

PURCHASING AGENDA ITEM
Hernando County School Board

School Board Approved Meeting : **June 27, 2017**

Bid No: 17-785/207-37

Bid Title: **Section 1:** Classroom Instructional Materials, Supplies & Equipment Catalog Discounts;
Section 2: Toner/Ink & Drum Kits

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- | | | | |
|--|---|--|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input checked="" type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation * |
| <input type="checkbox"/> Revised Award * | <input type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source * | <input type="checkbox"/> Re-Award (partial/whole) * |
| <input type="checkbox"/> Bid Termination * | <input type="checkbox"/> Revisions/Amendments To Bid* | <input type="checkbox"/> Bid Extension * | <input type="checkbox"/> Emergency * |
| <input type="checkbox"/> Piggyback/Cooperative | | | |

Bid Contract Period: **Section 1:** 07/01/17 through 06/30/20 N/A - One Time Purchase
Section 2: 09/04/17 through 06/30/20

Contract Type: Estimated Dollar Amount Firm, Fixed Dollar Amount Firm, Fixed Unit Prices Firm, Fixed Hourly Rates, Fees and/or Percentages

Renewal Options:

No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
1	6-months	3 - year	

* **Rationale/Reason**

Bidders Electronically Downloaded From Public Purchase Website: 229 Bids Received: 72 No Bids: 8 Late Bids: 1 Rejected Bids: 0 N/A - Not Required

Submitted By: Joyce McIntyre **School(s):** District-Wide
Title/Department: Director of Finance & Purchasing

Requested By: _____ **Department(s):** _____
Title/Department: _____

Recommended award by vendor(s), description of item(s)/service(s) and prices: (see attached)
T/C Code: 1737

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO’S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS & EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
ABDO Publishing Company (V-49594)	ABDO; Spotlight; Magic Wagon; ABDO Kids; Epic; ABDO Digital www.abdopublishing.com	0	0	0	0	Free Shipping	Minimum order \$1.00 Catalog and website already reflect a 30% discount off the list price	Yes	Library Bound Hard Cover Books, eBooks, Read-2-Me eBooks, Databases	Daniel Maskiell (813) 340-9841 dmaskiell@hotmail.com
AbleNet, Inc. (V-37492)	Special Education Resource Guide & Catalog www.ableNetInc.com	0	0	0	0	10%		Yes	Speech Generating Devices, Switches, Mounting, Curriculum, Switch Adapted Toys, Sensory/Pressure Vests, Computer ACCES, iPad Mounts/Cases, Cloud Based Programs	Customer Service (651) 294-2200 customerservice@ablentinc.com Mary Sagstetter (651) 785-3344 msagstetter@ablentinc.com
ACE Educational Supplies (V-11319)	ACE Educational Supplies 2017 www.ACEEducational.com	33%	33%	33%	33%	Contact Vendor	Contact vendor	Yes	Instructional Supplies, Classroom Supplies, Teaching Aides, Special Educational Supplies, General Office Supplies, Arts & Craft Supplies, 1:1 Classroom Technology, Classroom Decorative, Active Play, Educational Games, Teacher Resource Books & Material, Multi Lingual Supplies, STEM Supplies, Carpets & Rugs	Customer Service (800)432-0213 orders@ACEEducational.com
Apex Learning, Inc. (V-42825)	Apex Learning Digital Curriculum www.apexlearning.com	0	0	0	0	Free Shipping	\$500 minimum order	Yes	Comprehensive Courses, AP Exam Review, ALVS Enrollments, Professional Development, Tutorials	Marcia Phiolosophos (904) 631-9565 (206) 381-5601 Marcia.phiolosophos@apexlearning.com
Barnes & Noble Booksellers, Inc. (V-49621)	www.bn.com (online catalog) Discounts Not Shown On Website, Contact Vendor	0-25%		0-25%		Free Shipping Unless Expedited Is Requested	Volume discounts – contact vendor	Yes	Audio Books, Books, eBooks, CD’s, DVD’s, Magazines, Textbooks, Educational Toys and Games, Café Consumables, Gift Products, Gift Cards	For Quotes & Orders: Cheryl D. Haller (813) 661-9883 Crm2595@bn.com

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Bio Corporation (V-41474) Vendor Quote #17-785	www.biologyproducts.com	5%		5%		Free shipping No pail packing ups ground only	\$250 minimum order	Yes	Science, Preserved Specimens, Dissection Tools	Becky Hedstrom (320) 763-9094 info@biologyproducts.com
Blick Art Materials, LLC (V-49622) Vendor Quote #QD20000	Material For Art Education www.dickblick.com	20%	0	20%	0	Order Less Than \$49: \$7.95 to \$9.95 Shipping Fee Oversized or Heavy Weight Items: Call For Pricing	Sale catalogs, website pricing, promo pricing, quantity discount pricing, drop ship items, other discounted prices Do not offer set up, installation or other services	Yes	Arts Supplies and Equipment	Tamby Peterson (800) 704-7744 t.peterson@dickblick.com
Booksource (V-41961)	Booksource Catalogs www.booksource.com	30%		30%		Free shipping		Yes	Classroom Literature, Classroom Libraries, Books (trade), Book Rooms, Library Books, Custom Collections	Autumn Davenport (800) 444-0435 adavenport@booksource.com Jody Romans (262) 388-4208 romansliteracy@outlook.com
Bound to Stay Bound Books, Inc. (V-38950)	BTSB Showcase Magazine; Online; The Bookstore www.btsb.com	30%	0	30%	0	Free shipping		Yes	Pre-Bound Juvenile Library Books with Full Processing and Automation Support Available	Jill White (800) 637-6586 ext. 3159 jwhite@btsb.com
Capstone Classroom (V-47354)	Capstone Spring 2017 www.capstonepub.com	25%	0	25%	0	Shipping and handling is free on orders of 25 books or more; 10% on orders subtotals with 24 books or less	Contact vendor for quote for any digital products including: Pebblego databases, interactive library or pivoted learning resource	Yes	Hardcover Library Books/Instructional, PebbleGo Online Databases, Interactive Library Online Books, PivotEd Reader Online Literacy	Customer Service (800) 747-4992 customer.service@capstonepub.com Wendy Feikert (352) 742-4608

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
<p>Caroline Biological Supply Company (V-2553)</p> <p>Vendor Quote #P105653</p>	<p>www.carolina.com</p>	5%	5%	5%	5%	Call for Pricing	Call for verification	Yes	<p>Live Cultures, AP Kits, Prepared Microscope Slides, Genetics Kits, Carolina Chem Kits, Preserved Specimens for Dissection, Biotechnology Kits, Physics Apparatus, Anatomical Models, Inquiries in Science Kits, Laboratory Glassware, Chemicals, Laboratory Equipment, Microscopes, Skeletons</p>	<p>Denise Allen (800) 334-5551 ext. 6211 Denise.allen@carolina.com</p>
<p>Coast to Coast Computer Products (V-49595)</p>	<p>www.coastcoast.com</p>	0%	0%	0%	0%	Free Shipping		Yes		<p>Rachel Feller (800) 223-8890 ext. 146 rfeller@coastcoast.com</p> <p>Karen Purcell (800)-223-8890 kpurcell@coastcoast.com</p>
<p>ConServ Flag Company (V-49596)</p> <p>Vendor Quote “My Discount”</p>	<p>ConServ Flag and Mats www.conservflag.com</p>	10%		10%		9% - orders over \$500.00 – free shipping		Yes	See website	<p>Kenny Gudahl (308) 254-4720 conservflag@conservflag.com</p>
<p>Discount School Supply (EarlyChildhood, LLC) (V-47082)</p> <p>Vendor Quote RHERNO47</p>	<p>www.discountschoolsupply.com</p>	18%		18%		Free shipping with a minimum order of \$99.00 on all stock items. Excluding items which are pictured with a small truck icon. If minimum is not met, shipping will be \$8.50 or 15%, whichever is greater.	18% off catalogs	Yes	<p>Arts & Crafts, Dramatic Play, Puzzles, Science, Books, Sand & Water, Manipulatives, Music, Mathematics, Active Play, Block Play, STEM, Carpets, Infant & Toddler</p>	<p>Jennifer Sabado-Rios (800) 836-9515 ext. 5770 bids@discountschoolsupply.com</p>

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Diskovery Educational Systems (V-7732)	HCSB-Diskovery Instructional Catalog www.diskovery.com	2-15%	2-15%	2-15%	2-15%	7% or less Orders of \$1,500 may qualify for free shipping. Ground freight shipping cost are based on weight/lift gate – 2 nd day/overnight extra	Varies per vendor, contact for assistance Special order items may not qualify for discounts Volume licensing may not be subject to discounts Special orders are not returnable. Website is not specific to HCSB discounts, call Installation/setup depends on vendor and if available. Minimum order: \$50.00	Yes	Assistive Technologies Devices, Assistive Technologies Software, Avid Headphone Classroom and Kits, Casio and TI Calculator/Classroom Kits, Maker Space, STEM, 3-D Print Classroom STEM, Brenthaven Device Cases/Backpacks, LittleBits STEM Learning, Modular Robotics STEM	Daniel Wechsler (800) 331-5489 dan@diskovery.com
EAI Education (V-38905) Vendor Quote 17-785	www.eaieducation.com EAI K-12 Math Catalog EAI Elementary Catalog	15%		15%		Free shipping on orders over \$100.00 \$7.00 for order under \$100.00 Actual shipping charges do apply to calculators, storage products, furniture, rugs, oversized and dropped shipped items from a factory Drop-ship and special handling items are excluded from free shipping	Catalog discount exceptions: Catalog discount does NOT apply to calculators and peripherals, all Texas Instruments products, software, storage products, stopwatches, timers, furniture, carpets, LittleBits™, Cubelets®, Ozobot®, Sphero®, Makey Makey™, Sam Labs, or Geometiles or 5eBoard. These items may be ordered, however no discount will apply. CBLS CBRS probes, navigator system, timers or batteries (order these items at catalog price) This discount cannot be combined with other offers, bids, quotes, coupons or web sales prices or EAI coupons.	Yes	Math Manipulatives, Counters, Cubes, Linking Cubes, Place Value Products, Ten Frames, Math Games, White Boards and Markers, Number Lines, Dice, Money, Clocks, Fraction Tiles, Squares, Circles, Rulers, Protractors, Compasses, Geometric Shapes, Teacher Resource Books, Math Book Sets, STEM Products, Physical Science, Life Science, Earth and Space Science, Lab Supplies, Phonemic Awareness, Language Arts, Reading and Writing Materials, Leveled Reading Materials	Bernard Guglberger (800) 770-8010 bidsquotes@eaieducation.com

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Encore Broadcast (V-32489)	www.tecNEC.com TecNEC Catalog 2017	15%	15%	15%	15%	Contact vendor	Contact vendor	Yes	Projectors, Projector Screens, System Controllers, Video Carts/Lecterns, Encoder/Decoder, Document Cameras, Camcorders, LCD and Plasma, Interactive White Boards, Media Players, Switchers, Cables and Connectors, Amplifier Systems, Tri-Pods and Pedestals, Microphones – Wireless and Wired	Martin O. Febres (813) 335-2815 mfebres@encorebroadcast.com
ExploreLearning, LLC (V-49623)	www.explorellearning.com	0%	0%	0%	0%	Free shipping		Yes	Online Math & Science Simulations, Math Fact Fluency	Jason Kopish (866)882-4141 ext. 275 Jason.kopish@explorellearning.com
Fisher Scientific Company LLC (V-30141)	www.fisheredu.com Fisher Science Education 2017	33-35%	33%	33-35%	33%	Free shipping – excluding live, hazardous and motor freight items and expedited shipping. a hazardous material surcharge of \$10.00 per order will be charged where applicable		Yes	Chemicals, Lab Supplies, Lab Tools and Equipment, Lab Furniture	Steven Steinfeld (800) 955-1177 Steven.steinfeld@thermofisher.com
Flinn Scientific (V-4885) Vendor Quote 157881	www.flinnsci.com Flinn Scientific Catalog Reference Manual	10%	10%	10%	10%	Free shipping – excluding live material, lab furniture, hazardous materials fees, items requiring motor truck freight		Yes	Chemicals, Balances, Glassware, Hotplates, Stirrers, STEM, Microscopes, Chemistry, Biology, Earth Science, Environmental Science, Technology, Books, Safety Equipment, Lab Furniture	Carly Kurr (800) 452-1261 flinn@flinnsci.com

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Florida Chalkboard Company (Florida Visual Display Products Inc.) (V-49624)	www.claridgeproducts.com Claridge 2017 Commercial Catalog	25%	25%	25%	25%	Free shipping on all orders over \$1,000.00 Under \$1,000.00 - \$150.00 per order		Yes	Marker Boards, Tack Boards, Bulletin Board Cabinets, Displays/Trophy Case, Lecture Cabinets, Glass Marker Boards, MarkerWalls, TacWalls, TacStrips, Mobile Marker Boards, Sliding Marker Boards, Projection Screens	William Haines (727) 944-4904 sales@floridachalkboard.com
Follett School Solutions, Inc. (V-49625)	www.titlewave.com www.folletlearning.com	0%		0%		Free shipping Discounts available on select group of dictionaries and thesauruses	Discounts are offered when 25 or greater of the same title is ordered	Yes	Books, Library Classrooms, Makerspace, Lightbox, Pre-owned Textbooks, Consumable Workbooks (HMH) Reference Materials, Databases, Summer Reading Backpacks	Elizabeth Collins (877) 899-8550 ext. 46241 ecollins@follett.com
Frog Publications, Inc. (V-1925)	www.frog.com	0%	0%	0%	0%	\$7.00 shipping for orders under \$60.00. Free shipping on all order over \$60.00		Yes	Drops in the Buckets Review, Reproducible Workbook, Classroom Learning Centers, Math, Reading/Language Arts, Parental Involvement, Frog Family Fun Pack, Dual Language, Critical Thinking, Social Studies, Pollywog Pairs, Matching Game, Bean Bag Frog Activities, Classroom Posters	Wendy Alli (800) 777-3764 customerservice@frog.com
Glynlyon, Inc. dba Odyssey Ware (V-47941)	www.odysseyware.com	Call for Pricing		Call for Pricing		Free shipping	Discount depends on type of license – call for pricing No discount on professional services	No	Odyssey Ware Curriculum	Janis Williams (321) 302-3059 jwilliams@odysseyware.com
GovConnection Inc. (V-41657)	www.connection.com/ps Connection Public Sector Solutions: we solve IT	0%	0%	0%	0%	Free shipping on most orders - Call from pricing for expedited shipping and shipping of heavy items	Call for pricing	Yes	Audio Equipment and computer related items and equipment	Sarah Manning (800) 800-0019 ext. 33685 sarah.manning@connection.com

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
hand2mind, Inc. (V-49597)	www.handmind.com ETA hand2mind PreK-8 2017 Catalog	15%	155	15%	15%	Orders over \$99.00 will receive Free ground shipping Fedex next day, second day and 3-day select are excluded – call for pricing	Call for any additional discount exceptions	Yes	VersaTiles®, Hands-On Standards Math®, Number and Operations, Fractions, Ready to Teach Kits, The Super Source®, Paths to Problems Solving®,	Silvia Fumero (866) 380-9820 sfumero@hand2mind.com
Holmquist Educational Consultants, Inc. (V-38160)	www.hecedu.com Holmquist Educational Consulting, Inc. 2017 Educational Catalog	0%	0%	0%	0%	Call for pricing		Yes	VEX Robotics, Roamer Robots, Parallax Robotics, Mastercam, Techno CNC, Future Horizons, In-House Solutions, Trotec Laser Engines, Laser bits, Midwest Technology Products, Aficio 3-d Printers, Maker Bot 3-D Printers, Full Spectrum Laser Engines	Stephanie Holmquist (813) 785-6500 ext. 1 stephie@hecedu.com
Innovative Learning Concepts, Inc. (V-9794) Vendor Quote 17-04-06	www.touchmath.com TouchMath	0%	0%	0%	0%	8% - minimum order: \$8.00		Yes	First Grade Standard Based Complete, First Grade Classic Complete Program, First Grade Differentiated Instruction Set, Software Packages, All Touch Products	Jane Lord (800) 888-9191 jane.lord@touchmath.com
Imagination Station dba iStation (V-48670)	www.istation.com National Price Sheet 2017	0%	n/a	n/a	n/a	Free shipping		No	Reading Assessment Software, Reading Curriculum Software, Math Assessment Software, Math Curriculum Software, Reading en Espanol Assessment Software, Reading en Espanol Curriculum Software	Cathy Bonhomme (813) 785-1531 cbonhomme@istation.com

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Kaplan Early Learning Company (V-1523) Vendor Quote 625	www.kaplanco.com Early Childhood Edition Elementary Catalog Edition Early Childhood-17 Elementary-57	17%	17%	17%	17%	Free shipping excluding next day air, second day air and K-Truck delivery services	Minimum order of \$300.00	Yes	Classroom Furniture, Carpets, Dramatic Play, Outdoor Learning, Science, Blocks/Manipulatives, Art Materials, Puzzles, Puppets, Language and Literacy, Curriculum/Resource Books, Math, Music/CD’s	Nick Evens (800) 334-2014 nevens@kaplanco.com
Lakeshore Learning Materials (V-9311) Vendor Quote Per Bid 17-485	www.LakeshoreLearning.com Lakeshore Lakeshore Elementary	5%	5%	5%	5%	Free shipping	Discounts excludes sale items	Yes	Teaching Aids, Math Materials, Educational Software, AV Equipment, Library Supplies, Arts & Craft Supplies, Science Materials, Technology, Special Education Materials, Physical Education Materials, Infant and Toddler Equipment, Teacher’s Resources, Instructional Materials, ESL Aids and Materials, Active Play Materials	Gladys Romero 800-421-5354 ext. 2959 gromero@lakeshorelearning.com
Learning A-Z, LLC (V-49599)	www.learninga-z.com/site/store/ 2017 Product Price Sheet 2017 Collection Price Sheet	0%		0%		Free shipping		Yes	Online PreK-6 Educational Resources: Leveled Readers, Supplementary Curriculum, ELL/ESL, Response to Intervention, Special Education and Daily Instruction	Maureen Miller (866) 889-3629 ext. 5030 Maureen.miller@learninga-z.com

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Learning Labs, Inc. (V-12492) <u>Vendors Covered under this Umbrella:</u> Arduino ATech EasyRouter/Lonestar Diversified Woodcraft Intelitek LittleBits Makey Makey Mark Forged Marcraft Miller Welding Nida Roland STEMPilot Tech Ed Concepts VexVEx IQ	www.lli.com	Call for Pricing	Call for Pricing	Call for Pricing	Call for Pricing	Call for pricing	Call for quote	Yes	Visit website	Clark Hortman (800) 334-4943 Clark.hortman@lli.com Laura Holbert (800) 334-4943 Laura.holbert@lli.com
LoneStar Learning (V-49607)	www.LoneStarLearning.com LoneStar Learning (nat aug 2016)	0%		0%		12% (\$10 minimum) No shipping fee on digital items		Yes	*All products are supplementary instructional materials * Math Problem Solving Program (print or digital; English or Spanish), Reading/ELA Program, Vocabulary Cards, Posters, Number Lines, Teacher Resources, Print & Digital Programs	Gala Bohannon or Beth Presley (800) 575-1424 sales@lonestarlearning.com

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Mentoring Minds L.P. (V-48286)	www.mentoringminds.com “Mentoring Minds, Critical Thinking for Life”	0%		0%		10%	Discounts for bulk may be available - call for pricing Some materials may require minimum orders – call to verify	Yes	Mentoring Minds Instructional Materials, ELA/Reading Common Core Standards, Response to Intervention Tools, Intervention and Instructional Strategies, Critical Thinking Products, Vocabulary Development, Total Motivation Math, Motivation Math Voc Adventure, Total Motivation Reading/ELA, Total Motivation NG Science, Motivation Math Assessments, Motivation Reading Assessments, Vocabulary Cards-Math and Science, Flip Charts, Compact Guides, Educator Wheels, Student Wheels	Jennifer Davoulet (800) 585-5258 jenniferd@mentoringminds.com
Music in Motion (V-4509) Vendor Quote CRM #1395	www.musicmotion.com Spring 2017	0%	0%	0%	0%	Call for pricing	\$25.00 minimum order	Yes	Music Resources, Teaching Aids, Book/Audio, DVDs, CDs, Posters, Classroom Aids, Awards and Incentives, Instruments, Classroom and Percussion, Theatre, Creative Dramatics, Props and Costumes, Music go Rounds, Software, Gifts, Fashions, Music Therapy, Equipment, Movement Dance, Instructional Aids	Kristi Graham or Customer Service (800) 445-0649 bids@musicmotion.com orders@musicmotion.com
myON, LLC (V-49600)	www.myon.com myON D1091506	5%	5%	5%	5%	Free shipping	5% discount applicable to myON reader and myON books only. Add on publisher and services cannot be discounted	Yes	myON	Julie & David Cole (800) 864-3899 sales@myon.com

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Office Depot, Inc. (V-6476)	https://business.officedepot.com Office Depot BSD Catalog	66% off School Supplies	39% off OEM Office Equip 43% off Private Brand Office Equip	66% off School Supplies	39% off OEM Office Equip 43% off Private Brand Office Equip	Free shipping Additional freight charges may apply for items exceeding 70lbs and/or 110” in length/width	\$50.00	Yes	Office Supplies, Print and document service, business services, school essentials	Michael Kort (727)726-5954 michael.kort@officedepot.com
ORIGO Education (V-49601)	www.origoeducation.com	0%		0%		10% of print product		Yes	Origo Publishes and Covers all facets of Primary mathematics Education, Elementary Mathematics PreK-6, Resources – Core and Supplemental, Staff Development Professional Learning	Lori O’Connell (239)-821-5578 l_oconnell@origomath.com
Paper Dragon Books (V-46976)	www.paperdragonreads.com	15-32%		15-32%		Free shipping Additional charges for expedited		Yes	Classroom Libraries, Class sets, Professional Books, Student Guides, SSYRA- All Grades, Bilingual Materials, STEM/STEAM Materials	Rose Marie Brown (800) 840-1189 rmbrown@tampabayreads.com
Peoples Education Inc. dba Mastery Education (V-49602)	www.MasteryEducation.com 2017-2018 Florida Catalog	0%		0%		Call for Pricing	Minimum \$20.00 SE Orders; \$30.00 Minimum for Digital Orders	Verify	Measuring Up Live, Measuring Up Core Success, Measuring Up to the Common Core	Kerri Mulvaney (800) 822-1080 ext. 233 bdexter@masteryeducation.com

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		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Perfection Learning Corporation (V-49066)	www.perfectionlearning.com	0%		0%		10%	30% Discount off Publisher List Price on Individual Cover Craft, Hard Cover and Paper Back trade titles already reflected in Catalog and web prices. 0% Discount applies to proprietary titles published under the names Perfection Learning, AMSCO, or Kinetic	No	K-12 Curriculum Materials and Distributor of K-12 Trade Titles	Lynne Rubino (866) 252-6580 ext. 1205 lrubino@perfectionlearning.com
Perma-Bound Books (V-12475)	www.perma-bound.com	0%		0%		Free Shipping Expedited Shipping will be charged at actual cost	Prices in Perma-Bound Catalog and website are pre-discounted up to 30% on all books	Yes	Books, eBooks, DVDs, CD Audio, Teaching Aids, eHub, Playaway, Pre-recorded audio/video, Databases, Digital Audio	Rose Marie Brown (813) 962-3879 rosemariebrown@perma-bound.com
Prentke Romich Company (V-10379)	www.prentrom.com 2016 Products and Services	0%	0%	0%	0%	Call for pricing		Yes	Speech Generating Devices	Daniel Dardiz (800) 262-1984 ext. 1483 daniel.dardiz@prentrom.com
PRO-ED, Inc. (V-12227)	www.proedinc.com PRO-ED Assessments Catalog PRO-ED Speech Language Catalog PRO-ED Special Needs Catalog PRO-ED Occupational Therapy Catalog	0%	0%	0%	0%	Call for pricing		Yes	Standardized Assessments, Books (Resource and Reference Texts), Curricular and Therapy Materials, Speech-Language Pathology, Special Education, Rehabilitation, Psychology, Counseling, Occupational and Physical Therapy, Early Childhood	Customer Service (800) 897-3202 info@proedinc.com
ProLiteracy Worldwide, DBA New Readers Press (V-43937)	www.newreaderspress.com 2017 Adult Education	Call Vendor for Discount Options				\$7.00 to orders \$99 or less, 9.5% for order of \$100 or more		Yes	Citizenship, Reading, Teacher Resources, HSE Prep, Writing, Math, Workplace,	Lisa Keller (800) 448-8878 nrp@proliteracy.org

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO'S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Pyramid School Product (V-1046) Vendor Quote 17-785/207-37HERN	www.pyramidsp.com 2017-18 Pyramid School Products Catalog	10%	10%	10%	10%	Free shipping on order of \$95 or more on supplies only all furniture, equipment is FOB factory, call for pricing	Call vendor for quote	Yes	School Supplies, Office Supplies, Art Supplies	Larry Miller (800) 792-2644 ext. 240 larry@pyramidsp.com
Rainbow Book Company (V-37540)	www.rainbowbookcompany.com	25%		25%		Free shipping	Additional discounts may apply for group orders – contact vendor 0-10% on paperback bindings	Yes	Library Books and Instructional Supplies, Spanish, Bilingual, World Languages	Sharon Davis (800) 255-0965 Sharonmd40@gmail.com
Renaissance Learning, Inc. (V-30156)	www.renaissance.com Renaissance Learning Catalog	0%	0%	0%	0%	Call for pricing	Volume discounts may apply – call for pricing items already discounted do not qualify for volume discounts	Yes	Accelerated Reader, Accelerated Math, Star Reading, Star Early Literacy, AR 360, AM 360, Star 360, Star Spanish, English In a Flash, MathFacts In a Flash, Star Math, Star Custom	Jonathan Pounds (800) 897-6349 jonathan.pounds@renaissance.com Customer Assistance Representative (800) 338-4204 department10@renaissance.com
Really Good Stuff, LLC (V-30964)	www.reallygoodstuff.com	3%	3%	3%	3%	Call for pricing	Call for quote	Yes	Early Childhood, Supplemental Curriculum, Teaching Aids, ELA, Title I, Math, Science, Foundational Skills, Reading Comprehension, ELL and Spanish, Family Engagement, Cultures and Community, Teacher Supplies, Games and Activities, Special Education, Celebration and Themes	Jaime Markham (855) 974-7445 jmarkham@reallygoodstuff.com

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO’S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Community Products, LLC DBA Rifton Equipment (V-3240)	www.rifton.com Rifton Equipment Catalog		25%		25%	Free shipping				Ina May Gattis (800) 571-8198 sales@rifton.com
Saddleback Educational Inc. (V-12944)	www.sdlback.com Spring 2017 Catalog	20%		20%		12% shipping with a minimum of \$8.00 Call for pricing on shipping on large orders	Call for quote	Yes	Welcome Newcomers, Paperback Collections, Red Rhino Fiction/Non Fiction, Supplemental Materials, Life Skills in Action, Hi-Lo Reading	Customer Service (714) 640-5200 bids@sdlback.com Lisa Taraborrelli (714) 640-5230 bids@sdlback.com
Sargent Welch (V-49628) Vendor Quote 80269715	Sargent Welch Essentials www.sargentwelch.com	33%	33%	33%	33%	Free shipping on orders, excludes overnight, live materials and moto freight and hazardous. Call for verification	No minimum orders items designated by catalog or web price ending in a “9” (i.e. xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. “9” ending prices will ship at list price.	Yes	Laboratory supplies and equipment, science room furniture, glassware, chemicals, equipment, technology and white boards, specialty items, classroom	Michelle Kirk (407) 399-2401 michelle.kirk@vwr.com
S & S Worldwide (V-41795) Vendor Quote 17-785%	www.ssww.com S & S Buyer’s Guide	20%	20%	20%	20%	Free shipping excluding drop ship items	Discount applies to catalog current at time of order placement discount does not apply to sale flyers or special promotions	Yes	Construction Paper, markers, crayons, colored pencils, glue, arts & Crafts products, games	Lisa Tripoli (800) 243-9232 (800) 642-7354 ltripoli@ssww.com
Scholastic, Inc. (V-1258)	www.scholastic.com/teacherstore 2017 Teacher Resources Catalog	25%	25%	25%	25%	Free shipping		Yes	Activity Books, Boxed Readers and Teaching Kits, Professional Resources, Classroom Resources, Parent Resource, Games and Manipulatives, Classroom Décor and Supplies, Book Collections	Rachelle Merza (800) 825-4579 option 6 rmerza@scholastic.com
School Outfitters (V-45264)	www.schooloutfitters.com	2%	2%	2%	2%	Call for pricing	Volume discounts may apply – call for quote	Yes	Classroom Manipulatives, Paper, Paint and Brushes, Crayons and Markers, Colored Pencils, AV equipment, Classroom Charts and easels, Classroom Organization, Music Equipment, Classroom Kits, Gym Equipment	Jason Rapp (800) 260-2776 jason.rapp@schooloutfitters.com

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO'S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
School Specialty, Inc. (V-5093) Vendor Quote #7783134698	www.schoolspecialty.com Education Essentials	34%	30%	34%	30%	Call for pricing	Call to verify pricing	Yes	Classroom/Office Supplies, Arts & Crafts Supplies, Early Childhood, Language Arts: Alphabet Learning, Word Families, Fluency, Spelling, Grammar, Literature: 3-D Story Books, Box Sets, Math: Classroom Kits, Time/Money, Place Value, Measurement, Probability, Algebra, Special Needs and Special Education, Educational Technology, Projection Supplies, Marker Boards and Message Boards, Headphones, Signs – Displays	Jennifer Gilman (352) 812-8308 Jennifer.gilman@schoolspecialty.com Customer Care Advocate (888) 388-3224 customercare@schoolspecialty.com
Smiley's Audio Visual, Inc. (V-4317) Vendor Quote 17-785	www.smileysaudiovisual.com www.revolabs.com Revo Labs Cat16 Manufacturer's Listing	17%	17%	15%	15%	Call for pricing Lift gate service is an add'l \$85.00 installation \$150/hr set up is \$50/hr	Discounts may be available - call Other exceptions: excludes accessories such as carry bags, cables, mic clips,		AV and Audio Equipment	Cathy Smiley (800) 282-3497 ext. 21 cathy@smileysaudiovisual.com Carol Williams (800) 282-3497 ext. 25 carol@smileysaudiovisual.com

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO’S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Southern Educational Systems	www.seslabs.com Catalogs: Afinia Air Purification Automation Studio E6 DAC-Design Assistance Green Manufacturing-Technical/Industrial Furniture Green Manufacturing-IHL Module Cabinets Green Manufacturing-Welding Equipment Green Manufacturing-Furniture I Connect Imperial Training Units Innotek Lucas-Nuelle-Unitrain SMC Tecquipment Yaskaw-Motoman	Call for Pricing				Call for pricing	Call for quote per manufacturer	Yes	Visit website	Rich Feehan (864) 580-3001 rfeehan@seslabs.com David Williams (800) 772-7379 dwilliams@seslabs.com
Super Duper, Inc. DBA Super Duper Publications (V-12555) Vendor Quote Z1778520737	www.superdupercatalog.com/ Super Duper 2017 (SD 2017)	1%	1%	1%	1%	Call for pricing	0% discount for Hairbuilder subscription/digital books/apps/gift certificates Discounts are periodically offered on website PO submitted via website is eligible for any web promotion/special These web offers cannot be combined w/ any other offers	Yes	HairBuilding Online Software, Special Education Assessments, Language Arts Materials, Basic Concepts, Interactive Software, Special Education Materials, Educational Games, Social Skills	Customer Help Department (800) 277-8737 customerhelp@superduperinc.com Carmen Casiano (800) 277-8737 ccasiano@superduperinc.com
The Office Pal (V-49604)	www.theofficepal.com	20%				Free Shipping	Minimum order of \$50.00	Yes	See Website	Brenda Friedman (877) 486-0590 brenda@theofficepal.com

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO'S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
This is Language LTD (V-49626) Vendor Quote QU-001033	www.thisislanguageltd.com	0%	0%	0%	0%	Free Shipping	5% discount off order for 3-year subscription Large discounts already built in to pricing Call for quote	Yes	Web based subscription to authentic Spanish, French & German, Videos, Exercisers, Vocabulary Builder and Grammar Lessons	Sarah Hawkins (703) 634-4860 sarah@thisislanguageltd.com
Total Office Technologies of Florida LLC (V47404)	www.totalofficefl.com Riso Duplicators					Free Shipping	Call for pricing and discounts available	Yes	RISO SF 5130 Duplicator, RISO SF 5450 Duplicator	September Lopez (813) 886-3401 admin@totalofficefl.com Ted Funsch (813) 886-3401 tfunsch@totalofficefl.com
Triumph Learning LLC (V-49605)	www.triumphlearning.com Triumph Learning Catalog	0%		0%		12% - Call for Pricing		No	Coach Digital, Florida Support Coach, Florida Instruction Coach, Florida Performance Coach, FSA Edition	Christy Handley (800) 338-6519 ext. 446 chandley@triumphlearning.com
Troxell Communications, Inc. (V-31414)	www.trox.com/products.htm Troxell Communications Online Catalog	1-60%	1-60%	1-60%	1-60%	Call for pricing	Call for availability of discounts and pricing Additional charges: basic installation \$85 per hour Basic set up online \$85 per hour	Yes	AV and Audio Equipment, STEM/STEAM, CCTV/CCTC Security Systems, SAM School Asset Management Solutions	Lori Petersen (800) 352-7912 ext. 6605 Lori.petersen@trox.com
Valiant National AV Supply (V-38655) Vendor Quote CATBID	www.valiantnational.com AV & Multimedia Discount Catalog	5%	5%	5%	5%	Free Shipping on order of \$100 or more \$10 shipping on order less than \$100	Call for quantity discounts	Yes	AV & Audio Equipment	Ron Wolsten (800) 825-4268 ext. 1047 or 1048 ron@valiantnational.com

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

VENDOR	CATALOG NAME & DATE	PERCENTAGE DISCOUNT – PO'S		PERCENTAGE DISCOUNT VISA™		GENERAL FREIGHT TERMS & EXCEPTIONS	QUANTITY DISCOUNTS, MINIMUM ORDERS EXCEPTIONS	VISA™	SAMPLING OF PRODUCTS OFFERED	CONTACT INFORMATION
		SUPPLIES	EQUIP	SUPPLIES	EQUIP					
Voyager Sopris Learning Inc. (V-49606)	http://onlinecatalog.voyagersopris.com https://store.voyagersopris.com/ Inspiring Lifelong Learners	0%		0%		Call for Pricing	Call for quote	Yes	PreK-12 Research-Based Education Solutions and Online Learning Tools: Curriculum Products, Professional Development and Assessment	David Traviesa (800) 547-6747 ext. 7278 david.traviesa@voyagersopris.com
Ward's Science (V-49627) Vendor Quote 8269715	Ward's Science Essentials www.wardsci.com	15%	15%	15%	15%	Free Shipping on orders, excludes overnight, live materials and moto freight and hazardous. Call for verification	No minimum orders items designated by catalog or web price ending in a "9" (i.e. xx.09, \$5.49, \$12.89, etc.) will not be eligible for the noted discount. "9" ending prices will ship at list price.	Yes	Laboratory supplies and equipment, science room furniture, glassware, chemicals, equipment, technology and white boards, specialty items, classroom	Michelle Kirk (407) 399-2401 michelle.kirk@vwr.com

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

Manufacturer	ABC Laser USA, Inc.		CDW Government, LLC		Coast to Coast Computer Products		Ink & Toner USA		Office Depot, Inc.		Rasix Computer Center, Inc. DBA Academic Supplier		San Universal		School Specialty		The Office Pal	
	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb
Brother® Black Toner/Ink Cartridge	30%	72%	See Website		10%	35%	35%	70%	50%	65%	35%	79%	25%	71%	34%	34%	n/a	60%
Brother® Color Toner/Ink Cartridge	30%	72%			10%	35%	35%	70%	50%	65%	35%	79%	25%	71%	34%	34%	n/a	60%
Brother® Other Misc. Supplies (Drums, etc.)	30%	72%			20%	45%	35%	70%	50%	65%	35%	79%	22%	71%	34%	34%	n/a	60%
Canon Black Toner/Ink Cartridge	32%	72%			15%	35-50%	31%	70%	50%	65%	33%	79%	22%	71%	34%	34%	n/a	60%
Canon Color Toner/Ink Cartridge	32%	72%			15%	35-50%	31%	70%	50%	65%	31%	79%	22%	71%	34%	34%	n/a	60%
Canon Other Misc. Supplies (Drums, etc.)	30%	72%			15%	35-50%	31%	70%	50%	65%	30%	79%	22%	71%	34%	34%	n/a	60%
Epson® Black Toner/Ink Cartridge	12%	69%			10%	30%	20%	70%	50%	65%	13%	79%	21%	71%	34%	34%	n/a	60%
Epson® Color Toner/Ink Cartridge	12%	69%			10%	30%	20%	70%	50%	65%	13%	79%	21%	71%	34%	34%	n/a	60%
Epson® Other Misc. Supplies (Drums, etc.)	10%	69%			10%	30%	20%	70%	50%	65%	10%	79%	21%	71%	34%	34%	n/a	60%
HP Black Toner/Ink Cartridge	40.6%	72%			20%	35-70%	37%	70%	50%	65%	42.51%	79%	30%	71%	34%	34%	40%	60%
HP Color Toner/Ink Cartridge	40.6%	72%			20%	35-70%	37%	70%	50%	65%	42.51%	79%	28%	71%	34%	34%	40%	60%
HP Other Misc. Supplies (Drums, etc.)	25%	72%			20%	35-70%	37%	70%	50%	65%	25%	79%	28%	71%	34%	34%	40%	60%
Lexmark™ Black Toner/Ink Cartridge	36%	69%			20%	50-60%	37%	70%	50%	65%	32%	79%	30%	71%	34%	34%	30%	60%
Lexmark™ Color Toner/Ink Cartridge	36%	69%			20%	50-60%	37%	70%	50%	65%	32%	79%	28%	71%	34%	34%	30%	60%
Lexmark™ Other Misc. Supplies (Drums, etc.)	30%	69%			20%	50-60%	37%	70%	50%	65%	25%	79%	28%	71%	34%	34%	30%	60%
Media Sciences® Black Toner/Ink Cartridge	35%	65%			35-50%	50-70%	40%	70%	50%	65%	36%	79%	20%	71%	n/a	n/a	n/a	60%
Media Sciences® Color Toner/Ink Cartridge	35%	65%			35-50%	35-50%	40%	70%	50%	65%	36%	79%	20%	71%	n/a	n/a	n/a	60%
Media Sciences® Other Misc. Supplies (Drums, etc.)	35%	65%			35-50%	35-50%	40%	70%	50%	65%	36%	79%	15%	71%	n/a	n/a	n/a	60%
Panasonic® Black Toner/Ink Cartridge	20%	67%			10%	40%	35%	70%	50%	65%	22%	79%	21%	71%	n/a	n/a	n/a	60%
Panasonic® Color Toner/Ink Cartridge	20%	67%			10%	40%	35%	70%	50%	65%	22%	79%	21%	71%	n/a	n/a	n/a	60%
Panasonic® Other Misc. Supplies (Drums, etc.)	20%	67%			10%	40%	35%	70%	50%	65%	22%	79%	20%	71%	n/a	n/a	n/a	60%

Bid #17-785/207-37

Classroom Instructional Materials, Supplies & Equipment Catalog Discounts; Toner/Ink & Drum Kits

Manufacturer	ABC Laser USA, Inc.		CDW Government, LLC		Coast to Coast Computer Products		Ink & Toner USA		Office Depot, Inc.		Rasix Computer Center, Inc. DBA Academic Supplier		San Universal		School Specialty		The Office Pal	
	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb	OEM	Refurb
<i>Ricoh® Black Toner/Ink Cartridge</i>	26.5%	72%			20%	35-70%	28%	70%	50%	65%	27%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Ricoh® Color Toner/Ink Cartridge</i>	26.5%	72%			20%	35-70%	28%	70%	50%	65%	27%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Ricoh® Other Misc. Supplies (Drums, etc.)</i>	26.5%	72%			20%	35-70%	28%	70%	50%	65%	27%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Sharp® Black Toner/Ink Cartridge</i>	30%	62%			10%	35%	35%	70%	50%	65%	31%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Sharp® Color Toner/Ink Cartridge</i>	30%	62%			10%	35%	35%	70%	50%	65%	31%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Sharp® Other Misc. Supplies (Drums, etc.)</i>	30%	62%			10%	35%	35%	70%	50%	65%	31%	79%	20%	71%	n/a	n/a	n/a	60%
<i>Tektronix Black Toner/Ink Cartridge</i>	30%	72%			10%	35-70%	31%	70%	50%	65%	31%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Tektronix Color Toner/Ink Cartridge</i>	30%	72%			10%	35-70%	31%	70%	50%	65%	31%	79%	21%	71%	n/a	n/a	n/a	60%
<i>Tektronix Other Misc. Supplies (Drums, etc.)</i>	25%	72%			10%	35-70%	31%	70%	50%	65%	25%	79%	20%	71%	n/a	n/a	n/a	60%
<i>Xerox® Black Toner/Ink Cartridge</i>	30%	72%			15%	40-70%	31%	70%	50%	65%	31%	79%	29%	71%	34%	34%	30%	60%
<i>Xerox® Color Toner/Ink Cartridge</i>	30%	72%			15%	40-70%	31%	70%	50%	65%	31%	79%	28%	71%	34%	34%	30%	60%
<i>Xerox® Other Misc. Supplies (Drums, etc.)</i>	30%	72%			15%	40-70%	31%	70%	50%	65%	26%	79%	28%	71%	34%	34%	30%	60%
<i>Balance of Line Black Toner/Ink Cartridges Not Specifically Identified Above:</i>	10%	72%			10%	40-70%	28%	70%	50%	65%	12%	79%	7%	71%	34%	34%	20%	60%
<i>Balance of Line Color Toner /Ink Cartridges Not Specifically Identified Above</i>	10%	72%			10%	40-70%	28%	70%	50%	65%	12%	79%	7%	71%	34%	34%	20%	60%
<i>Balance of Line Other Misc. Supplies (Drums, etc.)Not Specifically Identified Above</i>	10%	72%			10%	40-70%	28%	70%	50%	65%	10%	79%	7%	71%	34%	34%	20%	60%

Contact Information and any further details:

ABC Laser, USA (V-47231): Hemant Parikh (770) 448-5867; sales@abclaserusa.com

CDW Government, LLC (V-9777): Steve Nakonechny (866) 244-1596; stevnak@cdwg.com

Coast to Coast Computer Products (V-49595): Rachel Feller (800) 223-8890 ext. 146; rfeller@coastcoast.com
(Quantity breaks available for Diamond Series Compatible Toner Cartridges – Contract vendor for details)

Ink & Toner USA (V-49598): Colleen Hirsch (561) 296-4465; chirsch@inkandtonerusa.com

Office Depot, Inc. (V-6476): Armando Suarez (813) 477-1170; armando.suarez@officedepot.com

Rasix Computer Center, Inc. DBA
Academic Supplier (V-47232): Jeffrey Kozma (800) 266-2892 ext. 117; Jeffrey.kozma@rasixinc.com

San Universal (V-49603): Pranav Shah (404) 729-4036; sanunivers@gmail.com

School Specialty (V-5093): Customer Care Advocate (888) 388-3224; customercare@schoolspecialty.com
Jennifer Gilman (352) 812-8308; Jennifer.gilman@schoolspecialty.com

The Office Pal (V-49604): Brenda Friedman (877) 486-0590; brenda@theofficepal.com