

### B13-07, Classroom & Art Catalog

Company	Discount	Freight Terms	Exclusions / Bid Notes	Awarded Contract
Kaplan Early Learning	18%	15% shipping for orders under \$300	See bid for exclusions	No
Lakeshore Learning	5%	Free Shipping	None	Yes
S&S Worldwide	16%	Free Shipping	Free Shipping does not apply to dropship items.	No
Blick Art Materials	20%	Free Shipping on orders over \$49	Quantity pricing, web pricing, sale catalogs, drop ships	Yes
K-Log	10%	FOB Origin	Freight, Installation & Other Services	No
Demco	17%	Free Shipping	No Free Shipping On Furniture and Large Equipment drop ship items	Yes
Nasco	20%	Free Shipping on orders over \$50	"Z" prefix receive 5% discount, No free shipping on "Z" prefix items and truck logo items	Yes
Really Good Stuff	0-15%	No Free Shipping	None	Yes
Oriental Trading	5%	Free Shipping on orders over \$150	Fun Impressions catalog and website	No
School Outfitters	2%	No Free Shipping	None	No
ETA Hand2Mind	10%	Free Ground Shipping	Custom Kits, Sale Items, & Professional Development	Yes
Follett Educational Services	0%	Free Shipping	None	No
Triarco	20%	Free Shipping with the exception of items over 20lb and truck symbol items	\$200 minimum order, prices marked red only	Yes
Ace Educational Supplies	10%	Free Shipping on orders over \$50, excludes items with shipping symbol	None	Yes
School Specialty	15%	Free Shipping on prefix items 7&9	15% off EP & 30% off list price	Yes
Constructive Playthings	15%	Free Shipping on orders over \$200	FOB factory items	No
RGF Communications	1%	N/A	None	No