math, Geometry/Algebra, Elem Ed & Spec Ed - 15%; PE, FACS & All Others - 10%
<b>Shipping</b>	Free Shipping	Free shipping on orders over \$75; under \$75 shipping is \$7.95	Free shipping over \$250; 10% Shipping charge for under \$250	Free Shipping	Free Shipping - \$50 minimum. Clay, plaster, furniture, live materials & Chemicals & Freight items
<b>Exceptions</b>	Bids, sales offers, coupons; Playgrounds; All About ECERS-R, ITERS-R, PAR Mat.; Dibels, Plss, Told, Topa, Fluharty, Tera, Plai, Teld	Furniture & Equipment	None		Excludes Frogs and live materials, and items marked with a "truck" logo.
<b>Sales Rep</b>	Hope Meadows, 800-334-2014, x3205	Jeff Pistner, 800-252-3811	Cynthia Mayorga, 800-421-5354, x2195	Phyllis Fitpatrick, 410-242-7100	Dave Johnson, 920-568-5530
<b>Website</b>	<a href="http://www.k3promarylearning.com">www.k3promarylearning.com</a>	www.kurtzbros.com. Order on-line with VISA	<a href="http://www.lakeshorelearning.com">www.lakeshorelearning.com</a>		<a href="http://www.eNASCO.com">www.eNASCO.com</a>
<b>Reference #</b>	<b>Bid #06CM-77</b>	<b>Bid #06CM-77</b>	<b>Bid #06CM-77</b>	<b>Bid #06CM-77</b>	<b>Nasco #86575 - ALL</b>

Participating Firm	PITSCO	Really Good Stuff	Sax Arts & Crafts	School Specialty	Sportime
<b>Catalog(s)</b>	Pitsco Ideas & Solutions Big Book Catalog	Really Good Stuff	School Specialty/Sax - Art Education	School Specialty Ed Essentials: Art Ed; Early Ed; PE & Health; Special Needs; Career & Technology	Sportime
<b>Discount(s)</b>	2%	3% discount. <b>Call Claudia Fellini for large volume pricing, 203-261-1920, x 246.</b> Cannot be combined with other offers unless stipulated by Really Good Stuff.	32% discount on <u>List Priced</u> Catalogs; \$49 minimum order for free shipping; \$9.95 charged for orders under \$49	32% discount on <u>List Priced</u> Catalogs; \$49 minimum order for free shipping; \$9.95 charged for orders under \$49. 12% discount & free freight on furniture orders	32% discount on <u>List Priced</u> Catalogs; \$49 minimum order for free shipping; \$9.95 charged for orders under \$49
<b>Shipping</b>	Free Shipping	See catalog or website for shipping policies and charges.	Free on in-stock orders \$49 or over. Orders under \$49 are charged \$9.95 for shipping.	Free on in-stock orders \$49 or over. Orders under \$49 are charged \$9.95 for shipping.	Free on in-stock orders \$49 or over. Orders under \$49 are charged \$9.95 for shipping.
<b>Exceptions</b>	\$30 hazardous materials; items on website but not in catalog				
<b>Sales Rep</b>	Angela Watson, 800-835-0686	Claudia Fellini, 203-261-1920, x246	Glenn Kennington, 301-216-2181	Glenn Kennington, 301-216-2181	Glenn Kennington, 301-216-2181
<b>Website</b>		<a href="http://www.reallygoodstuff.com">www.reallygoodstuff.com</a>	<a href="http://store.schoolspecialtyonline.net">http://store.schoolspecialtyonline.net</a>	<a href="http://store.schoolspecialtyonline.net">http://store.schoolspecialtyonline.net</a>	
<b>Reference #</b>	<b>PIT-602-04-101231</b>	<b>Really Good Stuff #011613</b>	<b>HCPSS #040.15.B2 School Specialty #7777468604</b>	<b>HCPSS Bid #040.15.B2 School Specialty #7777468604</b>	<b>HCPSS #040.15.B2 School Specialty #7777468604</b>

<b>Participating Firm</b>	<b>Summit Learning</b>				
<b>Catalog(s)</b>	Summit Learning				
<b>Discount(s)</b>	15% discount on Pre-K-K, Math, and Science catalogs. \$50 minimum order				
<b>Shipping</b>	Free shipping on orders over \$50.				
<b>Exceptions</b>	Furniture & live material				
<b>Sales Rep</b>	Dave Johnson, (800) 777-8817				
<b>Website</b>	<a href="http://www.summitlearning.com">www.summitlearning.com</a>				
<b>Reference #</b>	<b>Summit #59236</b>				